



New Innovation Center Planned for New Brunswick

By Annemarie Fleming, Communications Committee Co-Chair, MovePlan

On March 19th, NJ Governor Phil Murphy joined Rutgers President Bob Barchi at Rutgers University and other state, academic and industry leaders to announce NJ's plan to support a 12-acre Innovation Center in New Brunswick. NJ leads the country with the highest number of scientists and researchers per square foot and this project will further foster NJ's innovation economy and build its workforce and ideas for the future.



New Brunswick Mayor Jim Cahill outlined the first phase of the project for the Innovation Center to bring top leaders in healthcare, technology, biosciences, AI, analytics and Big Data together. The goal of the Innovation Center is to bolster NJ's research legacy and incubate new businesses. This 4M SF combination laboratory, research and retail facility will be in a walkable setting close to the New Brunswick transit center. The property is owned by the city of New Brunswick and being developed by Devco, led by Chris Paladino.

Our Chapter President Don Watson weighed in on this new news, "The New Jersey Chapter of CoreNet Global welcomes this announcement as a good step forward in transforming the business climate in the state of New Jersey. We will continue to look for opportunities to support this project and others to come as Real Estate and Facility Management professionals."

Here is the link to watch the full press conference:

NJ Governor announces new Innovation Center



Member Spotlight

**Kim
Sacramone**

HLW Architecture, LLC



By Matthew Negron, Dauphin,
Communications Committee Member

What are your general job responsibilities or areas of expertise?

I have been the principal and managing director of HLW's New Jersey office since its inception in 2014. In this role I am responsible for the overall office culture, design quality, P&L and new business generation as well as integrating the NJ Office into the HLW Global Culture. Prior to being in the NJ Office, I worked in our NYC HQ for 17 years leading the interior architecture practice. My expertise is working with a variety of clients from technology, life sciences, large corporate headquarters to intimate innovation centers.

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Don't Miss These Events!

- May 23: **METROBURB**
Bell Works, Holmdel, NJ
- Jun. 26: **Golf Outing**
Morris County Golf Club, Morristown, NJ
- Oct. 14-16: **CoreNet Global Summit**
Veterans Memorial Convention Center, Boston, MA
- Events to be on the lookout for...*
- June: **Summer Social**
- July: **Young Leader Happy Hour**
- Sept: **Education Program**
- Oct: **Sponsor Appreciation Reception and Women's SIG Event**
- Nov: **Fall Harvest Reception and Education Program**

Visit the [events section](#) of the chapter website for more information and to register.

EXECUTIVE COMMITTEE:

Chapter Chair/President:

Don Watson, Merck

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Marty Dowd, McCarter & English, LLP

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Bruce Mayer, Bristol-Myers Squibb

Past President/Advisor:

Dana Nalbantian, Gensler

COMMITTEES:

Communications

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Annemarie Fleming, MovePlan
Sonya Verna, Colliers International

Education

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Stephen Blau, CFI
Dawn Foerst, Merck

Women's SIG

Co-Chairs:

Erin Pollex, Shaw Contract Group
Mary Beth Sullivan, Teknion

Membership

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Liz Archer, Dewberry
Stacey Katz, Richard L. Hoffman & Associates, Inc.

Young Leaders

Co-Chairs:

Ryan McCarthy, JLL
Banafsheh Soltani, Gensler

Advisor:

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Nina Chmura, Withum

Sponsorship

Chair:

Steven Bleiweiss, Avison Young

Letter from the President

Being an Ambassador

The rate and pace of change continues to march forward, and it is safe to assume that in the coming years we will continue to see changes in our companies, industries, and profession. In the face of those changes, I believe the New Jersey Chapter of CoreNet Global has an opportunity to help innovate and lead in the profession of real estate and facilities management. While there will always be things out of our control, there are many things we can control to influence and support our customers. There are numerous examples of how we are making changes with a mindset of supporting our customers through innovative products, services, and workspaces. To keep this momentum going will require that we be Ambassadors for our profession.

To me, being an Ambassador in our profession means:

- We are advocates for the strategic value we bring.
- We focus on our customers.
- We are our harshest critics.
- We solve problems and eliminate barriers for our customers.
- We are not afraid to offer new and innovative solutions.
- We turn our customers into our strongest advocates by making their working needs our top priority.

