

Steven D. Cohen
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October 28, 2024

VIA EMAIL

John M. Nolan
Chair, Member Selection Committee
c/o American College of Real Estate Lawyers
220 N. Market Street, Suite 100
Frederick, MD 21701

RE: Proposal for Membership – Christopher D. Hopkins

Dear Mr. Nolan:

I am pleased to second the nomination of Christopher D. Hopkins for membership in the American College of Real Estate Lawyers (“ACREL”) made by Jack Fersko.

Chris and I have worked closely with one another over the years, most notably on a project to purchase Verizon’s hotel and conference center in a matter of weeks. He demonstrated legal excellence and an ability to think tactically and quickly. Chris has attended the Advanced Commercial Leasing Institute that is now sponsored by ACREL, and as a board member I always appreciated Chris’s insightful comments.

As one can see from his list of writings included with his nomination material, Chris has significant knowledge in a broad range of real estate topics, ranging from complex sales and acquisitions to smart building technologies to creative real estate financing techniques.

Chris is especially proud of his “give-back” contributions on behalf of the National Association of Industrial and Office Properties (NAIOP), for which he reviews and comments on relevant legislative proposals such those designed to address concerns by neighbors with respect to the siting of large industrial properties.

I have received and reviewed the Proposal for Membership submitted by Jack Fersko and certify that Chris satisfies the criteria for selection to the College. In my opinion and to my knowledge, Chris satisfies ACREL’s Statement of Professionalism and exemplifies the standards of professional integrity and civility as provided in the Guidelines. I am not (a) in the same firm, business entity, faculty or other organization of the Nominee, (b) related by birth or marriage to the Nominee, or (c) a current Governor or member of the Member Selection Committee of the College. My only business relationship with the Nominee is that members of his firm, including the Nominee, occasionally perform work in New Jersey on behalf of Verizon affiliates.

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I am sure Chis will be an exemplary member of ACREL and I look forward to learning from him and interacting with him at future ACREL meetings. Thank you for your time and attention to his nomination.

Very truly yours,

A handwritten signature in black ink, appearing to be 'SDC', written in a cursive style.

Steven D. Cohen