



NJ Real Estate Project Profile: Daiichi Sankyo

By Meagan Bianco, VVA

When Daiichi Sankyo, Inc., the United States subsidiary of Daiichi Sankyo Company, Ltd., announced last year that they would be co-locating their New Jersey-based commercial and development divisions to one facility in Basking Ridge, New Jersey the Corporate Real Estate market in NJ took notice. Daiichi Sankyo partnered with Gensler Architects in Morristown and VVA Project Managers to transform offices at 211 Mount Airy Road, Basking Ridge, NJ into their new headquarters.



Daiichi Sankyo faced two choices: Should they consider building a new state-of-the-art facility or find an existing building big enough to meet their requirements that could be transformed to meet their needs?

One of the most critical factors for this pharmaceutical company was the bringing together of both the New Jersey-based development functions and the commercial departments currently located in Edison and Parsippany, New Jersey into one central location. It was essential to their effort to realize efficiencies and build upon the collaboration established between business segments. And ultimately, Daiichi Sankyo made the business decision to renovate a three-story, 306,194 SF office located on 211 Mt. Airy Road, Basking Ridge, New Jersey, a building that was originally constructed in 1975.

To make this happen in the required timeframe and budget, Daiichi Sankyo retained the Project and Cost Management firm, VVA, LLC to assist them in their effort. From VVA's office in New Jersey under the guidance of John J. Crandall, Managing Director, VVA and Daiichi Sankyo embarked on the huge effort to renovate this large piece of vacant New Jersey real estate.

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Member Spotlight

Paul Gioioso

Sr. Director
Global Real Estate
Johnson & Johnson



By Annemarie Fleming, MovePlan

The chapter was first introduced to Paul Gioioso when he presented Johnson & Johnson's (J&J) Real Estate Transformation Story in late January. After his compelling presentation, I had the opportunity to connect with him one-on-one for an interview. Paul is our featured Member Spotlight for the Spring Newsletter.

What are your general responsibilities or areas of expertise?

Paul is head of the global Corporate Real Estate function for Johnson & Johnson. In that capacity, he leads an international team of Real Estate professionals with the responsibility to plan and manage J&J's global real estate portfolio. Over the past four years, he has transformed J&J's real estate function into a value added capability with strategic insight into the business, having direct accountability to add \$250MM in value to J&J.

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Don't Miss These Events!

- May 18: **Chip & Sip Golf Clinic**
Shackamaxon Country Club, Scotch Plains, NJ
- May 30: **CRE Negotiation Workshop: Part 1**
Merck, Rahway, NJ
- June 5-6: **Eastern Regional Symposium**
NYU School of Law, New York, NY
- June 22: **Annual Summer Social**
The Palace at Somerset Park, Somerset, NJ

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

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Letter from the President

CoreNet New Jersey Chapter Members,

As the month of May is upon us, like me I am sure many of you are wrestling with various business challenges involving the dreaded change management. Change is an inevitable part of life whether at work or home. I find myself constantly balancing the work/life stressors that have the potential to impact my engagement both at home and work. One of the ways I try to deal with this stress is by placing the stressors into buckets — one I can control and one I can't control. Then, comes the hard part, focusing my energies on addressing the ones I can control and taking the small steps necessary to put myself in a productive and positive mindset. The thing I've discovered is that when I'm successful in doing this, the items I can't control don't seem so scary. Sometimes, I even come up with ideas to address those situations should they turn in an unexpected direction. Another thing I've found to be effective is to develop some new habits and restart some old activities, like playing basketball. I always enjoy playing a pick-up game and I find it really helps to clear my head.

It is important to make time for ourselves and our families, while also finding time for professional development within our careers. To that end, the chapter has many exciting educational and social events planned in the next few weeks. Please check out our website and look for regular emails regarding these events. Our chapter exists to create networking and educational opportunities that help you grow and develop, so please don't hesitate to reach out to me if you have any thoughts or suggestions in areas we can make our chapter even stronger.



Sincerely,

Don Watson

President,

New Jersey Chapter CoreNet Global





Chip & Sip Golf Clinic

May 18 | Shackamaxon Country Club

Kick off the golf season with CoreNet NJ at our 'Chip and Sip' golf clinic on May 18th at Shackamaxon Country Club. Practice your chipping, putting and sand shot golf skills with help from a Pro in a fun and social setting. Lessons will be followed by drinks, appetizers, door prize drawing, and networking! Space is limited so register early.

[Click here](#) for more information and to register.



CRE Negotiation Workshop: Part 1

May 30 | Merck (Rahway)

CoreNet NJ is pleased to present part one of a two part workshop covering the strategies and underlying tactics of negotiation as applied to corporate real estate transactions and disputes. The workshop is scheduled to take place on May 30th and will blend the latest research and application of modern negotiation techniques by completing simulated scenarios in class. Whether you're a seasoned executive or recent graduate, you will leave this workshop with a strengthened negotiating ability to serve you through all aspects of your career.

[Click here](#) for more information and to register.