Through our activities we help our customers discover, develop, and provide products and services. As new challenges in our profession arise, we must think and act differently to lead the pace of change and offer real estate solutions and collaborative work environment that remove barriers, drive improved business results, and is flexible to meet ever changing business needs and requirements.

I welcome your thoughts and ideas on being an Ambassador, and I continue to look forward to working with all of you as we define and reinvent our chapter.

Thank you.

Sincerely,



Don Watson

President,

New Jersey Chapter CoreNet Global



CoreNet NJ Golf Outing

**Register
Now!**

Tuesday, June 26, 2018

Morris County Golf Club Morristown, NJ United States

Register today for the CoreNet NJ Golf Outing & Reception, taking place on June 26th at the Morris County Golf Club. If you're interested in playing and being part of a great day, be sure to register and bring your co-workers, clients and prospective clients. Not able to join us for the whole day? There will be a women's only golf clinic at 3:30pm, followed by the cocktail reception at 6:00pm. If you don't golf, just come for the reception to have some fun with your peers!

Sponsorship Opportunities Available!

Outdrive your competition at the golf outing! There are numerous sponsorship opportunities available including: Event Title Sponsor, Lunch, Beverage Cart, Skills Contests, Putting Green, Tee Sponsors and many more! **Contact newjersey@corenetglobal.org with questions or [click here](#) to view all options.**

Schedule:

Registration/Lunch: 11:30am
Shotgun Start: 1:00pm
Women's Golf Clinic: 3:30pm
Reception: 6:00pm

Fees:

Foursome: \$1300
Single Players: \$350
Women's Golf Clinic: \$150
(women only; includes cocktail reception
limited space available)

Reception Only:

\$125/Members
\$150/Non-Members
\$50/End Users

Thank you to our event sponsors:

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- Gensler



Value of Membership: Getting to Know the New Jersey Chapter

By Cassandra Charles, Communications Committee Member, Focal Point Project Management

The evening's Indian Summer weather did not keep folks away from JLL in Parsippany, NJ for the New Member Orientation. With close to 40 people in attendance, 75% of which were members and 10% of total were walk-ins, all were looking to understand the benefits of being a CoreNet NJ member!

When asked, 'What do you want prospective members to walk away with today?' Dana Nalbantian, Past President, encouraged new members to engage beyond networking and participate so that one can get the full value of membership.

Liz Archer of Dewberry and Membership Committee Co-chair is excited about reaching those who haven't yet engaged. "The #1 way to get involved is to plug in and get the most out of the membership. Attending events and networking is perfect but senior leaders want the executive leadership development!"

Echoing Dana and Liz, all other committee chairs gave brief introductions and identified missions for each committee amping the group to get more involved in the chapter leaving us with one main question...How many of us are a part of industry organizations and actually get full value?



Bites & Bytes: Cyber Security and CRE: Managing the Risks and Safeguarding Your Business

By Julie May, Communications Committee Member, Gunlocke

Over 40 people attended the March 1st Bites & Bytes panel discussion at McCloone's Boathouse in West Orange for an informative and interesting panel discussion on cyber security. With all of the advancements in technology, such as mobility to access information at any time/anywhere and the movement to cloud technology for data storage, individuals and organizations are at a higher risk of being compromised and potentially hacked.

Greg Angelillo from Stanwich Energy Advisors moderated the discussion which included three panelists- Anupam Goradia, Senior Manager, Cyber & Information Security Services, Withum; Rich Schatzberg, CFO- SWK Technologies; and Don Sebastian, SVP, Research & Development- NJIT. All agreed that building awareness through ongoing education of the types of security risks and how to avoid them was one of the best preventative measures and a wise investment for organizations.

Emphasis on proactively mitigating risk through infrastructure planning in current and future environments was another topic discussed. As it relates to building and tenant services- safety through building cyber security is a major consideration for organizations leasing space. Security compliances, like System and Organization Controls (SOC) Compliance, is becoming a part of more tenant leases to help with combating exposure. Other security measures discussed were layered security, investing in firewalls, and creating business continuity through data recovery processes.

