



## Real Estate Industry Collaborates to Fill Talent Pipeline

On July 12, 2018, 29 real estate industry organizations, representing more than 10 million jobs, announced a ground-breaking collaboration to highlight the diverse career paths within the real estate sector.

The first initiative of this collaboration is a new website entitled [Careers Building Communities](#), which allows visitors to navigate through the scores of career paths across all sectors of real estate. For the first time, students in high school, college, technical programs and community colleges can explore possible career pathways within real estate by taking an interactive quiz and discovering career opportunities.



As the industry seeks to fill millions of jobs, this site serves as an all-inclusive resource for students, educators, career changers and other stakeholders to explore the unlimited opportunities in the field of real estate.

"Nobody grows up saying they want to be a corporate real estate executive," says Angela Cain, Chief Executive Officer of CoreNet Global. "This new website is the perfect starting point for raising awareness about a dynamic career most job seekers don't even know exists. CoreNet Global is proud to be part of the coalition of real estate-related associations focused on building a pipeline of talent." [Click here](#) to read more about this new venture.



## Member Spotlight

### Kathy Winkler

Head of US REFS/Real Estate  
Management-Americas,  
Novartis  
Pharmaceuticals Corp.



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

I'm a head of Real Estate management for the Americas Region. Our primary responsibilities are:

- Portfolio and site strategy
- Portfolio planning and management
- Property transactions
- Lease administration
- Occupancy management

#### Tell me about your company.

Novartis is a global healthcare company based in Switzerland that provides solutions to the evolving needs of patients worldwide. Their mission is to discover new ways to improve and extend people's lives, with a vision to be a trusted leader in changing the practice of medicine. Their strategy is to deliver better outcomes

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## Don't Miss These Events!

- Aug. 22: **Annual Summer Social**  
Lutze Biergarten, Jersey City, NJ
- Sept. 20: **End User Roundtable**  
(by invitation) TBD
- Oct. 11: **Women's Group: Change Management/  
Implementing New Workplace Strategies**  
Imagine, Mountainside, NJ
- Oct. 14-16: **CoreNet Global Summit**  
Veterans Memorial Convention Center,  
Boston, MA
- Oct. 24: **Membership Orientation**  
CFI, Mountainside, NJ

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

## 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

**Chair:**

Julie May, Gunlocke

### Education

**Co-Chairs:**

Stephen Blau, CFI  
Dawn Foerst, Merck

### Women's SIG

**Co-Chairs:**

Erin Pollex, Shaw Contract Group  
Mary Beth Sullivan, Teknion

### Membership

**Co-Chairs:**

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

### Young Leaders

**Co-Chairs:**

Ryan McCarthy, JLL  
Banafsheh Soltani, Gensler

**Advisor:**

James Pazzaglia, Procter & Gamble

### Special Events

**Chair:**

Nina Chmura, Withum

### Sponsorship

**Chair:**

Steven Bleiweiss, Avison Young

## Letter from the President

I hope everyone is enjoying the summer.

As a chapter we have had a great first half of the year in terms of our programming and events. Most recently was the very successful June Golf Outing. Additionally, we have delivered the following successful programs:

- Vested Outsourcing Program
- New/Prospective Member Orientation
- Cybersecurity & Corporate Real Estate
- Womens Group: Change Your Voice, Change your Fortune
- Young Leaders Speed Mentoring Event
- Metroburb Program
- FutureForward 2025 Strategic Planning

We have an exciting slate of activities in the works for the second half of 2018 including the Summer Social on August 22 at Lutze Biergarten, End User Roundtable, a "Hi Tea" mentoring event, Membership Orientation, Fall Harvest Reception, and other events still in the planning phase.

All of these programs are made possible by the volunteers who make up the committees, and I want to thank each and every committee leader and member for your efforts, energy, and passion.

I would also like to use this time as a call to action to our membership. We are seeking volunteers who can help us tackle the issues facing our industry, provide guidance and support across all aspects of our field, help promote the value we bring to our companies and colleagues, and strive to create a positive view of our industry. Giving our time, over and above our day jobs, is a mechanism to help our industry grow, evolve, and thrive in an ever changing world. Volunteers are the lifeblood of our organization and without them we are not able to provide the programming that enables education, networking, and sharing. If you are interested in volunteering to support our committees and efforts please [let us know](#).

Thank you.

Sincerely,



*Don*  
**Don Watson**

President,  
New Jersey Chapter CoreNet Global



## CoreNet NJ Annual Summer Social

Wednesday, August 22, 2018 • Lutze Biergarten, Jersey City, NJ

**Register  
Now!**

Wednesday, August 22, 2018 • Lutze Biergarten, Jersey City, NJ

Keep summer alive at the Annual Summer Social! Join your CoreNet NJ colleagues for a casual summer gathering on the patio at the new Lutze Biergarten in Jersey City, NJ. Attendees will take in the beautiful views of the Hudson while enjoying great brews, wine, mixed drinks, and passed hors d'oeuvres.

