



2018 Year In Review

CoreNet NJ would like to extend a special Holiday Greeting to our valued members and friends. We sincerely appreciate your participation and loyalty to the chapter and the commercial real estate industry. Our committees worked hard throughout the year to provide quality programming and events for our members. It was a great year that started and ended with snow... read on for the highlights.

EDUCATION:

In January we enjoyed a presentation moderated by SIREAS President, Ingrid Fenn who was joined by Louis Fitzpatrick of Novartis and Michael Thompson of JLL. With 50 people in attendance the panelists walked the audience through the vested process, extending the conversation beyond the Novartis and JLL dynamic and exploring the evaluation process of partnership.



Next up was a program on Bites & Bytes, Cyber Security and CRE which took place on March 1st. With over 40 people in attendance at McCloone's Boathouse in West Orange the panel discussion was both informative and interesting as they shared insights on cyber security, advancements in technology- mobility and the movement to cloud technology for data storage.

WOMEN'S GROUP:

Structure Tone was the host for April's Women's Group Event where they welcomed speaker Sharlene Vichness, President and Founder, Company Language Directions. Sharlene addressed the dynamic interplay of voice and one's ability to manage, lead and attain goals in our multi-cultural environment.



On the evening of October 11th, the Women's Group also hosted a panel discussion focused on change management at IMAGINE in Mountainside, NJ. The evening started out with networking followed by a fantastic ensemble of knowledgeable women. The full recap appears in this issue.

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Member Spotlight

Steve Bleiweiss

Senior Vice President
Avison Young



By Julie May, Gunlocke

Steve is retiring at the end of 2018 and has been an integral part of the chapter. We'd like to give a special thank you to Steve for all of his contributions to the CoreNet Global NJ chapter.

What are your general job responsibilities or areas of expertise?

- **Business Development** - I pursue corporate clients in multi-markets and I participate extensively in industry networking activities, developing long-term relationships with end-users and service providers.
- **Marketing/PR** - I develop client presentations and proposals, newsletter content, email blasts, and I am the liaison between our outside Public Relations firm to enhance the Avison Young (AY) brand.
- **Mentoring** - I mentor young brokers in the office, focusing on networking skills and building client relationships.
- **Corporate Account Management** - I work with multi-market corporate clients to ensure AY is addressing their needs across all aspects of their global real estate portfolios.

Tell me about your company.

Avison Young is the world's fastest growing real estate company offering a full range of commercial real estate services: tenant representation, leasing agency representation, project management, property management, corporate services, and client-centric investment sales for office, retail, industrial, multi-family and hospitality properties. The company was founded in 1978 and is headquartered in Toronto, Ontario. AY has grown its global presence in the past 40 years with 85 offices and over 2,700 real estate professionals. AY in New Jersey was established in Morristown in 2012, adding the Iselin office in 2017. The NJ offices currently employs 110 real estate professionals.

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EXECUTIVE COMMITTEE:

Chapter Chair/President:

Don Watson, Merck

Vice President:

Richard Franklin, PSE&G

Treasurer:

Marty Dowd, McCarter & English, LLP

Secretary:

Bruce Mayer, Bristol-Myers Squibb

Past President/Advisor:

Dana Nalbantian, Gensler

COMMITTEES:

Communications

Co-Chairs:

Julie May, Gunlocke

Matt Negron, Dauphin

Education

Co-Chairs:

Stephen Blau, CFI

Dawn Foerst, Merck

Women's Group

Co-Chairs:

Tami Pegos, Gensler

Mary Beth Sullivan, Teknion

Membership

Co-Chairs:

Liz Archer, Dewberry

Stacey Katz

Young Leaders

Chair:

Ryan McCarthy, JLL

Advisor:

James Pazzaglia, Procter & Gamble

Special Events

Chair:

Nina Chmura, Withum

Sponsorship

Chair:

Steven Bleiweiss, Avison Young

SPECIAL EVENTS:



The golf outing returned this year and was a HUGE success. With the weather on our side, 117 members and guests enjoyed a great day of golf at the Morris County Golf Club. The event included a special golf clinic for women, and finished off with networking, dinner and awards. Be on the alert for the 2019 date announcement coming soon. The season ended early with the annual summer social taking place in August with more than 80 members and guests in attendance. A surprising early snow storm forced us to postpone the Fall Harvest Reception, which will be rescheduled for some time in January.

YOUNG LEADERS:

Speed Mentoring was the place to be for the Young Leaders this past May where they connected with some of the industry's top leaders. During the rotating round table discussion, those in attendance made valuable connections and learned important lessons helping them advance in their career.



MEMBERSHIP:

Corenet NJ welcomed 40 new members this year thanks to the hard work of our Membership Committee. Two Membership Orientations were held (one in the spring and a second in the fall), where those new to the chapter received oversight and expertise on how to make the most of membership.

SPONSORSHIP:

As a result of Steve Bleiweiss's leadership and determination the sponsorship committee signed on 20 sponsors this year. The combined revenue from annual and event sponsorships is at a record high for the close of 2018.