Annual Summer Social

June 22 | The Palace at Somerset Park

Join CoreNet NJ for some summer time fun at the Annual Summer Social. The event will be held on the evening of June 22nd at the Palace at Somerset Park. Guests will enjoy networking with peers, while playing some of your favorite back yard games and eating from a classic summer menu.

[Click here](#) for more information and to register.



2017 EASTERN REGIONAL SYMPOSIUM Place Matters: *Building Interconnected Workplaces, Technology and Communities*

June 5-6, 2017 | NYU School of Law, New York, NY



2017 CoreNet ERS Comes to NYC

By Sonya Verny, Colliers International

This year's Eastern Regional Symposium (ERS) is all set for June 5th and 6th at New York City's NYU School of Law. You can expect lots of learning, networking and a whole lot of fun. This year's theme is Place Matters: Building Interconnected Workplaces, Technology and Communities.

If you are a Young Leader, then you are encouraged to join the Breakfast program at the Torch Club on Monday morning. There are also several optional tours scheduled, but they are filling up quickly! Attendees can choose from: Hudson Yards (Westside Manhattan), Industry City (Sunset Park, Brooklyn) or Downtown Manhattan.

The [End User Dinner](#) will be at the beautiful Sky Lobby of One World Trade Center on Monday evening. This exclusive dinner is open for End User members and event sponsors. For those of you not attending the dinner, the host committee has come up with a list of [recommended dinner venues](#). Grab a group of your colleagues and reserve a table.

Day two is all about learning and networking. CRE speakers include Sarah Abrams, Senior VP & Head of Real Estate for Iron Mountain; Michael Davidson, Managing Director, Global Real Estate Head of the Americas and World Headquarters for JP Morgan Chase and Co; Al Nielsen, Vice President – Corporate Solutions at AOL and [many more](#).

Breakout Sessions Include:

Breakout 1: Analytics and Technologies for Smart Cities

Breakout 2: CRE Organization Strategies to Make Workplaces that Matter

Breakout 3: The Corporate Headquarters of the Future

Breakout 4: The Future of Work

Breakout 5: Climate Ready Cities - Sea-Level Rise Adaptation, Resilience and Risk Mitigation

Breakout 6: Strategies for Employee Engagement

For more information, please visit the [ERS website](#).

CoreNet NJ Members Enjoy Cheering on Monmouth University Men's Basketball



By Andy Findlay,
The Mohawk Group

A social and energetic group filled a Monmouth University MAC Center private suite on February 16th to cheer on the University's Men's Basketball team. The

Monmouth Hawks jumped out to a commanding 54-36 halftime lead over rival Niagara, and never relinquished the lead, ultimately beating Niagara 93-75.

The cocktails and food were enjoyed by all, and the pulled pork sandwiches were a definite crowd favorite. New relationships were formed, and old ones strengthened. Steelcase and dancker proudly sponsored the event, and all in attendance thank the Special Events committee for their hard work planning and organizing the event.

Are You Ready for the New FASB Lease Accounting Standards?



On March 29th CoreNet NJ facilitated a morning program that took a closer look the new FASB Lease Accounting Standards. Attendees heard from Alfred Erdmann, a Partner with WithumSmith+Brown and Sean Moynihan, Principal at Avison Young. During the presentation Alfred and Sean discussed the fine points of the rule change and the major impact it will have on how firms analyze and structure their real estate leases. Those in attendance felt the topic was very timely and important to those in real estate. One attendee commented, "I gained a better understanding of how the accounting changes can influence an organization's real estate strategy and the relationship between leases and financial statements." Both presenters offered great insight from different perspectives. Special thank you to CBRE Global Investors for sponsoring the breakfast.

Learning to Manage Your Mind

By Michelle Hollander, Citigroup

On Thursday, May 4, 2017, the Women's SIG hosted a very successful workshop on "Mind Management," featuring Gail Kreitzer, founder of The Little Big Things, LLC. About 30 women came together at Structure Tone's Woodbridge office for the event, which started with breakfast and some lively networking. It ended about two hours later with more enthusiastic discussion about mind management, among other topics, plus the exchange of many business cards.

Gail's presentation outlined the strategies and tools she has developed to create "mental space," thus allowing for greater focus on what matters most. Her highly visual approach utilizes extensive lists, or as she put it, "the unpacking of your mind." These lists contain anything and everything from minor errands to major concerns, items that require attention today to ones that may sit for many months. With some categorization and prioritization, the lists ultimately become a set of dashboards. This is something many of us employ at a professional capacity, but might not think to use in other areas of our lives – as well as a daily "Hit List," essentially a brief to-do list that is aligned with short-term objectives.

Gail talked at length about personal organization as one of the pillars of health and wellness, and shared some examples of how Mind Management has allowed her to "manage modern overload" and become more centered. Her comments appeared to resonate with the attendees, and several chimed in with questions and observations of their own. For more information about Gail Kreitzer and Mind Management, visit www.mydashboardplanner.com.