#### EVENT INFORMATION:

**Date:** August 22, 2018 | Time: 6:00pm - 8:00pm

**Location:** Lutze Biergarten, 3 Second Street, Jersey City, NJ 07311

#### PRICING:

Members: \$100 | Non-Members: \$125

End Users: \$25

## Membership Orientation

### The Value of Membership: Program and Networking Reception

Wednesday, October 24, 2018 | 5:30pm – 8:00pm | CFI, 1154 Route 22 West, Mountainside, NJ 07092

As a new or prospective member, you might be wondering how a membership in CoreNet NJ can help your career development. Do you know all the benefits that membership has to offer? Join us for a complimentary membership orientation and networking reception on the evening of October 24th. During the orientation you will:

- Learn tips on optimizing your membership
- Explore upcoming chapter events and activities
- Learn how your participation can enhance your professional and personal development
- Hear from Education, Special Events, Membership, Sponsorship, Communications, Young Leaders and the Women's Group Committee representatives
- Learn more about the CoreNet Global Professional Development Program, tools and resources
- Meet the Board of Directors, committee members and network with peers



**REGISTER NOW**

# CoreNet NJ Hits the Links

By Matthew Negron, Dauphin

CoreNet NJ held their annual Golf Outing on June 26th at the Morris County Golf Club, which brought together a variety of CoreNet members and industry partners for a fun filled and active day. The day consisted of various activities including lunch, golfing, a women's only golf clinic, and an evening reception to top off the night. When everyone first checked-in they were provided a "swag bag," which had a wonderful assortment of sponsored golf products for those that may have left some equipment at home or were in need of an something new.

The lunch was open for all guests attending the event and it was an excellent icebreaker as the atmosphere was open and relaxed, which invited new and existing members to engage in conversation prior to golfing. Amongst the activities was the Women's Golf Clinic, which provided an opportunity for the various female members of CoreNet to have a semi-private and constructive workshop introduction to golf, which will hopefully encourage future female participation in the sport and remove any fear of golfing.

The night ended with a lovely evening reception, which included delicious food, prizes, and great talks that provided insight into CoreNet and reinforcing the purpose and importance CoreNet serves in the real estate industry. The event is always a great highlight of the year, because it allows the organization to come together and participate in the event through a collaborative effort, but in a more casual and laid back format enabling members to interact on more of a personal level.

We hope everyone continues to support the annual event and members who have not golfed with us in the past will take the leap in 2019 and enjoy the wonderful experience.



# Young Leaders Help Shape the Future of Corporate Real Estate

By Matthew Negron, Dauphin

The Young Leaders group held an event in May known as, FutureForward 2025, which is a CoreNet Global forward-looking initiative to prepare the rising leaders of the organization to support the future needs of CoreNet members and customers. The event was hosted by the Gensler Morristown Office and was moderated by Stephen Blau, Business Development, Commercial Furniture Interiors (and Education Committee Co-Chair).

The size of the group was kept small and intimate to ensure the members could openly share ideas, and concepts. This allowed for multiple perspectives to be heard and shared amongst different industry members. Those members participating in the discussion included various backgrounds such as Architects, Interior Designers, Facility Managers, Brokers, Manufacturers, and Furniture Dealers, which allowed the conversations to have a full-circle perspective not isolated to any particular industry or career path.

Stephen did a great job ensuring the conversations stayed on point and relevant to the posed question. Each participant had their thought heard and idea constructively reviewed and reflected upon as a team. The conversations and topics of discussion included education, membership, networking, information availability, and the future of work. Throughout the evening the conversations shined light on the importance of the millennial workforce and how quickly Generation Z will have a role in the marketplace.

The goal is to not make a marketplace for one particular generation, but for all generations inclusively as our market now has five different generations in the workforce simultaneously. FutureForward 2025 should not be a discussion only once a year, but an open dialogue that should take place on a daily basis with colleagues, peers, customers, and friends.



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## Member Spotlight *continued from page 1*

for patients through science-based innovation and aim to lead in growing areas of healthcare. They apply expertise in science and innovation to society's biggest health challenges. Corporate responsibility is a core part of their business strategy.

### How did you become familiar with CoreNet?

Many years ago I was looking for an association that would help support my interest in expanding my CRE knowledge. A colleague of mine at that time recommended the NYC chapter of CoreNet and arranged for me to get on a committee.

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

Over the years I've had a great opportunity to participate on committees, be part of the leadership team and ultimately lead the NYC chapter. During this time, I've had a great fortune to learn all aspects of CRE, which helped me grow and excel in my career. I've learned and perfected my leadership skills and networked with many peers in the industry. These experiences and opportunities also provided me with a very extensive network of contacts, many of whom have become good friends and with whom I continue to share information and knowledge.

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

If you are not passionate about what you do, stop and find a career/job that you'll enjoy and always know what you are worth in the industry based on your experience and skills.

### Some of my favorites...

**Book:** *Yellow Envelop* by Kim Dinan

**Food:** Indian

**Hobby:** Travel

**Vacation Spot:** Mountains - skiing and hiking

**Restaurant:** Mehndi Indian restaurant in Morristown

**Things to do on weekends:** Act like a tourist and walk for hours sightseeing in NYC

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

**Michael Agresta**

*Data Scientist*

Merck & Company, Inc.

**John Coluni**

*Program Manager - Enterprise Shared Services*

Guardian Life Insurance Co.

**Ana Pizani**

*Sr. Specialist - NA/LATAM Offices*

Merck

**Jennifer Kinney**

*Associate Category Manager, Indirect Services*

Bristol-Myers Squibb Company



# NEWS

Summer 2018



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