



By: Sonya Verna, Colliers International

This year's Eastern Regional Symposium (ERS) was held on June 5th and 6th in New York City's NYU School of Law. It was a sold-out event with almost 400 attendees coming together for two days of learning and networking.

The theme of the ERS was Place Matters: Building Interconnected Workplaces, Technology and Communities.

Young Leaders had the opportunity to attend a panel that featured Sara Brown, Director of Corporate Facilities of UnitedLex and Jerry O'Brien, Vice President of Real Estate at Comcast.



That same day three groups totaling close to 180 people joined one of three tours: Hudson Yards (Westside Manhattan), Industry City (Sunset Park, Brooklyn) or Downtown Manhattan.

That evening the End User Dinner was held at the beautiful Sky Lobby of One World Trade Center.

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Member Spotlight

Pay Wu

SVP of
Corporate Real Estate CRM,
Enterprise Real Estate
TD Bank, NA



By Annemarie Fleming, MovePlan

What are your general job responsibilities or areas of expertise?

In my current role, I lead North American Corporate Client Relationship Management for Enterprise Real Estate. It's a team focused on driving strategic discussions with the lines of businesses and serves as the "glue" between Corporate Real Estate and business units, to create #EverBetterPlaces, enhanced workplace experience and positive interactions with Real Estate.

Tell me about your company.

TD Bank is a North American Bank, headquartered in Toronto with a real estate portfolio of 25MM SF, primarily concentrated in markets including Toronto, New York, Maine, New Jersey, Greenville, SC and locations in many major east coast cities with Commercial/Regional Banking offices across Canada

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Don't Miss These Events!

Sept. TBD: **Data Center Concepts for the Real Estate Professional**

PTS Data Center Solutions,
Oakland, NJ

Oct. 4: **Women's SIG Sales Training Workshop**

Location TBD

Nov. 5-7: **CoreNet Global Summit**

Washington State Convention
Center, Seattle, WA

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

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Don Watson, Merck

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Letter from the President

The Next Generation

Over the last couple of weeks I have had the opportunity to spend time with summer interns and co-ops, discuss university outreach with CoreNet Global, and talk about building real estate and facilities management talent with colleagues. All of these discussions have really highlighted the importance of engaging the young leaders in our organization as well as taking steps to meet the future leaders as they navigate their college years.

As real estate and facility management professionals we should get excited about the opportunity to raise the profile of the profession and cultivate a robust and diverse pipeline of talent. More corporations are viewing real estate/facility management as a strategic asset and strategic function. We are at the forefront of corporate social responsibility and sustainability and are leaders in innovative workplace design aimed at improving worker productivity, wellness, and experience. All of these activities impact talent recruitment and retention, location strategies, and require interaction with other internal support functions (human resources, finance, IT, etc.). Our profession benefits from those who can integrate information from a variety of sources and fields (engineering, finance, architecture, building/construction, law, etc.). Together, we have the opportunity to raise the profile of real estate and facilities management while encouraging the next generation of talent.

In our NJ chapter we have a committee dedicated to young leader outreach in order to hold events to engage, network, and educate. There will continue to be opportunities for young leaders to participate in the planning of events (both social and educational), helping with membership retention/growth, and support recruitment of new members. To the young leaders in the chapter, please don't hesitate to [reach out](#) with your thoughts and ideas on how we can improve our outreach, not only to you but to those who are still in college. Additionally, I ask each of you to take up the challenge to grow the pipeline of talent in our challenging, rewarding, and often overlooked career.

Thank you and enjoy the rest of the summer.



Sincerely,

Don Watson

President,

New Jersey Chapter CoreNet Global



Data Center Concepts for the Real Estate Professional

Coming this September, the Education and Young Leader Committees will join forces to host an evening panel presentation focused on the New York/New Jersey data center market. The panelists will explore what's working, and what's not. They will also discuss supply and demand, the types of companies driving that demand, and what services companies are looking for from a colocation, cloud and connectivity perspective. The event will be held at PTS Data Center Solutions in Oakland, NJ. Check the [website](#) for more information coming soon.



Women's SIG Sales Training Workshop

The Magic of \$elling



The Women's SIG Committee is organizing a 90-minute workshop focused on sales techniques and best practices to take place this October. The

workshop will be presented by Dan Hollis, author of "The Magic of Selling: A Treasure Map to Bigger and Better Sales." Dan has spent close to three decades as a successful sales person and his insider tips and secrets will help any sales person achieve bigger and better sales no matter if they just started their career or have been selling for years. If you are not in sales fear not. You will also gain a great deal of wisdom when it comes to negotiating, understanding the amazing personalities that people possess, get a peek at how people think, gain tips on having a positive mindset more often than not and great deal more. This program is open to all female professionals and each attendee will receive a copy of Dan's book. Check the [website](#) for more information coming soon.

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NJ Chapter Kicks Off the Golf Season at Chip & Sip Event



By Andrew Findlay, Mohawk Group

The Mohawk Group & WithumSmith & Brown proudly sponsored the Sold-Out Chip & Sip event at Shackamaxon Country Club on May 18th. CoreNet members and guests attending the event enjoyed a beautiful spring night on the links. Shackamaxon's professional instructors conducted a three-part tutorial program, teaching three enthusiastic groups the finer points on driving, chipping, and putting.

A cocktail hour with passed hors d'oeuvres followed the lessons inside the clubhouse. Conversations easily shifted from work to play, as many laughs were shared discussing the time on the course. All in attendance thank the Special Events Committee for their hard work planning and organizing the event.

