



MEET THE DEVELOPERS



Philip Balderston
Founder and CEO
Odin Properties



Bart Blatstein
Founder, Owner and
Chief Executive Officer
Tower Investments, Inc.



Jim Burnett
Chief Strategy Officer
Black Squirrel
Collaborative



Craig Grossman
General Partner
Arts + Crafts
Holdings



Gina Lavery, M.C.P.
Senior Vice President
& Principal
Econsult Solutions, Inc.

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Moderator

Lauren Gilchrist
Executive Vice President,
Market Leader Philadelphia
Newmark



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#MeetTheDevelopers



Wednesday, May 15, 2024
Rivers Casino Philadelphia
Philadelphia 1001 N Delaware Ave, Philadelphia PA 19125



Philip Balderston

Founder and CEO
Odin Properties

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Philip Balderston is the Founder and CEO of Odin Properties, a diversified regional real estate investment and management firm. Its affiliate companies own and manage over 9,000 multifamily units and 250,000 square feet of commercial space in the Northeast, Southeast and Midwestern United States.

Prior to starting Odin, Philip was the director of Acquisitions and Finance at Philadelphia-based Tower Investments Inc., responsible for financing various development projects and asset management. Before joining Tower, he was an Acquisition and Development Analyst at The KORGroup in Los Angeles. Philip has a profound understanding of real estate finance and economics, economic cycles, and community development, having completed over 600MM of real estate transactions as a Principal in his 20+ year career.

Philip also held an analyst and asset management position at Amerimar Enterprises in Philadelphia, is a graduate of the William Penn Charter School in East Falls, holds a degree in Economics from the University of Pennsylvania, and a degree in Real Estate Finance and Urban Studies from the Wharton School. He currently holds the position on Mayor Cherrille Parker's transition team working on the preservation of affordable housing to make Philadelphia the cleanest, greenest, and safest big city in America, while also increasing economic opportunities for all.



Bart Blatstein,

Owner and Chief Executive Officer
Tower Investments, Inc.

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Bart Blatstein is the owner and chief executive officer of Tower Investments, Inc.. Mr. Blatstein was born, raised, and has concentrated his business endeavors in the City of Philadelphia and the surrounding region, including with particular focus in transforming the City of Atlantic City into a premier family entertainment destination resort. In his more than 40 years in the real estate industry, Mr. Blatstein has earned the reputation as one of the region's most respected and innovative commercial real estate developers. Through the vision and guidance of Mr. Blatstein, Tower Investments, Inc. has become widely respected for its aggressive and creative urban investments in major projects, as well as its expertise in all aspects of planning, design, construction, financing and leasing. Mr. Blatstein's unique passion and vision for the redevelopment has transformed long forgotten neighborhoods into vibrant, reclaimed communities with bright futures.

Among the company's many signature projects, Tower Investments, Inc. has redeveloped the Northern Liberties area of the City of Philadelphia, creating the award-winning Piazza and Liberties Walk communities, and establishing a once barren neighborhood as a destination for live, work and play. Mr. Blatstein's redevelopment efforts have created thousands of jobs, business opportunities, tax revenues and the impetus for more investment in Philadelphia and the surrounding region. The New York Times dubbed the development as "New York's Sixth Borough."

Tower Investments, Inc. has also transformed vast tracts of post-industrial properties along the Philadelphia Waterfront into over 600,000 square feet of flourishing retail, entertainment, and office developments. In the Manayunk area of the City of Philadelphia, the Developer developed the largest contiguous commercial site along the Schuylkill River.

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Along North Broad Street, the primary commercial corridor of Philadelphia, Mr. Blatstein started a development renaissance. Starting at Temple University, Tower Investments, Inc. developed the largest privately developed student housing facility in the university's history, known as the Edge Student Housing Complex. Adjacent to the facility, Tower Investments, Inc. built a 100,000 square foot retail center anchored by an AMC Movie Theater. The development, known as Avenue North, has become the epicenter of the student body at Temple for food, beverage and entertainment. At North Broad and Spring Garden Streets, Tower Investments Inc, redeveloped the former Pennsylvania State Office Building into the first luxury apartment building on North Broad Street consisting of over 200 units. Just south on North Broad Street Tower Investments, Inc. completed the historic renovation of the former Philadelphia Inquirer Building into the new Philadelphia Police Headquarters. The sprawling \$300 million development is the largest public-private development in the history of the City of Philadelphia and was completed in 2021.

