



Caught in the Act of Caring

TURNER CONSTRUCTION

Turner Construction's NJ office began donating to local hospitals and healthcare personnel since April, the total donated is \$6,155.



Hospitals included in this outreach are Newark Beth Israel Medical Center, Raritan Bay Medical Center and Saint Peter's University Hospital.

In addition to the generous hospital donations above Turner will also be donating the remaining \$1,000 raised to the Community Food Bank of New Jersey.

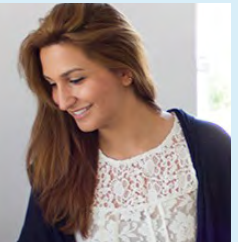


continued on page 4

Member Spotlight

Banafsheh Soltani

Project Designer,
AECOM



What was your inspiration to develop the "Thank You Newsletter"?

2020 has had many struggles, hardships and difficulties. We know it. We have talked about it. We live it. But this is also a time where we have helped each other, cared for each other and showed our humanity. So let's take a step back and appreciate our colleagues and their efforts towards making a difference. Let's express our gratitude and recognize the stars who are our colleagues and friends.

How has the pandemic changed how you network with others?

From in-person meetings to virtual ones, with a bit of transition, I was able to keep in touch with previous connections and even make a few new ones.

continued on page 7

Don't Miss These Events!

November 18:

Maximizing Your Membership with CoreNet NJ

November 19:

Women's Group: Social Media & Personal Branding Part One: "Social Media Content 101"

November 20:

Give Back Day at the Community FoodBank of NJ

December 1:

Coffee Chat: PPP Loan Forgiveness

December 2:

Young Leaders: Navigating the Downturn

December 3:

Women's Group: The Year of the Impossible

December 17:

Women's Group: Social Media & Personal Branding Part Two: "Optimizing My Social Accounts"

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

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Andrea Megnin, JLL

Treasurer

Stephen Blau, Commercial Furniture Interiors

Past President/Advisor

Dana Nalbantian, Gensler

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Matthew Negron, Dauphin

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Rachael Lambrecht, Healthy Buildings

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Brooke Dubinski, Turner Construction Company

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Mary Beth Sullivan, Teknion

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Gary Marx, BlueCap Economic Advisors, LLC
Shane Whelan, KBA Lease Services

Letter from the President

New Jersey CoreNet Members:

I hope this message finds you and those close to you safe and healthy. We know that you have been heavily impacted by the COVID-19 pandemic, both personally and professionally. Continued connection and community are more important now more than ever. Given these challenges, CoreNet NJ has been continually evaluating the commercial real estate landscape and assessing how best and creatively to bring our members together, while apart.

I could not be more grateful to our active Board of Directors and Committee Members who have been working diligently throughout this year to continue New Jersey's momentum of engagement through education, networking events and professional and personal development opportunities. Our programs this year included morning coffee chats, monthly happy hours, interactive panelist presentations, young leader mentoring, personal wellness coaching and the annual golf outing. Planning for 2021 is actively underway so be sure to renew your membership, stay connected from a distance, and hopefully we will gather again in person soon.

As always, I welcome your feedback, questions or suggestions. Please feel free to reach out to me anytime. I wish you all a very safe and healthy holiday season. I am confident that our perseverance and resiliency will prove rewarding as we weather the ongoing adversities our community faces together in the coming months.