CoreNet NJ Negotiation Workshop

By Annemarie Fleming, MovePlan

On Tuesday, May 30th members of CoreNet NJ gathered at the Merck Education Center on the Rahway campus to learn the fine art of Real Estate negotiation from Philip Neuer, Executive Vice President & General Counsel, Safer Textiles and Real Estate Development. Most attendees received a pre-course self assessment to determine their personality type based loosely on the Myers-Briggs Personality Inventory. Those who did not receive it before the workshop completed it in the classroom. Then a discussion ensued on how to analyse a person's negotiating style based on their personality type.

Next Mr. Neuer started to outline the principles of "Getting to Yes" by Roger Fisher and William Ury for the continuation of the course. The interactive learning will continue for the second portion of this workshop in December. It is not necessary to have attended the first seminar in order to join the second seminar. More information will be available soon.



Member Spotlight *continued from page 1*

and US. We also have offices in Singapore, Hong Kong and UK for our international businesses for TD Securities.

How did you become familiar with CoreNet?

Previously, I had attended IDRC conferences in the 1990's. I have been actively involved with CoreNet since 2004, while working at Deloitte Consulting. Back then, I attended events, spoke on panels and Summit conferences. In addition, I have been a faculty for MCR since 2008, teaching Performance Management, MCR.W courses and most recently CRE Technology.

I served on the CoreNet NYC board, starting in 2010 as the Chair of the Programs Committee, then joined the Chapter Executive Leadership as VP of the Chapter, President and Chairperson from 2012 through 2014. I am currently a Senior Advisor for the NYC Chapter for the last three years.

How have you benefitted from being a member?

CoreNet offers a great community to engage and connect with people in our industry. Serving on the Executive Board and as a Chapter Advisor allowed me to plug in to contribute and to give back. There are many opportunities to get involved both on the local chapter level and global levels and the involvement can shift over time based on interest and bandwidth. I have pivoted from chapter level leadership, global level faculty instruction for MCR and also continue to participate in advising on content, ERS based on topic and timing. Most recently, I shifted my teaching focus from Workplace into CRE Technology. This offers the opportunity to engage with industry colleagues on different leading edge issues.

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

"Don't ever be afraid to teach someone what you know because you get to move onto bigger and better things."

I like to be challenged (easily bored) and have a high tolerance for uncertainty. I believe my team is only as effective as the information they have and I share that information so we can all stay pointed to collective goals and growing the team.

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

Very little, maybe my contact lenses. I don't even carry glasses as a backup. I am a risk taker and have a "Just in Time" mindset, plus I travel to major cities where I can always get what I need.

Some of my favorites...

Book: I like many books, but prefer to read blogs these days including Tim Ferris who offers great perspectives on business and art. I also listen to random Ted Talks.

Food: Korean Food.

Hobby: Gardening – I plant both vegetables and flowers. I also like to do Yoga.

Vacation Spot: Hawaii – Kona.

Restaurant: Pai Northern Thai Kitchen in Toronto.

Things to do on weekends: Ride my bike, go for walks with my husband and binge on Netflix.

Summer Social Provides Mix of Elegance, Competition and Fun

By Kelley Douglass, Oldcastle BuildingEnvelope



The late afternoon sun was lowering in the sky as the caterers finished setting up the royal banquet worthy food stations. The terrace area hosted picnic fair and BBQ and inside stations had everything from steamed mussels to antipasto. The members arrived and gathered near the bar and in smaller familiar clusters, and as expected the volume and laughter continued to rise. As a relative newcomer to the chapter it was nice to be welcomed and meet new people and also to recognize a few “industry” faces from many events passed. The New Jersey Summer Social was just that, a delightful group of sociable colleagues celebrating the season and each other. As the images suggest, the corn hole set up on the elegant terrace initiated both strong competition and comedy, and was the perfect summer evening fun.



Special thank you to our event sponsors:

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ERS - Place Matters: Building Interconnected Workplaces, Technology and Communities *continued from page 1*

Day two was all about learning. Some of the featured CRE speakers included: Sarah Abrams, Senior VP and Head of Real Estate with Iron Mountain; Michael Davidson, Managing Director - Global Real Estate, Head of the Americas and World Headquarters with JP Morgan Chase and Co.; and Al Nielsen, Vice President – Corporate Solutions at AOL.

The ERS wrapped up with a presentation from former Mayor of Philadelphia, Michael Nutter. He spoke about positioning cities for growth and vibrancy and received a standing ovation.



*Former Mayor of Philadelphia Michael Nutter and
Ester Fuchs, Columbia University*



Opening General Session Panel Presentation



CoreNet Global NYC Planning Team



*Peter Van Emburgh with CBRE (MA); Chuck Bagocius with TD Bank (PHL);
and Melinda McCann with Meyer (PHL)*

Help Grow
the Chapter



CoreNet NJ is looking for volunteers for our Membership Committee. The committee is the backbone of the chapter and helps grow our community by identifying new members (both end users and service providers), while retaining existing members. There is not a more effective marketing tool than a peer to peer recruitment and retention campaign led by volunteer members. The commitment is minimal, and the rewards are vast. [Contact us](#) and get involved today!

NOTE: You must be a CoreNet member to participate

Welcome New Members

Richard Franklin • PSEG Area Development LLC

Andrew Hochstadt • Deloitte & Touche LLP

Peter Ladas • JLL

John O'Connor • Cushman & Wakefield

Elise Palac • PSEG Area Development LLC

Donald Parkis • Rifiniti, Inc.

Joe Siraj • Standard Chartered Bank

Kent Trabing • True World Group LLC

Saeromi Yoon • Archegos Capital Management



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