In the first quarter of 2022, Tower Investments, Inc. in a joint venture with Post Brothers Development Company, broke ground on the largest multi-family development in Philadelphia located on South Broad Street and Washington Avenue. The state-of-the-art development will include 1.8 million square feet of mixed used building which breaks down into 625 parking spaces, 143,000 square feet of retail and over 1,000 residential units. The first phase of the project is expected to be completed in late 2023.

Beyond Philadelphia, in 2016, Mr. Blatstein expanded Tower Investments Inc.'s focus to its development efforts into the City of Atlantic City, where he spent his summers growing up. Tower Investments, Inc's first major redevelopment project in Atlantic City was the purchase and reopening of the formerly vacant Showboat Casino, a 1.6 million square foot building located on the Boardwalk. The acquisition was followed by the purchasing of two beachfront properties: the Garden Pier, a 55,000 Square Foot Pier on the Boardwalk, and a 123,000 square foot lot adjacent to the Showboat. Since acquiring the Showboat, the developer has successfully completed a multitude of redevelopment projects throughout the property. In 2019, the former high limit slots room was redeveloped into the Carousel Room, a 16,000 square foot state-of-the-art events and convention hall. In April 2021, the Premier Lite Hotel tower was redeveloped from a 544-key hotel tower to a 255-unit Apartment tower, which is currently 97% leased. In May 2021, the Lucky Snake Arcade was opened on the former casino floor. The arcade spans 100,000 square feet and has more than 400 games under ownership; making it the largest arcade on the East Coast. In May of 2022, the Raceway at Lucky Snake was opened on the remaining 40,000 square feet of casino floor. The Raceway features custom-made Electric Go-Karts and a Track made in Italy. The largest investment in the Atlantic City marketplace is the Showboat Island Waterpark, which will encompass 103,000 square feet on the lot adjacent to the Showboat. The Waterpark will open in the summer of 2023 and is expected to attract upwards of 600,000 unique visitors every year.

Mr. Blatstein is also very active in numerous business, civic and charitable endeavors. In June 2023, Mr. Blatstein was conferred an Honorary Doctorate Degree of Public Service by Stockton University. Also in 2023, Mr. Blatstein received the NAACP Atlantic City Branch's 2023 Freedom Fund President Award He is the past president of The Friends of Rittenhouse Square, the governing body that oversees, manages directs the future of Rittenhouse Square Park, which is consistently ranked as one of America's most cherished public parks. Mr. Blatstein was a founding member of the Waterfront Developers Council and is a past President of the Jewish Publishing Group board. He has also served as the Vice Chairman of the Board of Trustees of The Community College of Philadelphia, President's Advisory Board and Board of Visitors of Temple University, Northeast Treatment Centers, Federation of Jewish Agencies as Real Estate Division chairman and Israel Bonds and the Technical Assistance Center for Emerging Contractors.



Jim Burnett

Chief Strategy Officer
Black Squirrel Collaborative

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Jim Burnett is the Executive Director of VestedIn (VestedIn) a Community Development Financial Institution (CDFI). He has worked in the financial services industry for over 34 years, beginning his career with Fidelity Bank 1988.

In 1999, Mr. Burnett pivoted to community economic development (“CED”) as Executive Director of the VestedIn. Because of his CED work, Mr. Burnett became an adjunct professor at Thomas Jefferson University in the School of Sustainable Design in 2013.

In 2020 Mr. Burnett joined two partners with the creation of the Black Squirrel Collaborative, a company focused on identifying the challenges businesses have to grow and helping them identify the appropriate resource for their development.

As Executive Director for VestedIn, a twenty-five year old CDFI, located in the West Philadelphia, Mr. Burnett is responsible for managing and growing VestedIn’s impact on small businesses in Greater Philadelphia. VestedIn’s business services include commercial lending and financial education.

