



## A Unique Leadership Opportunity Awaits You

Are you interested in furthering your career, building your network of professionals, strengthening your leadership skills, and implementing new ideas within the corporate real estate community?



If so, the CoreNet NJ Chapter has an incredible opportunity for you. We are looking for volunteers in many different capacities. There are several ways to get involved such as:

- Helping a committee
- Hosting an event at your facility
- Speaking at an event
- Writing an article for the newsletter
- And more!

Volunteers have access to behind the scenes chapter happenings that can give you a leg up in the corporate real estate community. Volunteering does not have to be a big commitment, but can be very rewarding. Put in as much or as little time as you want.

If you are interested in getting involved, contact Amy Gallagher at [newjersey@corenetglobal.org](mailto:newjersey@corenetglobal.org).

## Member Spotlight

### Andrea Megnin,

LEED Green Associate  
Real Estate and Facilities  
Panasonic Corporation of  
North America



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

As lead for Real Estate and Facilities of Panasonic Corporation of North America, I am responsible for Strategic Planning, Real Estate Transactions, Project Management, Design, Facility Management and Lease Administration for North America.

### Tell me about your company.

Panasonic Corporation of North America provides a broad line of digital and other electronics products and solutions for consumer, business and industrial use. The company is the principal North American subsidiary of Osaka, Japan-based

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## Don't Miss These Events!

April 7: **Women's SIG Program: Body Language - What Are You Really Saying?**  
Structure Tone, Woodbridge, NJ

April 26: **Overcoming Obstacles to Leading CRE in the 21st Century**  
56 at Roseland, Roseland, NJ

May 4: **Social Media Webinar - Twitter: The "Why" and "How" for Business Success**  
Your Computer

May 12: **CoreNet LDP: Exploring Change**  
Realogy, Madison, NJ

June 16: **Summer Social**  
The Oyster Point Hotel, Red Bank, NJ

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

## EXECUTIVE COMMITTEE:

**Chapter Chair/President:**

Dana Nalbantian, Gensler

**Senior VP:**

Dan Loughlin, JLL

**Treasurer:**

Marty Dowd, McCarter & English, LLP

**Past President/Advisor:**

MaryJo Cestone, MCR, Faithful+Gould

## COMMITTEES:

### Communications

**Chair:**

Dan Spero, JLL

### 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

**Co-Chair:**

Nina Chmura, Withum

**Co-Chair:**

Dana Pallante, Shlemmer Algaze Associates

### Sponsorship

**Co-Chair:**

Jeff Garibaldi, The Garibaldi Group

**Co-Chair:**

Steve Lang, Dancker Sellev & Douglas

## CHAPTER ADVISORS:

Erik Sletteland, Structure Tone

Kathy Winkler, Novartis Pharmaceuticals Corp.

## Letter from the President

I look forward to serving as the CoreNet New Jersey Chapter President in 2016 as we embark on another exciting year ahead. The upcoming year will be full of excellent programs, valuable educational opportunities and great networking.

Our membership is currently tracking at almost an 80% retention rate and our membership count is reaching 150. We have had great participation rates at our January and February events. The rest of the first quarter will prove just as compelling as we continue to provide our members with engaging educational/networking events.

I'm honored to be serving as President for another year along with the other members of the Executive Committee: MaryJo Cestone/Faithful & Gould (Past President); Dan Loughlin/JLL (Vice President); and Marty Dowd/McCarter & English (Treasurer). This year we are honored to host the institution of an Advisory Board made up of exemplary past CoreNet leaders: Kathy Winkler, Head of US REFS/Real Estate Management, Novartis Pharmaceuticals Corp. and Erik Sletteland, Vice President, Structure Tone, Inc.

In 2016, we will build on past successes and continue to grow the chapter. Please check our [website](#) and look for our regular e-mails regarding [upcoming events](#). I look forward to working with you and seeing all of you at upcoming events this year!



Sincerely,

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



April 7 • Structure Tone, Woodbridge, NJ

## Women's Special Interest Group Program: **Body Language: What Are You REALLY Saying?**

The Nonverbal Group founder and head instructor, Blake Eastman, will illustrate how nonverbal behaviors are instrumental in business during this multi-media training session. He will breakdown various examples of human behavior and will deliver actionable tools for participants that will leave them with specific strategies, examples, and advice that they can begin to implement immediately to improve their performance.

**Date:** Thursday, April 7, 2016

**Time:** 8:30am – 11:00am

**Location:** Structure Tone, 10 Woodbridge Center Dr,  
Woodbridge, NJ 07095

**Fees:** \$30/Members | \$60/Non-Members | \$80/Walk-ins

**Register:** [Click here](#) to register



April 26 • 56 @ Roseland, Roseland, NJ

## Overcoming Obstacles to Leading CRE in the 21st Century

Success in 21st Century Corporate Real Estate requires generating new ideas and convincing a wide diversity of stakeholders to adopt them. Getting others to act has always had its challenges. Never has it been harder than in our global, 24/7, hyper-connected business world where change is constant. Join us for this informative and interactive session, presented by Julie Benezet, Principal of The Journey of Not Knowing,® LLC and the first global real estate executive for Amazon.com. She will discuss what real estate professionals need to deliver on CRE initiatives.

**Date:** Tuesday, April 26, 2016

**Time:** 5:30pm – 7:30pm

**Location:** 56 @ Roseland, 56 Livingston Ave., Roseland, NJ 07068

**Fees:** \$50/Members | \$100/Non-Members

**Register:** [Click here](#) to register





May 12 • Realogy, Madison, NJ

## Exploring Change: Success Factors for CRE's to Fast Track and Lead Change Effectively

The ability to engage employees in change is rapidly becoming a key determinant of business success in our global, fast-paced business environment, organization constancy need to reinvent themselves - and their tools and processes - to stay on top of the game. This 1/2 day session will help CRE professionals develop a clear understanding of the factors involved in change so they can take action and lead change effectively.