COMMUNICATION:

The Communications Committee has been hard at work this year recording events around the chapter. Plans are in the works next year to step up social media postings through the use of Hootsuite, member spotlights and industry updates.

A special thanks to our sponsors, dedicated board of directors, volunteers and active members who made it all happen. We look forward to 2019 in anticipation of our continued advancement through education, industry engagement and dedication to membership value.

Wishing you a happy holiday season from CoreNet NJ.

There is a World Of Research at Your Fingertips!

By Annemarie Fleming, MovePlan

Are you aware that one of your CoreNet Global Member Benefits is the ability to access the Knowledge Center that contains research and content from the Global Summits? This year CoreNet Global took the unprecedented step to record each session at the summits in Boston, Madrid and Singapore and as a member you can listen and learn to what was shared from across the globe. For those who have never attended a CoreNet Global Summit, this is a great sneak peak of the innovation, knowledge and research that is shared and presented. So start the journey to expanding your vision of what is changing in our industry and hear from leaders in our field.



To access it, simply log onto www.corenetglobal.net and click on the Explore our Research tab. Happy learning!

CoreNet NJ Gives Back

By Marianne Zeller, Wyndham Destinations

On Tuesday, November 27th a group of Chapter members spent National "Giving Tuesday" volunteering at the Community Food Bank of NJ. What an amazing and humbling experience. The team worked together to pack 500 lbs. of pasta into 1,200 bags, then into 75 boxes that will be distributed to other charitable organizations to help provide food to those in need. Special thanks to all who helped!



(From left to right) Chris Donnelly, Dawn Arrabito, Gary Marx, Marianne Zeller, Rich Franklin, Sean Cust, Jeff Weidenborner, Shane Whelan, Chris Marx.

[View additional pictures on flickr.](#)

CoreNet NJ Summer Social Celebrates in Jersey City!

By Annemarie Fleming, MovePlan

On August 22nd, the CoreNet NJ Chapter hosted an outdoor Summer Social at the Lutze Biergarten in Jersey City. The weather was perfect for this fresh air gathering of friends, old and new, who enjoyed postcard gorgeous views of NYC. There was plenty of networking going on as the beer taps and wine orders were delivered to the guests who filled plates with summer style treats like pigs in a blanket, veggies and dip, mini crab cakes and other treats. While most guests drove to the venue, some got to enjoy a water view of the festivities on the water taxi ride back to New York City. The turnout was great, with more than 80 members and guests in attendance. Many thanks to the Special Events committee for putting on such an enjoyable gathering.



CoreNet New Jersey Honors Its Sponsors

CoreNet New Jersey hosted its annual Sponsor Appreciation Event on September 26th gathering at The Manor in West Orange for a lively cocktail hour conversation, followed by an intimate sit-down dinner.

Rich Franklin, Chapter VP/President-Elect, addressed the group and extended a sincere “thank you” to the many companies whose support allows CoreNet New Jersey to present an increasingly extensive array of programs and other opportunities for networking and professional development. A long-time CoreNet New Jersey member, who also served on the Board from 2001 to 2008, Franklin provided some thoughtful perspective on how the group has evolved over the years and noted how critical sponsorship has been to that evolution.

Avison Young’s Steve Bleiweiss, who chairs the Sponsorship Committee, echoed Franklin’s sentiments: “We appreciate our sponsors’ generous support. We will continue to develop programs and initiatives that deliver value to our sponsors, as well as our Chapter members!”

Attendees seemed to share that enthusiasm for CoreNet’s current offerings, with many planning to participate in upcoming events including the Women’s Event on October 11 and the Global Summit in Boston, taking place October 14-17. Not surprisingly, these CRE professionals also discussed various industry issues - from the tech sector’s cultural impact on established companies, to the sometimes



unexpected challenges of an open floor plan. Additional topics included favorite travel destinations (Germany, anyone?), hot spots in Philadelphia, and a variety of other fun subjects.

Membership Co-Chair Liz Archer commented, “The Sponsorship Appreciation Reception is my favorite CoreNet event. The sponsors are very serious about their engagement with CoreNet and the discussions and networking tend to be very high-level. With several headquarter offices located in NJ, we have access to some of the CRE profession’s top leaders. It is an exciting place to be connected.”

CoreNet Women’s Event Learning to Implement Change in the Workplace

By Julie May, Gunlocke

On the evening of October 11th the Women’s Group hosted a panel discussion focused on change management at IMAGINE in Mountainside, NJ. The evening started out with the attendees networking while enjoying some delicious food and wine. After everyone had their fill, the program proceeded with a brief introduction of the space, IMAGINE, by its Executive Director Mary Robinson. IMAGINE is a great organization that provides complimentary grief support to children, young adults and families coping with the death or life-altering illness of a parent, sibling or child. Their space was inviting and certainly felt like a safe haven.