The evening concluded with wine and olive oil tastings that did not disappoint. Sebastian Vignon, professional sommelier from the Sommelier Company, presented a wonderful selection of a variety of wines that ranged from light body to more robust in flavor- as well as olive oils from different regions.



Women's SIG April 10th Event: Change Your Voice, Change Your Fortune

By Julie May, Gunlocke

If you had the good fortune of attending the breakfast seminar hosted by the Women's SIG Committee at StructureTone's office in Woodbridge on April 10th, you walked away rich with tips to improve your vocal and language skills for success. Sharlene Vichness, President & Founder of Language Directions, LLC, presented to the audience of over 50 women. She focused on effective techniques such as tonality, syllable stress, word completion and removal of accents and regionalisms for communicating within multi-cultural business environments. Over the course of the morning, she shared anecdotal stories from her experiences over the years of helping clients create successful vocal presence and the ability to engage audiences. The audience came alive when she asked the women to break up into teams of 3 for a role play exercise.

Thank you to our event sponsor **Bernhardt** for providing another enriching experience for the women of CoreNet NJ.



Member Spotlight *continued from page 1*

Tell me about your company.

HLW is a leading international full-service architecture, and interior design firm sustaining a successful practice for over 130 years. It is a strong, innovative, and progressive organization with a diverse portfolio of projects from broadcast and media, financial corporations, technology, academic institutions, and multi-family and mixed-use buildings. Our motto is **Our Work Tells Your Story**. We do this through discovery and design, and actively explore diverse ideas and cultures. Every client is different and each project expresses our clients' unique goals and aspirations.

HLW is headquartered in New York City, with offices in Madison, NJ, Los Angeles, CA, London, and Shanghai.

How did you become familiar with CoreNet?

HLW has been a long standing global supporter of CoreNet. I first became familiar with the organization during the first part of my HLW career in the New York Office and continue to understand its value in the New Jersey Market. As a preeminent industry organization, the community building and educational opportunities CoreNet offers to members and young professionals are tremendously impactful.

How have you benefitted from being a member?

HLW NJ has been featured in a recent CoreNet Newsletter showcasing our Brown Brothers Harriman project in Jersey City which provided exposure to all members.

A few of my colleagues, Melissa Strickland and Wendy Ceron are actively involved in committees which helps to build their networks.

I particularly enjoy the Women's SIG events. I find them to be a comfortable way to meet new people in a small and intimate group setting while getting inspired and learning new things.

The best piece of advice I ever received was.

I have received some of the best advice of my career just this past year by participating in a year-long leadership program with a company called Women's Unlimited. What I have learned has given me a new perspective on a wide range of subjects from very personal on how to prioritize my life to long term strategic thinking.

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

Inspiration!! I couldn't live without it.

Also, my 5" x 8" Moleskin black gridded notebook....we all have our "thing", right? I am sure I am not the ONLY one out there who's hooked on them.

Some of my favorites...

Book: *Don Quijote De La Mancha* en espanol by Miguel de Cervantes. I read it for the first time in high school and picked it up again recently. I also have a collection of small books which I love, including an art book by my colleague's mother, Fanny Brennan, called *Skyshades*, as well as the book called *101 Things I Learned In Architecture School* by Matthew Frederick. As for business books I enjoy all of the books by Chip and Dan Heath such as *Made to Stick*

Food: Tapas with red sangria

Hobbies: Photography, travelling and jumping rope (ha ha!)

Vacation Spot: Chappy (if you know where that is we have something in common!)

Restaurant: Balthazar in NYC

Things to do on weekends: I am a hockey mom, so that answers that question! My family and I are always up to something fun if we have a free weekend though.

Follow our company page on



Did you know that CoreNet NJ has a LinkedIn company page?

This page provides a great resource to network and collaborate with peers, share and discuss relevant articles and find out what's happening in the industry.

[Click here](#) to start following us today!

Welcome New Members

Kirk Devonish	• Suddath Companies
Caitlin Dinsmore	• Arbee Associates
Christopher Donnelly	• Donnelly Construction
James Foran	• Atlantic Real Estate Services
Bill Jang	• Samsung
Laura Kay	• Crum & Forster
Peter Kehayas	• Eisai Inc.
Judy Kim	• Johnson & Johnson
Rachel Lambrecht	• Healthy Buildings
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