



## Congratulations

### To the CoreNet New Jersey Incoming Executive Committee!

We understand the importance of strong leadership in the continued growth and development of the chapter and look forward to the upcoming year working with a great team. With that said, we are pleased to announce the following 2020 officers:



President:  
**Jeff Weidenborner**  
Savills



Vice President/President-Elect:  
**Andrea Megnin**  
Barclays Capital



Treasurer:  
**Stephen Blau**  
Commercial Furniture Interiors



Past President/Advisor:  
**Dana Nalbantian**  
Gensler

## Member Spotlight

### Kelcia Azevedo,

Regional Head of  
Corporate Real Estate  
for the Americas,  
Macquarie Group



#### What are your general job responsibilities or areas of expertise?

I am responsible for the strategic and operational management of the company's real estate portfolio across the Americas. I oversee end to end services, including real estate, project management, and workplace operations.

#### Tell me about your company.

I very recently joined Macquarie as their Regional Head of Corporate Real Estate for the Americas. I was previously the Head of Property – Americas for Standard Chartered Bank, based in Newark, where I worked for over 12 years.

Macquarie is a diversified financial group providing clients with asset management and finance, banking, advisory and risk and capital solutions across debt, equity and commodities. Founded in 1969, Macquarie employs over 15,700 people globally, with 2,800 staff located in several offices across the Americas. As of September 30, 2019 Macquarie had assets under management of \$380.2 billion.

#### How did you become familiar with CoreNet?

Through my previous employer, Standard Chartered Bank, a corporate partner of CoreNet. I attended the Las Vegas Global Summit back in 2013 and really enjoyed the professional development and networking opportunities it offered. Since then, I have joined the New York and New Jersey Chapters, also becoming a member of the CoreNet NJ Education and Community Outreach committees. I am also currently pursuing my MCR accreditation, which I plan to complete in 2020.

#### How have you benefitted from being a member?

In addition to professional development opportunities through the many seminars and conferences offered, one of the greatest benefits was becoming part of a fantastic network of colleagues in the industry, both from an end user as well as service provider perspective.

## EXECUTIVE COMMITTEE:

**Chapter Chair/President:**

Dana Nalbantian, Gensler

**Vice President:**

Jeff Weidenborner, Savills

**Treasurer:**

Stephen Blau, CFI

**Secretary:**

Andrea Megnin, Barclays Capital

**Past President/Advisor:**

Don Watson, Merck

## COMMITTEES:

### Communications

**Co-Chairs:**

Julie May, Gunlocke

Matt Negron, Dauphin

### Education

**Co-Chairs:**

Greg Angelillo, Stanwich Energy Advisors

Jeff Weidenborner, Savills

### Women's Group

**Co-Chairs:**

Tami Pegos, Gensler

Mary Beth Sullivan, Teknion

### Membership

**Co-Chairs:**

Liz Archer, Dewberry

Brooke Dubinski, Turner Construction Company

### Young Leaders

**Co-Chairs:**

Ryan McCarthy, JLL

Mike Nielwodski, Savills Studley

### Special Events

**Chair:**

Nina Chmura, Withum

### Sponsorship

**Chair:**

Christie Mullen, Structure Tone

### Community Outreach:

**Co-Chairs:**

Gary Marx, BlueCap Economic Advisors, LLC

Shane Whelan, KBA Lease Services

## Letter from the President

### New Jersey CoreNet Members:

As the days get shorter and the temperature drops it means another year is winding down. The calendar year is coming to a close, but for some reason the pace continues to increase. We are about to experience the end-of-year push to complete projects, spend money you didn't think you had, and squeeze it all in before the holidays.

For our New Jersey Chapter Board members this time of year brings a renewed effort to focus on 2020 membership and sponsorship. This year has been packed with quality educational programs, one-of-a-kind Women's Group events, community service activities, fantastic networking opportunities and most recently, our Fall Harvest Reception. None of these events would be possible without the leadership of our committee chairs and volunteers! I would like to take this opportunity to thank each and every one of you for your efforts, along with that of our sponsors and members.

With all of this in mind, now is the time of year to renew your 2020 sponsorships and/or memberships. Our membership numbers continue to grow and the opportunities for sponsorship and the value derived in 2019 are unprecedented. As a member of the New Jersey Chapter you have access to current, relevant educational events and industry leaders. Join me in renewing your membership and/or sponsorship for 2020 before the end of the year.

As the year winds down, so does my chapter presidency. I was honored to step in as President when Marianne Zeller took a job in California this past spring. It has been a great year and I look forward to continuing my involvement as Chapter Advisor. I am very excited to hand the "leadership baton" over in January to our new Chapter President, Jeff Weidenborner, Executive Managing Director with Savills. Jeff has been involved with the chapter for many years and I am excited with his enthusiasm and leadership. I have no doubt he will take the Chapter to the next level.

In closing, I offer best wishes to all of you and your families for the upcoming holiday season.



Sincerely,

**Dana Nalbantian**

President, New Jersey Chapter  
CoreNet Global



# 2020 SNEAK PEEK

## **CoreNet New Jersey is hard at work planning for 2020.**

We have a fantastic line up of events in the works including:

January – **Amazon Facility Tour**, Robbinsville, NJ

February – **2020 State of the Market Presentation**

February – **Community Service and Networking – Bees, Trees, Water**

March – **Women's Group & Young Leader Hi Tea**

March – **New Member Orientations**

November – **NEW, CoreNet NJ Awards Banquet**

Be sure to check the **website** for updates coming soon!

