



By Annemarie Fleming, MovePlan

This year there has been widespread media coverage of the Zika outbreak in multiple countries and here in the US. The Zika virus was first discovered by scientists in 1947 in rhesus monkeys in the Zika forests of Uganda. One of the main concerns about the virus is the health risks to pregnant women who contract the virus because it is linked to babies born with microcephaly, a disease that causes under-developed brains. Zika is also associated with the Guillain-Barré syndrome, a disease that affects the nervous system and can lead to paralysis.

In July, the first US local mosquito-borne Zika cases were discovered in two areas of Southern Florida. The Center for Disease Control is now tracking and monitoring all cases of mosquito-borne and travel-related cases of the Zika virus. According to the CDC website the last number of locally-acquired cases is 43 and there have been 2,964 travel related cases reported in the US. Besides the mosquito-borne Zika infection, it can also be spread through sexual transmission.

While there is no vaccine to prevent Zika, there are steps that Commercial Real Estate leaders can take to reduce the risk of Zika across the properties they manage and protect the people who work and visit those offices.

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## Member Spotlight

### Marianne Zeller, MCR

Senior Director, Corporate  
Real Estate  
Wyndham Worldwide



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

As Senior Director of Corporate Real Estate for Wyndham Worldwide, I wear many hats. My primary responsibilities include portfolio management, lease administration and transaction management of approximately 3 million square feet of corporate space. We track and monitor critical lease dates, and collaborate with business unit customers to develop and support the execution of strategies while ensuring alignment and corporate compliance. Our mission is to provide exceptional customer service while increasing operational efficiencies and delivering bottom line benefits.

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## Don't Miss These Events!

- Sept. 22:** **Program: The Anatomy of an Office**  
Morris Corporate Center IV,  
Parsippany, NJ
- Sept. 27:** **M&A Acceleration:  
Finding Hidden Value & Risks**  
CFI, Mountainside, NJ
- Oct. 16-19:** **CoreNet Global Summit**  
Pennsylvania Convention Center,  
Philadelphia, PA
- Oct. 25:** **Women's SIG Event**  
Seasons 52, Bridgewater, NJ

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

## EXECUTIVE COMMITTEE:

**Chapter Chair/President:**

Dana Nalbantian, Gensler

**Treasurer:**

Marty Dowd, McCarter & English, LLP

**Past President/Advisor:**

MaryJo Cestone, MCR, Faithful+Gould

## COMMITTEES:

### Communications

**Co-Chair:**

Annemarie Fleming, MovePlan

**Co-Chair:**

Sonya Verny, Serraview

### Education

**Co-Chair:**

Cheryl Hardt, CBRE

**Co-Chair:**

Marianne Zeller, Wyndham Worldwide

**Women's SIG:**

Beth O'Brien, Gunlocke

### Membership

**Co-Chair:**

Ed English, Cresa

**Co-Chair:**

Alexandra Goggin, Century Group

**Young Leaders:**

Stephen Blau, CFI

### Special Events

**Chair:**

Nina Chmura, WithumSmith+Brown

### Sponsorship

**Co-Chair:**

Jeff Garibaldi, The Garibaldi Group

**Co-Chair:**

Steve Lang, Dancker Sellev & Douglas

## CHAPTER ADVISORS:

Dan Loughlin, JLL

Jeremy Neuer, CBRE

Erik Sletteland, Structure Tone

Kathy Winkler, Novartis Pharmaceuticals Corp.

## Letter from the President

New Jersey CoreNet Members:

As we say goodbye to the summer and begin to re-focus on getting back to business in September, it is also time to get excited about the 4Q professional development and networking opportunities our NJ Chapter will be offering! We are planning a new networking event around the Thanksgiving Holiday to give special thanks to our members and sponsors. Mark your calendars for November 17th and plan to join all of us at this event!

We always appreciate the support and participation from our Corporate End Users. As a special incentive for NJ Chapter members, if you register and pay for one of our educational programs and bring an EU member/non-member as your guest, that EU's registration is free and yours will be 50% off. To take advantage of this offer, please contact our Chapter Administrators, Carolyn Lagermasini or Amy Gallagher at [newjersey@corenetglobal.org](mailto:newjersey@corenetglobal.org).

It is with much enthusiasm, that I announce our NJ Chapter Communications Committee! I am pleased to welcome our Committee Chairs, Sonya Verny and Annemarie Fleming, as they lead the committee to support our chapter's involvement in social media, as well as our communication engagement with our members. Please check [our website](#), look for our eBlasts, and follow our [LinkedIn](#) and [Twitter](#) accounts regarding upcoming events!

I am, as well as our Board, very committed to all of you as we bring our 2016 4Q in strong with compelling and interesting educational and networking events. As a chapter, we continue to build on our successes, and with your input, to being the best for you.

We want to thank you all again for your continued support over the last several months. I look forward to seeing all of you at one of our 4Q events!