Moderator Melissa Strickland then introduced panelists of the evening; Nancy De Lorenzo (Head of Facilities, Management and Regional Operations, Zurich North America), Marilyn Simone (Program Manager, Campus Interiors, Princeton University), Nathalia Uquillas (Global Real Estate Workplace, Transformation Manager, Verizon) and Joy Young (Senior Manager, Workplace Strategy – Americas, Johnson & Johnson). The panelists talked about the various strategies, methods and tools they used to help employees smoothly transition to changes in their workplace environment.

They emphasized the importance of having a defined roadmap to successfully implement change. This roadmap helped to clearly and effectively communicate these changes to employees; to provide adequate support; and to continually engage employees throughout the process allowing them to feel they are a part of the overall vision. On everyone’s chair was a piece of paper that had Melissa Strickland’s number on it. This allowed the audience to ask questions during the discussion and opened up to great dialogue for all. Overall, the event was a success. Thank you to our Event Sponsors: Allermuir, Haworth, Maharam, Star-Lo.



New and Prospective Members Learn to Maximize Their Membership



By Julie May, Gunlocke

The Membership committee held the bi-annual Membership Orientation, “How to Maximize Your CoreNet Membership” on Wednesday, October 24th at Commercial Furniture Interiors (CFI) in Mountainside.

The event began with new and prospective chapter members networking with the executive board and committee chairs. Participants then heard an informative program focused on the benefits of membership. Attendees learned that getting involved with committees and events provides an opportunity for career and relationship development, as well as great market insights.

Rich Franklin, incoming Chapter President from PSE&G, kicked off the presentation by sharing his own experiences with CoreNet and how his involvement has benefited his career. The chapter has seven committees including: Communications, Sponsorship, Membership, Education, Special Events,

Young Leaders, and the Women’s Group. Each committee chair explained how their committee contributes to the overall success of the chapter.

It was a great night for all who attended! Thank you to Diamond Level Sponsor CFI for hosting this event.

Chapter Leadership Creates 2019 Strategic Plan



By Julie May, Gunlocke

On Friday, November 2nd, 20 members of the CoreNet NJ Executive Committee and Committee Chairs met at Gensler’s Morristown office to create a strategic plan for the coming year. The team is working to develop a robust agenda for roll out in 2019 that includes trends in technology and real estate, CRE best practices and education, philanthropic initiatives in the community, and leadership training. Inspirational ideas were shared amongst the attendees to continue bringing value to the New Jersey market this upcoming year.



Member Spotlight *continued from page 1*

How did you become familiar with CoreNet?

I had been involved with NACORE, which was a corporate real estate industry organization in the 1990’s. In 2002, NACORE and IDRC (another real estate focused organization) merged to form CoreNet Global. I’ve been actively involved with CoreNet since 2002 in New York and served on the Membership Committee. Then in 2012, I became a dual Chapter member, getting involved with the NJ Chapter and serving on the Membership Committee. I have been the Chair of the Sponsorship Committee since the fall of 2017.

How have you benefitted from being a member?

Through the networking opportunities, education, business development and professional development. I’ve benefitted from many friendships over the years, and have had opportunities to give back to the industry - especially by mentoring younger industry members.

The best piece of advice I ever received was... Corporate America plays golf.

One thing I can’t live without is... It’s three - my wife and daughters.

Some of my favorites...

Book: “Setting the Table: The Transforming Power of Hospitality in Business” By Danny Meyer

Food: I love it all, as long as it’s not moving!

Hobby: Theater and dining

Vacation Spot: Paris

Restaurant: It’s three - Union Square Café, Pearl Oyster Bar, and The Little Owl

Things to do on weekends: Relax with friends and family

What Can CoreNet Mean for YOU?!!

The Chapter is a great forum to bring peer colleagues together from all real estate functions... from end users to service providers and economic developers. Being a member helps to create lasting, value-added relationships in a casual environment. We urge you to consider this opportunity to enhance your professional well-being through Connecting, Growing, Learning and Belonging! Renew your membership today!

JOIN NOW ▶

TIME TO RENEW? ▶

If for any reason you are not able to remember your User ID or Password please e-mail membership@corenetglobal.org and a person from member services will help you.

Welcome New Members

Tonja Adair	• Splice Design
Vincent Arcudi	• C&C Technology Group
Eric Berry	• DVI Communications
Avagay Burnett	• Unilever
Richard Cawley	• HDR, Inc.
Tyler Conley	• Turner Construction Company
Lucia Diana	• Verizon Communications Inc
Frances Ferrone	• Advanced Workplace Associates Ltd
Minho Kim	• Samsung
Michael Moynihan	• Rider Levett Bucknall
John Reilly	• Arbee Associates
Nirvana Roopnarine	• Newmark Knight Frank
Stephanie Tabares	• Gensler
Kartik Thevendrawakam	• IBM Corp
Patricia Verhaselt	• Celgene Corporations
Shane Whelan	• KBA Lease Services
Simone Wilson-Brito	• McCarter & English LLP
Lee Winter	• WRE Consulting
Eric Wong	• BASF Corporation
David Xides	• Comfy

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NEWS

Fall 2018



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