Sincerely,

Jeff Weidenborner, MCR,
SLCR
President, New Jersey Chapter
CoreNet Global



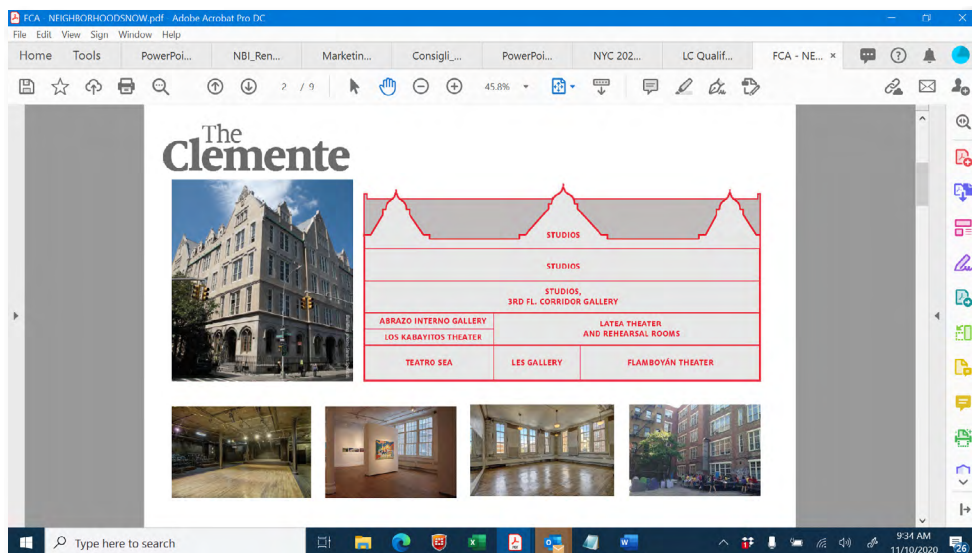
Reopening Safely after Covid

By Liz Archer, Francis Cauffman Architects

Starting in the summer Francis Cauffman Architects (FCA) worked, pro bono, with Neighborhoods Now to help organizations develop safe and effective reopening strategies after the first wave of Covid in the NY/NJ area. We worked with The Clemente, a historic East Village institution that promotes Puerto Rican and Latinx artists in their community center that has 3 theaters, 2 galleries, 72 artist studios, rehearsal spaces, and an outdoor plaza for events. We also worked with The Artists' Alliance Inc on the Lower East Side and The Village Preservation Society.

Our Project Manager for the effort, **John D'Onofrio**, presented at the Neighborhoods Now Virtual Summit some of our strategies to help cultural organizations navigate reopening during the pandemic.

#GivingBack #Community #Architecture



FCA was tasked with developing reopening strategies for 3 cultural organizations located in the east village. An example of the work we did is for an organization called The Clemente Center.

The Clemente Center is focused on the presentation and preservation of Puerto Rican and Latino culture, housing and promoting artists and performance events that fully reflect the cultural diversity of the Lower East Side.

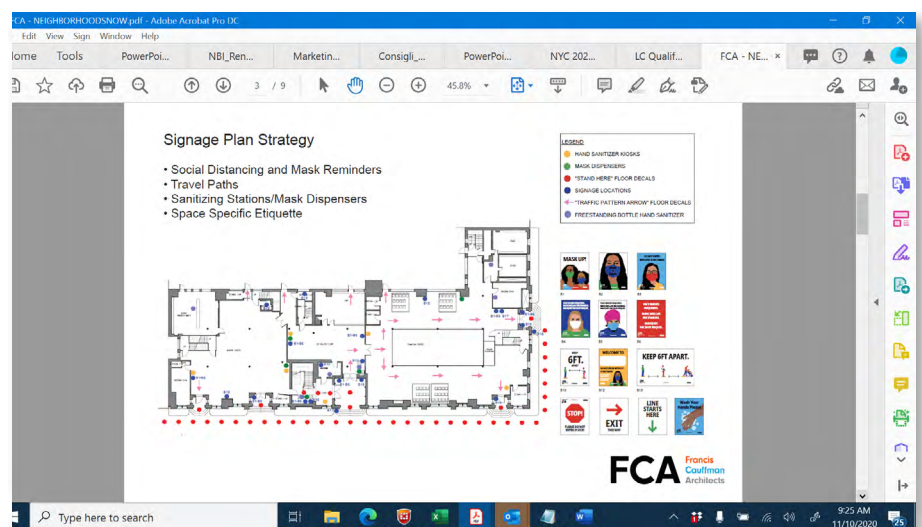
Some background on The Clemente building: The first thing you need to know about the structure itself is that it is MASSIVE! The organization is based in a former public school that dates back to

1897. The center houses over 70 artists in residence, 4 theaters ranging from 55 to 75 seats, 2 exhibition galleries, as well as rehearsal studio's, offices for a multitude of arts focused non-profits, and even a CAPOERIA studio. All that is to say – we had our work cut out for us! Of specific interest to us was their outdoor space, known as La Plaza, which presented us with the opportunity to think about outdoor programming. A space of this size has many challenges, and after speaking with the Clemente it was obvious that an urgent need for them was to develop a building wide signage strategy. Artists were already back in their studios, and with no cohesive messaging around rules for using the building there was already some confusion and anxiety.