Sincerely,

**Dana Nalbantian**  
President,  
New Jersey Chapter  
CoreNet Global



## Upcoming Events

### The Anatomy of an Office: An Essential Guide to Understanding Construction

September 22 | 6:00pm - 8:30pm



The CoreNet NJ Young Leaders' committee is proud to present an in-depth look at the "anatomy" of an office. The completion of a new office involves the synthesis of various disciplines, from finance to design, from

construction to facility management. Real estate professionals need to be aware of the challenges inherent in the process in order to better inform and perform for their clients.

During this panel discussion you'll hear from the following industry professionals with varying perspectives and experiences in commercial construction.

**Moderator:** **Scott Lesh**, Managing Director, JLL

**Panelists:** **James Cooper**, REFM Global Project Leader, Mondelez International

**Michael Farrell**, Account Executive, Structure Tone

**Mark Nisbett**, Director Program Management, Global Real Estate, Cigna

**Kim Sacramone**, Principal/Managing Director, HLW

**Fees:** Young Leaders (35 and under): \$20  
Member: \$45 Non-Member: \$95

**Location:** Morris Corporate Center IV,  
389 Interpace Parkway, Parsippany, NJ 07054

[Click here](#) to register

### M&A Acceleration: Finding Hidden Value & Risks

September 27 | 5:30pm - 7:30pm

M&A activity has steadily increased over the past several years, and 2015 set a record for the most global deal activity. In the overall success of an integration, real estate significantly impacts the financial, political, and cultural components of all organizations involved in a merger or acquisition. A scalable CRE M&A team armed with strategies and industry best practices can uncover hidden value and ensure a smoother integration.

During this session, panelists will share real life examples, best practices and proven frameworks for analyzing real estate opportunities and risks, addressing business and operating decisions, and engaging the right resources, all while keeping the big picture in mind. Refreshments will be served.

**Fees:** \$35/Member and \$70/Non-Member

**Location:** Commercial Furniture Interiors,  
1154 Route 22 West, Mountainside,  
NJ 07092

[Click here](#) to register

### Save the Date!

CoreNet NJ  
Women's SIG Presents...

### Leadership Conversations



Tuesday, October 25th | 5:30pm - 7:30pm

Join CoreNet NJ Women's SIG Group for a fun and interactive evening event on October 25th at Seasons 52 in Bridgewater, NJ. You will have the opportunity to meet with and learn from some of NJ's top female business professionals, while enjoying delicious hors d'oeuvres and cocktails.

#### Facilitators Include:

- **Maxine Mann**, President, Teknion
- **Lisa Adubato**, Superior Court Judge, Newark
- **Miriam Tucker**, CEO, Rago Arts
- **M. Michele Blackwood, M.D.**, Director of Breast Health and Disease Management, Saint Barnabas Medical Center

*More information will be available soon.*

[Check the website](#) for details.



# CoreNet NJ Summer Social

*By Kelley Douglass, Communications Committee Member*



The early evening weather was slightly threatening with just a rain drop or two, but this did not deter our attendees from coming out to the CoreNet NJ Annual Summer Social on July 28th. As the crowd gathered, the Oyster Point Hotel setting provided the essential summer feel with great views despite the clouds. Our kick off for the summer season featured delicious food and cool drinks with the prerequisite full on

networking. The chapter leadership was present with many familiar faces, members and non-members, and some welcomed new faces. Introductions, conversations and smiles continued throughout the evening. The recently assembled Communications Committee was happily well represented. As a new chapter member and new Communications Committee member, I am really looking forward to future networking and learning events to connect with this engaging CoreNet NJ community.



# CoreNet NJ Tours CoreSite

*By Cassandra Charles, Focal Point Project Management*

Ever wonder how a company's network data and sensitive cloud-based information is really kept secure? How one entity actually physically protects another's virtual property? During an exclusive site tour held on July 20th of CoreSite's NY2 Data Center in Secaucus, NJ, led by CoreSite's own Matt Gleason, Brian Walsh and Brenda van der Steen, CoreNet NJ chapter exposed us to a rare opportunity that fed some curiosities.

CoreSite, one of the industry leaders in interconnection solutions, supplies consumers with secure, reliable, and high performance data center options that can be customized to meet specific customer needs. We were able to witness this first hand. Client confidentiality and security is amongst CoreSite's core objectives. Although photos and exposing client names were not permitted, for obvious reasons, we were able to come away with a great sense of the depth and investment of this facility. Being one of 17 data centers across the country within eight major internet connected markets, the Secaucus location is able to conveniently leverage fiber connectivity back to the major metro area of NYC at a cost competitive rate over the city.

The toured portion of the 280K sq. ft. space was very neat and clean with at least five points of entry before even entering the data center, equipped with biometrics and surrounded by CCTV monitoring throughout. The three foot raised floor design allows



cold air to be pushed underneath the equipment, left me in awe of the designers of the space. As the center is located in a hurricane zone, with no damage from Sandy, the data center itself sits above the flood plain and is equipped with massive generators, consistently tested and fuel polished, to ensure no loss of power to its client base.

