



Steven Firkser

COUNSEL

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For the past 35 years I've had the opportunity to work with visionary clients in transforming dirt into development. I thrive on the constant diversity of my practice, and have the versatility to handle all components of the development process.

Steve's practice centers on commercial real estate and financing. He has significant experience in the representation of developers, lenders and government agencies in a variety of business and commercial real estate transactions and municipal law matters.

Steve counsels developers and lenders in the acquisition and financing of commercial properties from contract to closing. His work encompasses the negotiation and drafting of contracts, leases, and closing documents, as well as due diligence and the review and analysis of title issues. He assists clients in redevelopment projects and in obtaining financing and incentives through the New Jersey Economic Development Authority (EDA) and the Federal Home Loan Mortgage Corporation (Freddie Mac).

Steve represents developers in obtaining and defending approvals for land development, including industrial, commercial, residential and educational facilities. His experience in this area includes researching ordinances for development potential, preparing and presenting site plan and variance applications, defending approvals from court challenges and appealing denials of applications. He has also presented actions for builders' remedies for the development of affordable housing. In addition, he has experience in the registration of condominiums and other planned real estate developments with the New Jersey Department of Community Affairs (DCA).

Departments

Real Estate
Redevelopment & Land Use

Practice Groups

Condominium & Planned Real Estate Development
Financial Incentives & Economic Development
Real Estate & Commercial Financing Transactions

Education

University of Pennsylvania Law School, J.D., 1983
Rutgers University, B.A., *summa cum laude*, 1980

Bar Admissions

New Jersey, 1983

Steven Firkser (Cont.)

As a commercial litigator, Steve has handled consumer fraud disputes, condemnation actions, real estate tax appeals, land use and redevelopment matters, title insurance claims, and complex property insurance coverage disputes. He has authored expert reports for community associations engaged in litigation with the sponsors of the communities.

Results may vary depending on your particular facts and legal circumstances.

HONORS & AWARDS

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REPRESENTATIVE MATTERS

Results may vary depending on your particular facts and legal circumstances.

- Represented a meat processing facility in the Bronx, New York with its relocation to New Jersey. This representation included assisting the client in acquiring and financing the purchase of property in Lodi and obtaining development approvals before the local Planning Board. The firm's team also assisted the client in negotiating construction agreements for the new building and obtaining construction and permanent financing, as well as in taking advantage of the Opportunity Zone program and exploring energy efficiency initiatives for the new building.
- Represented the seller of three retail buildings in Warren County, New Jersey for \$16,500,000. The sale was the culmination of a longstanding relationship with the client since 2001 in developing, financing and leasing the buildings to a supermarket, health care facility and a strip shopping center.
- Represented a national REIT in the purchase of five industrial buildings and land parcels in Newark, North Bergen and Carlstadt totaling \$55 million.
- Represented two municipalities in the settlement of affordable housing litigation to satisfy the concerns of fair share housing advocates and to address the municipal obligations for affordable housing in compliance hearings in the Superior Court of New Jersey.
- Represented one of the country's largest real estate developers in the sale of 24 office and industrial buildings in Moorestown, Burlington County, New Jersey for just under \$75 million. The buildings totaled more than 1,000,000 square feet and were leased to more than 80 tenants
- Represented a developer in the \$365 million sale and leaseback of a commercial office complex
- Represented a mortgage lender in the \$225 million Freddie Mac financing of a portfolio of 30+ properties

- Represented a leading multinational commercial bank in the sale and leaseback of its 100,000 square foot office building in northern NJ. The bank sold its land interest and entered a lease transaction to continue its operations in half of the space it previously occupied
- Represented a small business owner in its acquisition of a gasoline service station and convenience store in central NJ. The firm's work on this transaction included determining environmental compliance requirements of the operation, negotiation of a new lease on the property, and obtaining mortgage financing
- Representation of clients in six reported and seven unreported court decisions involving land use issues in New Jersey

UNIQUELY NJ

- New Jersey State Bar Association; Finance and Operations Committee; Land Use Law Section, Board of Directors (former member); Local Government Law Section; Real Property, Trust and Estate Law Section

PRESENTATIONS & SPEAKING ENGAGEMENTS

Faculty, New Jersey Land Use and Zoning from Start to Finish

Sponsor: *National Business Institute*, February 14, 2023

Speaker, Land Use Update 2021

Sponsor: *New Jersey Institute for Continuing Legal Education*, March 3, 2021

Panelist, The CARES Act – Paycheck Protection Program

Sponsor: *Middlesex County Bar Association*, April 16, 2020

PUBLICATIONS & ALERTS

Author, New Jersey Enacts Landmark Legislation to Overhaul Affordable Housing Laws

Greenbaum, Rowe, Smith & Davis LLP Client Alert, March 26, 2024

Co-Author, Revised Liquor License Laws Provide New Potential Business Opportunities in New Jersey

Greenbaum, Rowe, Smith & Davis LLP Client Alert, January 23, 2024

Co-Author, Revisions to Uniform Construction Code Provide Expedited Inspections

Greenbaum, Rowe, Smith & Davis LLP Client Alert, January 25, 2023

Author, The New Jersey Economic Recovery Act of 2020: An Overview of the New Jersey Ignite Program