We first utilized the signage that was developed as part of the neighborhoods now program by the graphic design firm partner & partners and developed signage plans for all five floors of the building. This signage was very eye-catching and covered the basics of social distancing, mask usage, and hand washing. Despite this, a building as unique as The Clemente required a custom set of space specific signage for each of its amenities. FCA had developed similar signage for our own office, and we found this template particularly adept at translating the Health Departments general guidelines to specific areas of the building.

The culmination of our planning, was creating a safe place, per NYC reopening requirements, for The Clemente to reopen. They did so with an event intended to raise awareness for the burning of the Amazon Rainforest. This is a great example of why it is so important to allow our cultural institutions to operate safely – which they are perfectly capable of doing. Aside from entertainment these institutions serve as the center of community life, where people can come together to learn and understand one another.

FCA was committed to working with The Clemente through challenges and we are so glad they are back up and running!



AECOM

In response to an urgent need for more hospital beds in New York during the coronavirus pandemic, AECOM served as Design Builder to the U.S. Army Corps of Engineers in support of a FEMA mission assignment for a new 1,024-bed, 207,000-sf Alternate Care Facility (ACF) constructed on the campus of SUNY College at Old Westbury on Long Island. The construction effort, led by AECOM, was completed on budget and on schedule in a mere 28 days, with the first 104 patient beds delivered to the U.S. Army Corps of Engineers twelve hours ahead of schedule, in only nine days. In addition to the 1,024 patient beds, the ACF also includes nurses stations with hand washing sinks, temporary bathrooms and temporary shower facilities, portable laundry facilities, portable medical gas facilities, ice machines, medication rooms, portable medical waste facilities and a completely new mechanical and electrical infrastructure to support all of the patient care facilities. [Learn more](#) about this award-winning project. #BetterWorld



AIS

With a history of philanthropy in their community over the past 30 years, AIS now is working together with sewers around the country to provide a superior facemask for first responders and those at risk. AIS established Sew the Masks with the United Way of North Central Massachusetts in May, based on Rosie the Riveter, the WWII icon. The goal is to donate 1 million facemasks through this not-for-profit initiative by collaborating with sewers who care and partnering with companies who want to give back. AIS's team of Massachusetts seamstresses are collaborating with over 1000 "Rosies" from 45 states to sew masks. With the help of community sponsors, AIS has donated over 250,000 masks to those in need.

To learn more about the program or how to become a sponsor, visit www.sewthemasks.com.



DAUPHIN



Dauphin Contributes Face Masks to the COVID-19 Battle Front Line

Inspired by the 100 Million Mask Challenge, office furniture manufacturer Dauphin produced and distributed 2,000 face masks to health care facilities near its Northern New Jersey factory.

Enlisting its automated fabric cutting capabilities and skilled sewers, Dauphin repurposed synthetic materials normally used to line fabric for its upholstered chairs and lounge furniture.

In addition to producing the masks at its Boonton facility, Dauphin also supplied its pre-cut synthetic materials to local community members who volunteered to produce masks for neighbors and loved ones.

Factory supervisor, Miguel Carhuayo researched the face mask criteria and material requirements to come up with the best design, he was honored to help doctors and others “who are helping our community in these difficult times”.

The Dauphin production team was also pleased to be making a contribution, Dauphin sewing machine operators offered their sentiments:

“It makes me very sad what is happening in the world. But when making these masks, I was filled with happiness knowing that in some way I am helping others” said Juana Cruz. “I feel very happy, very pleased because I’m helping others,” added Carmen Gomez.