We were very pleased to have been invited to tour the NY2 Data Center...what appeared to look like a scene from USA Network's Mr. Robot series. If one is looking to save on kilowatt per hour dollars, green energy savings resulting in quality solutions for less, drop Matt Gleason a note at [Matt.Gleason@coresite.com](mailto:Matt.Gleason@coresite.com).

Here is a list of helpful tips from the CDC website that will help to manage the mosquitos at your real estate locations:

- The mosquitos that transmit the Zika virus mostly bite during the day.
- Mosquitos lay their eggs in water so develop a plan to inspect and remove all standing water from barrels, buckets, basins, trash containers, planters or anything that collects water at least once per week.
- Check and repair the windows and door screens to keep mosquitoes out of your properties.
- Do not leave doors propped open and use air conditioning when possible.
- Inspect any water storage containers (buckets, cisterns, rain barrels) and make sure it is tightly covered to prevent mosquitoes from getting inside to lay eggs.
- For containers without lids, use wire mesh with holes smaller than an adult mosquito.
- If your properties have large containers of water that are not intended for drinking, but cannot be covered or dumped, then use larvicides to treat the water to prevent mosquitos from multiplying.
- If you have a septic tank, repair cracks or gaps, inspect and cover open vents or plumbing pipes and use wire mesh with holes smaller than an adult mosquito.
- Use an outdoor insect spray made to kill mosquitoes in areas where they rest.
- Mosquitoes rest in dark, humid areas like under patio furniture, or under the carport or garage. When using insecticides, always follow label instructions.
- To kill mosquitoes inside your offices, use an indoor insect fogger\* or indoor insect spray\* to kill mosquitoes and treat areas where they rest. These products work immediately and may need to be reapplied. When using insecticides, always follow label directions.

Product	Active ingredient	Brand name examples**	How long it works
Indoor insect spray	Imidacloprid, $\beta$ -Cyfluthrin	Home Pest Insect Killer, Raid Ortho, HotShot, EcoLogic	7-10 days
Indoor insect spray	Tetramethrin, Cypermethrin	HotShot, Raid, Real Kil, Spectracide	Up to 6 weeks

*\*\*Insecticide brand names are provided for your information only. CDC and the U.S. Department of Health and Human Services cannot recommend or endorse any name brand products.*

To learn more about the history of the Zika virus visit the [World Health Organization's website](#).

For additional information about how to prevent the Zika virus, visit the [Center for Disease Control's website](#).

**Tell me about your company.**

Wyndham Worldwide provides a wide range of hospitality products and services through its global portfolio of world-renowned brands including 7,500 hotels worldwide, 110,000 vacation properties in over 100 countries through its prominent exchange and vacation rental brands, and over 200 vacation ownership resorts. My favorite part of working for Wyndham is the culture and their dedication to living up to the core values. It truly feels like an extension of my family.

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

A co-worker mentioned it to me. I investigated and saw immediate value in the MCR designation program. I obtained my MCR in 2009, and I am currently working to obtain the SLCR designation.

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

I attribute my career success to CoreNet's education and networking opportunities. The local chapter events and Global Summit content is invaluable.

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

"You're always in training for your next job." There is always opportunity for growth and development if you look for it and work hard. We are in charge of our own destiny.

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

My family, especially my 5 and 11-year-old daughters. That's what it's all about!

**Some of my favorites...**

Book or Movie: The Notebook (Ryan Gosling is a hottie)

Food: Any Italian food!

Hobby: Cooking

Vacation Spot: Hilton Head, SC

Restaurant: Monster Sushi (this week)

**Things to do on weekends:**

Gardening, house renovations, and hanging with friends and family

# CoreNet Global Summit ERS Chapter Reception



**When:**  
Sunday, October 16, 2016

**Time:**  
5:00pm - 6:00pm

**Where:**  
Pennsylvania Convention Center  
(Room 204AB)

The seven chapters who organize the Eastern Regional Symposium (ERS) have joined forces to host a combined reception at the CoreNet Global North American Summit! If you are attending

the Summit, then plan to join your colleagues for light hors d'oeuvres and cocktails at the Pennsylvania Convention Center.

## Supporting chapters include:

Connecticut/Westchester, Long Island, Mid-Atlantic, New England, New Jersey, New York City and Philadelphia.

## Welcome New Members

Vanessa Betancourt • Habjan Betancourt Architecture

Shaun Blackburn • Quantem Consulting LLC

Jessica DeAngelo • InterfaceFLOR, LLC

Rachna Desai • Faithful + Gould

Garrett Evans • Suddath Companies

Ralph Gironde • Facility Solutions Group, Inc

Matthew Haviland • Facility Solutions Group, Inc

Erin Jimenez Pollex • Shaw Contract Group

Julia Knaus • Vericon Construction Company

Brent Kozlowski • Suddath Relocation Systems

Dana Scimeca • Procon Consulting LLC

Sarah Todd • Workrite Ergonomics



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Summer 2016



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