NJ Real Estate Project Profile: Daiichi Sankyo *continued from page 1*

One of the first parts of the interior renovations was to completely upgrade to all new mechanical systems for the building and to fully renovate the tenant space. Daiichi Sankyo designed the space to incorporate their culture of innovation and collaboration. These new office spaces include a central coffee bar that is intended to act as a gathering hub, and large collaborative areas on each floor to foster communication and idea sharing. Daiichi Sankyo's goal is to enable innovation in their existing and emerging therapeutic areas such as cardiology, oncology, pain and other areas where there are unmet medical needs. The interior office plan is mostly open-office areas, connected in neighborhood-like pods with few private offices.

The project is expected to be completed in June 2017, with a LEED Silver Corporate Interior Certification. With this complete state-of-the-art renovation of an Onyx Equities LLC building and a long-term lease between the Landlord and Daiichi Sankyo, there are promising things happening in the New Jersey real estate market.

For additional information on Daiichi Sankyo, click here [Daiichi Sankyo](#).

Project Team: [VVA Project Management](#) | [Gensler Morristown](#)

Landlord: [Onyx Equities](#)

Construction Manager: [Torcon](#)



PROFESSIONAL DEVELOPMENT FROM CORENET GLOBAL

MCR/SLRC Designations – Key Indicators of Professional Expertise

By Kelley Douglass, Oldcastle BuildingEnvelope

We are familiar with several professional designations following titles in our circles, though when asked to elaborate, a little research and overview was in order.

Long before the merger that created CoreNet Global, the original Executive Development Program, (EDP) helped corporate real estate (CRE) professionals expand their knowledge of the industry. Twenty-five years after its inception, that designation has evolved into the educational platform it is today offering must have professional skills to CRE executives on several continents.

The Master of Corporate Real Estate (MCR) professional designation has a 30+ year history. CoreNet Global's MCR designation is well recognized throughout the profession for outstanding faculty, high-quality instruction, and current content. The designation is for those with a master's degree and three years CRE experience, or a bachelor's degree and five years CRE experience, or candidates with 10 year's CRE experience.

The Senior Leadership Corporate Real Estate (SLCR) certification, is a program focused on an enhanced strategic approach to collaborate across functions, service partners, and technologies. With a 10+ year history, the SLCR is a well-recognized designation representing corporate real estate dedication, specialization, expertise, and knowledge.

The MCR and SLCR designations help guarantee there will be a workforce with higher levels of expertise, knowledge, and capacity to understand the changing trends, develop strategic solutions in response, and add value to the process. [Click here](#) for more information.

Member Spotlight *continued from page 1*

Tell me about your company.

Johnson & Johnson is the world's largest healthcare company: Caring for the world, one person at a time, inspires and unites the people of Johnson & Johnson. We embrace innovation—bringing ideas, products and services to life to advance the health and well-being of people around the world. We believe in collaboration, and that has led to breakthrough after breakthrough, from medical miracles that have changed lives, to the simple consumer products that make every day a little better. Our over 125,000 employees in 60 countries are united in a common mission: To help people everywhere live longer, healthier, happier lives.

Our three lines of business are: 1. Consumer Health (annual sales of \$13.3 billion); 2. Medical Technology (annual sales of \$25.1 billion); and 3. Pharmaceuticals (\$33.5 billion in annual sales).

How did you become familiar with CoreNet?

Early in my career my manager introduced me to CoreNet. I went to a Global Summit and have been a member ever since.

How have you benefitted from being a member?

I've seen tremendous benefits from my membership in CoreNet. For example, it's given me exposure to learning platforms through the MCR and SLCR training programs; it has provided forums to connect with peers and build a network of connections for expertise sharing; and it has provided an opportunity to build lasting relationships that cross the globe to share lessons learned and best practices.

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

"You can do anything you set your mind to, but not alone." Real estate is a team effort and CoreNet provides the platform and material to leverage every member to build a great team.

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

Running.... I run to escape, think, and learn. Putting on a pair of running shoes, shorts and a t-shirt and getting out for a run without the distraction of texts allows me to do my best thinking. There is a growing body of evidence that shows how exercise can help expand our neuro-pathways, and contribute to brain health.

Some of my favorites...

Book or Movie: "Blink" by Malcolm Gladwell.

Food: My wife's homemade pasta and meatballs.

Hobby: Home improvements and building things such as for Habitat for Humanity.

Vacation Spot: Family vacations every summer to Cape May. The most beautiful place I ever visited was Maui, Hawaii.

Restaurant: My family and I eat at many restaurants, but I like home cooked meals the best.

Things to do on weekends: I enjoy sports and spending time with my family. My kids were very active in many sports and I enjoyed coaching them and attending their sporting events on weekends.

Call for Volunteers!



CoreNet New Jersey is looking for eager volunteers! There are many ways to get involved such as helping a committee, hosting an event at your facility, speaking at an event, sponsoring an event, writing an article for the newsletter, and more.

You must be a member to volunteer.

Contact [Amy Gallagher](#) for more information.

Welcome New Members

Nicole Blackburn • Thomas and Company

Angela Blair • Johnson & Johnson

Peter Bronsnick • SJP Properties

Rene Hamilton • Vicus Partners

Justin Hollander • Wilentz, Goldman & Spitzer, P.A.

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