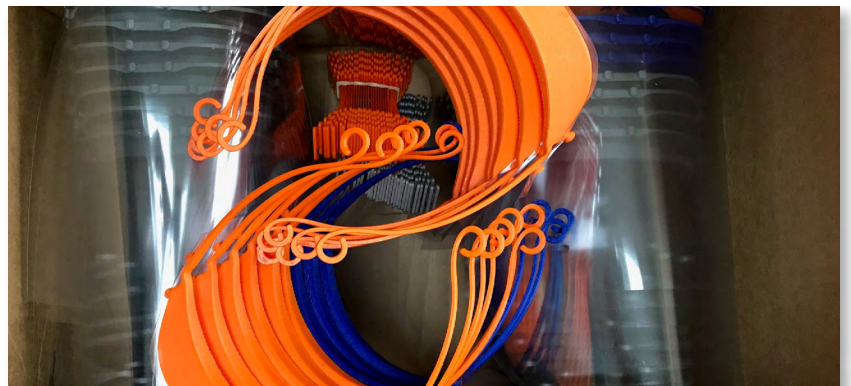
About Dauphin

While its parent company is based in Germany, Dauphin Americas produces desk and ancillary seating, collaborative furniture and acoustic solutions at its Americas headquarters in northern New Jersey. The Dauphin brand is known worldwide for its design aesthetic and ergonomic engineering.



GENSLER

Gensler has 50 global offices, but supporting local community is one of its guiding principles. Gensler Morristown recently donated face shields and 3D printed face mask tension bands to neighboring health providers Atlantic Health, Valley Health System and Brookdale University Hospital Medical Center in Brooklyn, NY. Dedicated designers have also produced hundreds of reusable face masks for healthcare workers and local non-profits with the help of donated fabric and materials. Thank you to Gensler for keeping our health heroes safe.



continued on page 6

STRUCTURE TONE

Pandemic Pause? Time to Get Creative.

By Jim Donaghy, Executive Chairman, Structure Tone/STO Building Group

In our decades of doing business, we thought we'd seen just about everything—from natural disasters, to recessions, to terrorist attacks. But COVID-19 has been like nothing we've seen before. We knew we had to get creative to help our company, our clients, and our industry find ways to move forward.



As many of our locations limited construction activity, we took the opportunity to step back and think about the incredibly smart people we work with every day—how can we leverage all of this expertise to address the challenges in front of us?

Several years ago, we launched a set of Centers of Excellence & Innovation (CEIs) within the STO Building Group to help us continue to bring new ideas to the table in operations, estimating, and the client experience. With that structure already established, we asked our CEIs to focus specifically on the challenges of COVID-19:

Workplace safety: The health and safety of our workers was our number-one priority. Our CEIs pored over guidance from OSHA, the CDC, local governments, and industry best practices to develop a working set of guidance for precautions and safety measures on our jobsites and in our offices. We've continued to evolve these protocols as circumstances have changed and have even begun to offer our services in helping our clients update their own.

Tracking the impact: To do our work, we rely on our trusted subcontractors, vendors, and other partners. Throughout this pandemic, we've been in close communication with them to see how COVID-19 has affected their businesses and our projects, from supply chain issues to new strategies for procurement.

Focus on learning: With activity slow in some regions, we amped up training opportunities—both for our own staff and for our clients and partners. We hosted webinars on the CARES Act for our subcontractors, engaged a leadership training institute for our clients, and worked with our trade partners to offer virtual trainings on specialty subjects such as audio/visual coordination, off-site prefabrication, staircase design-build, and lessons learned in coordinating MEP systems using virtual construction and BIM, among other topics. Aside from the obvious benefits of learning, live training was instrumental in maintaining a routine for employees while giving our people the opportunity to spend more time together socially, even if only virtually.

Design impact: We also spoke with our design partners to learn more about the long-term effects they expect COVID-19 to have on the built environment, and we've used that research to help educate and advise our clients who are modifying their facilities. The first version of this ongoing report is [on our website](#).

The slowdown caused by the pandemic was tough, but it also gave us a chance to take the time to really dig into our network of resources and see how they could help us, our partners, and our clients. Did your company get creative in managing the way you work? We'd love to hear more about best practices across the CRE industry.