**Date:** Thursday, May 12, 2016

**Time:** 8:30am – 12:30pm

**Location:** Realogy, 175 Park Avenue,  
Madison, NJ 07940

**Fees:** \$295/NJ Chapter Members  
\$450/CoreNet Members  
\$650/Non-Members

**Register:** [Click here](#) to register

This session is part of the [CoreNet Global Learning Development Program](#)

June 16 • The Oyster Point Hotel, Red Bank, NJ

## Summer Social



The CoreNet New Jersey Chapter invites you to our Annual Summer Social on Thursday, June 16th from 6:30 – 9:30pm. Enjoy delicious food and drinks, while networking with colleagues and taking in the views of the beautiful Navesink River estuary. We hope you can join us for a spectacular evening as we kick off the summer season. Registration will open soon. Check the [website](#) for updates.

### Member Spotlight *continued from page 1*

Panasonic Corporation and the hub of Panasonic's U.S. branding, marketing, sales, service and R&D operations. As part of continuing sustainability efforts, Panasonic Corporation of North America relocated its headquarters to a new facility, adjacent to Newark Penn Station in Newark, NJ. It is the first newly constructed office tower in Newark to earn both LEED Platinum and Gold certifications from the U.S. Green Building Council.

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

I've been in the industry for 20 years and throughout my career CoreNet has

always been a prominent real estate organization offering networking and educational opportunities.

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

As a lean real estate team within a large global corporation, insight and perspective from other real estate professionals provide an invaluable resource.

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

For decisions in life, make a list of pros and cons. If the end result isn't what you were looking for, you know your decision.

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

#### **Some of your favorites...**

Food: Chocolate

Hobby: Painting

Vacation Spot: Near the ocean

Restaurant: I love all kinds of food so not sure I can narrow this down to just one...

Things to do on weekends: Spend time with family and get in some "me" time!

# Program Attendees Gain Invaluable Outsourcing Insights

CoreNet NJ kicked off the new year on January 20th with the organization's first educational program of 2016. More than 65 guests gathered at Bayer's Headquarters to hear more about outsourcing strategies. The session was moderated by Roger Humphrey, International Director/Life Sciences Practice Leader with JLL. Roger led a panel of industry experts that included: Timothy Bender with TD Bank, Matt Redd with Metlife, and John Wilkinson and Steve Wojdyla, both with Merck. During the presentation, the panelists covered many aspects of outsourcing such as: creating a vision of the outsourcing initiative; gaining stakeholder buy-in and management; integration of service providers; change management; and more. Those in attendance appreciated the great insights, various views and diversity of the panelists.



## CoreNet NJ is 'Buzzing' About Mead

On January 28th CoreNet NJ members and guests joined together at Melovino Meadery for a night of mead drinking, chocolate and cheese pairing, and networking. The mead maker was very engaging and extremely informative as most people attending had no idea what mead was or the history behind it. For people who truly enjoy to home brew and learn about the mixology behind how to make mead, the facility tour was informative and everyone was able to ask the mead maker as many questions as possible. After the tour, the group tasted six bottles of mead made from different types of honey, which were paired with a variety of organic cheeses, European cheeses, and a mixture of milk and dark chocolates with sea salt and caramel blends. The meadery location proved to be a bit of a challenge to find, but once everyone arrived the tour began and the evening turned into a very pleasant success.



## CoreNet NJ Webinar: Social Media in 20 Minutes a Day

On March 2nd, CoreNet NJ hosted the continuation of the Social Media webinar series. The session focused on how to effectively manage and monitor your LinkedIn and Twitter profiles in 20 minutes a day or less. Social media expert, LisaMarie Dias of LisaMarie Dias Designs, led the online course explaining the steps to take to make the most of your time, every time you log in. Whether you are new to the platforms or have an established presence, you must first define your goals for success. The next step is to establish your expertise by creating a social media posting plan. This can be done by researching your connections and your competition, following relevant industry news, sharing articles and posting your portfolio work. No matter what your goals are, it is important that you take time to build and nurture your community to ensure your success.

The webinar series continues on May 4th with a session focused on Twitter: The "Why" and "How" for Business Success. LisaMarie takes the reins once again to explore how Twitter works and she will help you determine if it is a good fit for YOU and YOUR business goals! [Click here](#) for more information and to register.

## What Can CoreNet Do For You?

CoreNet Global provides you with opportunities to CONNECT, LEARN, GROW and BELONG, locally, globally and virtually through people, networks, knowledge-sharing and professional development. In short, CoreNet positions you to better meet strategic needs relating to key business drivers. The bottom line is CoreNet Global gives you what you need to:

- Bring real estate into partnership with corporate strategy
- Create value for the corporations you serve
- Do your job better and help your company produce better results
- Earn "trusted partner" status with key clientele and the C-suite
- Advance your company and your career

[Renew Membership](#)

[JOIN Now](#)

## Welcome New Members

Isha Bathla •

Steven Chemi • Sweetwater Construction Corp.

Sheri David • Meadows Office Interiors

Christopher De Peri • Robert Half International

Karen Ehrenworth • Tyco International

MariaGrace Iantosca • Cushman & Wakefield

Jesus Linares • BRS Relocations

Ryan McCarthy • Cresa NJ - North Central

Bart Roehl • Philips Lighting

Edward Smith • Clestra Hauserman, Inc.

Oliver Steeves • Cumming Corporation

Matthew Tuerk • Lehigh Valley Economic Development Corp.

William Ugarte • T-Mobile

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GLOBAL | **New Jersey**  
Chapter

# NEWS

Winter 2016



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