## Chapter Pulls its Weight to Support Special Olympics

The annual Airplane Pull was hosted at Newark international Airport, which is the ultimate test of strength to benefit the Law Enforcement Torch Run for Special Olympics. Teams of 20 are put together to try and pull a Boeing 737-824, the N78501 aircraft owned by United weighing over 93,000 pounds without any passengers.

This is the first year the CoreNet Global New Jersey Chapter participated in the event. The chapter entered a team of 14 participants and pulled the aircraft 12 feet in 10.43 seconds. Additionally, they raised \$3,866 towards a total of \$120,189 from a total of 44 teams. The chapter may have placed 33rd overall, but they placed 6th for the largest team donation.

Special thanks to Shane Whelan from KBA Lease Services who organized the event and was a great team captain. We look forward to seeing more people participate in the annual Airplane Pull in 2020 with a full team of 20 members!







## Annual Sponsors Honored

A huge thank you to our 2019 Annual Sponsors, who were recognized at the Annual Sponsor Appreciation Dinner on October 17 at the Market Tavern, Morristown, NJ. Their commitment and contributions continue to ensure the growth and development of our chapter and our community.

### 2020 Sponsor Program Now Open!

The CoreNet New Jersey Chapter is pleased to announce our 2020 Sponsorship Program. The program offers five different sponsorship levels including: Diamond, Gold, Silver, Bronze and Supporter. Each level has added benefits to provide Chapter Sponsors better value and recognition throughout the year.

Sponsoring CoreNet NJ provides an opportunity to increase exposure and awareness while solidifying crucial relationships within the corporate real estate sector. [Click here](#) to view the full outline of sponsorship benefits. Contact [Kathy Doran](#) with questions or to sign up!

## CoreNet NJ Lends a Hand

On October 15, CoreNet Members gathered in Succasunna, NJ to volunteer their time to help Habitat for Humanity. Habitat for Humanity is a nonprofit organization that builds affordable housing in low-income areas. Thank you to Community Service Committee member, Daniela Pava, Environmental Alliance, for organizing this event and to our members who generously donated their time and muscle to give back to our community.



### Member Spotlight *continued from page 1*

#### The best piece of advice I ever received was...

Always give your best and don't be afraid of stepping outside your comfort zone. As Oprah Winfrey once said, "Not only are you responsible for your life, but doing the best at this moment puts you in the best place for the next moment."

#### One thing I can't live without is...

My family and friends! Without wishing to sound cliched, my kids are my life. There is nothing that I enjoy more than spending time with them. They are growing up so fast!

#### Some of my favorites...

Book: I read quite a lot. Currently reading "Everything" by Nicola Yoon, a recommendation from my 12-year old daughter who is an avid reader.

Food: I am a Brazilian... hard not to say steak! But I also love carbs, so big fan of pasta and pizza.

Hobby: Guitar playing and crafts. Best relaxation medicine ever!

Vacation Spot: Too many to list! My latest was La Romana, in the Dominican Republic. I absolutely loved it!

Restaurant: Varka, in Ramsey, NJ.

Things to do on weekends: My weekends are all about spending quality time with my kids.



# Women's Group Learns to Enhance the User Experience

On November 7<sup>th</sup>, the CoreNet NJ Women's Group hosted a successful networking event held at the impressive Verizon Headquarters in Basking Ridge. The evening began with a cocktail hour where members and guests enjoyed a colorful spread of fall-inspired hors d'oeuvres paired with delicious wines and desserts specially prepared by Verizon's in-house chefs. Executive Director, Joseph Rossi and Manager of Hospitality, Tom Maldrie, two of Verizon's Global Real Estate leaders, gave an in-depth presentation on *How Workplace Technology Enhances the User Experience at Verizon*. Inspired by principles derived from hospitality, Verizon created a people-centric platform where it uses technology as a solution to create an environment that positively impacts the human experience in the workplace. The topic aroused so much interest from the audience that the presentation ended with a dynamic Q&A. The evening concluded with everyone leaving on a high note. Well done!



## Fall Harvest Cocktail Reception

The NJ Chapter hosted our annual Fall Harvest Cocktail Reception on November 20<sup>th</sup> at the Stone House at Stirling Ridge. Nestled at the hills of the Watchung Mountains, the venue with its warm rustic ambience was the perfect backdrop for the festive gathering. Music, laughter and lively conversations filled the room as members and guests mingled in merriment. Delicious food and drinks flowed the entire evening leaving everyone satisfied and happy. A great way to fall into the holiday spirit! Cheers!



## Did You Know?

You can receive text alerts for important upcoming chapter events and initiatives. We promise to only send 1-2 per month! To sign up, simply text CoreNet to 31996 or fill out [this form](#).



## Welcome New Members

Rachel Berman • Mecho

James Carter • CBRE

Daniel Grant • ENV Architects

Ray Imperato • Collins Brothers Moving Corporation

Sharvil Katwala • Panasonic Corporation of North America

Brent Kozlowski • BE Furniture

Amanda Lundell • EY

Jonathan McKee • JEMA

Lynne Rein • Parker Plants

Michael Simcox •

Jessica Zolotorofe • Ansell Grimm & Aaron, PC



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## Thanks to Our Annual Sponsors

### Diamond:



### Gold:

DAUPHIN

hlw



### Silver:



EvensonBest



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### Bronze:

Arenson Office Furniture • Bentley  
Gensler • Hollister Construction

### Supporter Sponsor:

Century Group