Mr. Burnett’s accomplishments at VestedIn include:

- The development of the ParkWest Town Center a 30 acre, 341,000 square foot, \$55,000,000 retail center in West Philadelphia
- The creation of the first non-profit mortgage brokerage company in Pennsylvania
- Supporting the Creation of over 1,800 jobs through loans and other investments
- The development of the WesGold Fellows, a paid summer internship for high school students focused on entrepreneurship, investing and real estate development
- The development of the first youth Individual Development Account program in the state of Pennsylvania
- Partnering with PA CDFI Network to fund \$250 million in small business grants during Covid.

As part of the Black Squirrel leadership, Mr. Burnett has led in the strategic design of the Philly Rise Real Estate Accelerator for Black and Brown Developers and the creation of the BizScoreLine a small business assessment tool to help small businesses grow beyond \$1 million in revenue.

Finally, Mr. Burnett is a speaker on various community development and lending topics and was a host of “There’s Money Out There” radio show. Additionally, he is a member of various boards including:

- PA CDFI Network
- The Chamber of Commerce for Greater Philadelphia
- Philadelphia Parks Alliance
- STEAMie Work Space
- Greater Philadelphia Film Office.



Craig Grossman

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Gina Lavery, M.C.P.

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Craig Grossman has over twenty years of experience in transformational "creative class" place-making and neighborhood revitalization. Craig spearheads the leadership, operations, management and development of mixed use commercial real estate assets and ignites the creation of innovative communities with a focus on the entrepreneur, meticulously curating local and independently owned businesses. His expertise is in differentiating assets and neighborhoods through innovative marketing, targeted leasing efforts, hands on management and specialized development of his properties. Craig focuses at Arts + Crafts Holdings in leading its long-term strategic vision, community development and leasing and operational initiatives.

Craig was the driving force behind the successful development of Midtown Village in Center City Philadelphia, which originally comprised of 24 properties and just over 400,000 square feet of commercial, residential and mixed-use space. Upon taking title to the properties, Craig managed the master planning, architectural and design process, and rehabilitation and construction initiatives. Focusing on luring Philadelphia-based entrepreneurs, start-ups, unique boutiques and food and beverage operators to the properties, Craig led the transformation of a two block blighted area of Center City Philadelphia on and around South 13th Street, once a "red light district," into one of the most exciting and popular live/work destinations in Philadelphia.

Craig graduated from Brandeis University with a Bachelor of Arts in Philosophy in 1990 and received his Masters in Business Administration from Baruch College in 1998. Craig lives with his family in Center City Philadelphia.

Gina Lavery is a senior vice president and principal of Econsult Solutions, Inc. (ESI). Gina has led a range of projects for ESI, primarily focused on urban planning, real estate, transportation, higher education, and public policy—particularly where these areas intersect with economic development. This work has included developing economic and fiscal impact studies to support major development projects, providing advisory services on incentive programs and public financing for private and public sector clients across the U.S., and supplying market insights for clients making real estate decisions.

Prior to joining ESI, Gina was a research analyst for Jones Lang La Salle, where she was responsible for market research and analysis within the Greater Philadelphia commercial real estate market. From 2009-2016, Gina worked at the University of Pennsylvania, in various roles within the Office of Government and Community Affairs. At Penn, she monitored legislative and policy developments within city government, and implemented a strategic communications and outreach plan to advocate for the University's interests with local government officials and to find opportunities to communicate its economic and social impact in the region.

A native of Philadelphia, Gina is actively engaged in several organizations including ULI Philadelphia, LAI Philadelphia, the Philadelphia Real Estate Council, and Commercial Real Estate Women (CREW). Gina also serves on the board of the Riverfront North Partnership.



Lauren Gilchrist

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Lauren Gilchrist is the Executive Vice President and Market Leader of the Greater Philadelphia Region. Gilchrist oversees Newmark Real Estate's (Newmark's) full suite of service offerings, managing strategic planning, revenue growth and profitability, recruitment and business development in the company's Philadelphia, Wayne, Southern New Jersey and Delaware offices.