Greenbaum, Rowe, Smith & Davis LLP Client Alert, April 8, 2021

Author, Paycheck Protection Program Update: Coronavirus Response and Relief Supplemental Appropriations Act Allows Second Round of PPP Funding and Brings Significant Changes to PPP Loan Process

Greenbaum, Rowe, Smith & Davis LLP Client Alert, January 6, 2021

Author, Paycheck Protection Program Update: SBA Streamlines Forgiveness Application for PPP Loans Under \$50K, Confirms Deferral Period for Loan Repayment

Greenbaum, Rowe, Smith & Davis LLP Client Alert, October 12, 2020

Author, Paycheck Protection Program Update: SBA Issues New FAQs on PPP Loan Forgiveness

Greenbaum, Rowe, Smith & Davis LLP Client Alert, August 11, 2020

Author, Deadline Extended for New PPP Loan Applications

Greenbaum, Rowe, Smith & Davis LLP Client Alert, July 9, 2020

Author, SBA Releases Revised PPP Loan Forgiveness Applications

Greenbaum, Rowe, Smith & Davis LLP Client Alert, June 18, 2020

Author, Revised SBA Rules Clarify Repayment and Loan Forgiveness Terms for PPP Loans

Greenbaum, Rowe, Smith & Davis LLP Client Alert, June 12, 2020

Co-Author, New Paycheck Protection Program Flexibility Act Provides Significant Relief to Borrowers

Greenbaum, Rowe, Smith & Davis LLP Client Alert, June 8, 2020

Author, Paycheck Protection Program Update: SBA Releases Rules to Clarify Loan Forgiveness and Loan Review

Greenbaum, Rowe, Smith & Davis LLP Client Alert, May 27, 2020

Author, Paycheck Protection Program Update: SBA Releases Loan Forgiveness Application

Greenbaum, Rowe, Smith & Davis LLP Client Alert, May 19, 2020

Author, SBA Issues New Guidance Providing Safe Harbor for Paycheck Protection Program Loans Under \$2 Million; Extends Repayment Deadline to May 18, 2020

Greenbaum, Rowe, Smith & Davis LLP Client Alert, May 14, 2020

Co-Author, Governor Murphy Signs Executive Order 142: Resumption of Non-Essential Construction, Curbside Pick-Up from Non-Essential Retail Stores, Gatherings in Vehicles

Greenbaum, Rowe, Smith & Davis LLP Client Alert, May 14, 2020

Co-Author, Second Emergency Stimulus Bill Provides Additional Funding for SBA EIDL Program; Takes Steps to Direct PPP Loan Funds to More Small Businesses

Greenbaum, Rowe, Smith & Davis LLP Client Alert, April 29, 2020

Author, New Emergency Legislation in NJ Permits Notarization of Documents Through Remote Communications

Greenbaum, Rowe, Smith & Davis LLP Client Alert, April 15, 2020

Co-Author, An Overview of Recent Land Use Guidance and Legislation in New Jersey in Response to COVID-19

Greenbaum, Rowe, Smith & Davis LLP Client Alert, April 13, 2020

Co-Author, SBA Announces Rule Governing Paycheck Protection Program

Greenbaum, Rowe, Smith & Davis LLP Client Alert, April 6, 2020

Author, New Jersey's Affordable Housing Determinations Are (Finally) Nearing Completion

Greenbaum, Rowe, Smith & Davis LLP 2019 Real Estate Update: Trending Issues & Topics of Interest, March 19, 2019

Co-Author, Greenbaum Team Assists in the Submission of Application For Medicinal Marijuana Alternative Treatment Center License

Greenbaum, Rowe, Smith & Davis LLP Client Alert, September 2018

Author, New Jersey Trial Court Decision on Affordable Housing Sets Obligations for Municipalities with Statewide Implications

Greenbaum, Rowe, Smith & Davis LLP Client Alert, March 13, 2018

Contributor, 2018 Real Estate Update: Trending Issues & Topics of Interest

Greenbaum, Rowe, Smith & Davis LLP Client Alert, February 2018

Co-Author, Affordable Housing Determinations Are Nearing Completion

Greenbaum, Rowe, Smith & Davis LLP 2018 Real Estate Update: Trending Issues & Topics of Interest, February 2018

Contributor, 2017 Real Estate Update: Trending Issues & Topics of Interest

Greenbaum, Rowe, Smith & Davis LLP Client Alert, March 2017

Quoted, Experts dissect, gauge impact of affordable housing ruling

Real Estate New Jersey, January 19, 2017

Co-Author, New Jersey Supreme Court Expands Municipal Affordable Housing Obligation in Latest Ruling

Greenbaum, Rowe, Smith & Davis LLP Client Alert, January 2017

Contributor, 2016 Real Estate Update: Trending Issues & Topics of Interest

Greenbaum, Rowe, Smith & Davis LLP Client Alert, March 2016

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Co-Author, New Jersey Supreme Court Puts Question of Affordable Housing Compliance Back in the Trial Courts

Greenbaum, Rowe, Smith & Davis LLP Client Alert, March 2015

Contributor, 2015 Real Estate Update: Trending Issues & Topics of Interest

Greenbaum, Rowe, Smith & Davis LLP Client Alert, March 2015