Based in the Philadelphia CBD office, Gilchrist holds appointments to the Board of Directors for the Philadelphia Facilities Management Corporation/Philadelphia Gas Works, Philadelphia Orchestra, Old City Community Fund, M&T Bank Advisory Board and the Greater Philadelphia Chapter of NAIOP—where she served as Chapter President from 2019 to 2020. In addition, Gilchrist has been recognized by the Philadelphia Business Journal as a 40 Under 40 honoree and a Woman of Distinction, and a Philly Power Woman by Bisnow.

Prior to joining Newmark, Gilchrist was the Managing Director of Research at Longfellow Real Estate Partners, where she directed research strategy, content creation and thought leadership, and provided market research to drive project underwriting and execution. Previously, Gilchrist also held roles as Senior Vice President of Research at JLL, Manager of Research & Analysis at the Center City District and Program Manager at the Center for Regional Economic Competitiveness.

Professional Achievements

- Women of Distinction – Rising Star Award, Philadelphia Business Journal, 2020
- Developing Leaders Award, NAIOP CRE. Converge, 2020.
- Women of Influence in Commercial Real Estate, Bisnow, 2017 and 2020
- 40 Under 40 Honoree, Philadelphia Business Journal, 2016

Professional Affiliations

- Advisory Board Member, M&T Bank, 2023-Present
- Steering Committee Member, Philly Builds BIO, 2022-Present
- Advisor, Live Work Philadelphia, 2022-Present
- Board Member, Philadelphia Orchestra and Kimmel Center, Inc., 2020-Present
- Member, Finance, Audit and Miller Theater Committees, 2022-Present
- Board Member, Philadelphia Facilities Management Corporation/Philadelphia Gas Works, 2020-Present
- Secretary of the Board, 2020-Present
- Member, Workforce Development Committee, 2020-Present
- Board Member, Old City Community Fund, 2018-Present
- Secretary of the Board, 2021-Present
- Board Member, NAIOP Greater Philadelphia Chapter, 2016-Present
Chapter President, 2019-2020
- Chair – Government Affairs Committee, 2018-Present
- Executive Committee Member, 2020-Present
- Board Member, Central Philadelphia Development Corporation, 2021-2022
- Advisor, Professional Science Master's in GIS – Temple University, 2016-Present
- Affordable Housing Committee Member, Building Industry Association of Philadelphia, 2018-2019
- Advisor, Global Identity Advisory Board, Brookings Global Cities Initiative: Global Identity Cohort for the City of Philadelphia, 2018-2019
- Keepers Program, LEADERSHIP Philadelphia, Class of 2017

Gilchrist received her Master of Science in Public Policy and Management from Carnegie Mellon University's Heinz College and a Bachelor of Science in Business Administration from Bucknell University.

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Founded in 1917, the Electrical Association of Philadelphia is a non-profit trade association with a long history of serving the Greater Philadelphia electrical, lighting, and HVAC markets. Comprised of all segments within the industry, the EAP provides member companies with a variety of services, programs, and professional development opportunities

to ensure safety and compliance in the field. Learn more at www.eap.org.



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on the historic places that make the Philadelphia region special, the Alliance gives a voice and a toolbox to those who care deeply about protecting them for the future. Visit www.preservationalliance.com



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- CoreNet Global Philadelphia Chapter
- The Development Workshop
- The Electrical Association of Philadelphia
- General Building Contractors Association
- Preservation Alliance for Greater Philadelphia

Sustaining support is provided by:



Upcoming Events

Happy Hour Breakfast

Wednesday, May 22, 2024

8:30 AM to 9:30 AM

Gensler - 2005 Market Street

\$20 for Members, \$35 for Guests.

Women Changing the City

Tuesday, June 11, 2024

8:00 AM - 10:00 AM

Independence Blue Cross - 1901 Market Street

\$35 for Members, \$65 for Guests.

Lunch with the City's Leaders

Justin Rosenberg

Founder and CEO

honeygrow

Thursday, June 6, 2024

11:45 AM to 1:30 PM

\$55 for Members, \$75 for Guests

Happy Hour Breakfast

Thursday, June 20, 2024

8:30 AM to 9:30 AM

Boyd's - 1818 Chestnut Street

\$20 for Members, \$35 for Guests.



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