VERIZON

As part of COVID-19 relief efforts, Verizon will be donating \$2 for every \$1 (up to \$1,000) donated to United Service Organizations (USOs). They note "Thanks to our Employee Resource Group (ERG), Veterans and Allies Leading Organizations Responsibly (VALOR), and the Verizon Disaster Relief Incentive Program (DRIP) for their efforts in making this happen."

Verizon also teamed with their food service provider Compass and donated 140 tons of food (enough to create 150,000 meals) to local nonprofit food banks including The Community Food Bank of NJ.

Learn more about Verizon's COVID-19 response initiatives. #vzcareers [verizon.com/volunteer](https://www.verizon.com/volunteer)



Member Spotlight

Lauren Roman

Associate Director,
Global Workplace and
Enterprise Services,
Merck



What are your general job responsibilities or areas of expertise?

I manage Merck's Integrated Workplace Management System, which maintains all of Merck's site and building data globally. I am responsible for quarterly reporting of badge data globally and coordination and input of Lease Accounting submissions. Managing the logistics, delivery, results of Leesman enterprise-wide survey. I also oversee our vendor managed Lease Administration database for all leases globally and the payment of all leases in North America.

Tell me about your company?

Merck is an innovative, global healthcare leader that is committed to improving health and well-being around the world. It markets a number of medicines and vaccines for human and animal health and is researching conditions that represent some of today's most significant health challenges – like cancer, HIV, HPV, cardio-metabolic disease, antibiotic-resistant infection and Alzheimer's disease. The company also is on the front lines in the fight against emerging global pandemics, such as Ebola.

How did you become familiar with CoreNet?

When I first joined Merck my manager asked if I would be interested in being a part of the CoreNet Young Leaders. At the time the Young Leaders program was just being designed.

How have you benefitted from being a member?

I have attended several CoreNet Panel discussions, created a network of colleagues and I also attended the MCR courses and received MCR certification.

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

Don't be afraid to fail. If you don't try, you will never know if you would have been successful.

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

My family, they are my everything.

Some of my favorites...

Recreation Volleyball, running, boating on the lake and weekend trips with my family

Member Spotlight

Banafsheh Soltani, Project Designer,
AECOM

continued from page 1

What's been your biggest lesson of 2020?

Life does not always go according to plan, so be flexible and enjoy every moment as best as you can.

What are your general job responsibilities or areas of expertise?

I am a Designer at AECOM. My background in both Interior design and architecture also helps on the technical side of projects.

Tell me about your company.

AECOM is the world's premier infrastructure firm with specialties in many areas including but not limited to architecture, engineering and construction.

How did you become familiar with CoreNet?

With a focus on commercial workplace, landlord services and relocation, CoreNet was just the right place to be. A great mentor guided me towards not only joining but also being part of the young leader's committee, and the rest is history.

How have you benefitted from being a member?

Aside from the great events, educational material and staying informed on the latest trends in today's commercial real estate world, my favorite part of being a member has been the opportunity to meet wonderful people within the industry.

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

Always go to the source!

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

Traveling! Exploring new cities and countries!

Some of my favorites...

Book: Dishoom "From Bombay with Love"

Food: Lasagna

Hobby: Trying new recipes

Vacation Spot: Bangkok, Thailand

Restaurant: My kitchen!

Things to do on weekends: Exploring NYC

EVENT RECAPS

2020 Annual Golf Outing

By Veronica Stamphl, Dauphin

It was a day of fun and golf as members gathered for CoreNet NJ Annual Golf Outing held last September 1st at the Morris County Golf Club. Although the event looked and felt different this year, nearly 100 golfers came out to spend the day on the green, making this CoreNet New Jersey's first face-to-face event since the beginning of the pandemic. The festive atmosphere was a clear indication of just how happy everyone was to see each other.

The participants enjoyed a hearty lunch served at the Clubhouse terrace before the shotgun start. After playing the beautiful yet challenging 18-hole course, the golfers returned to the Clubhouse for the Awards Dinner. The event also hosted a Women Only Golf Clinic for those trying out the sport for the first time or want to get a few tips on how to improve their game.

Congratulations to all the winners and a big Thank You to all our sponsors, committee members, and participants. Without your valuable support, this event will not be a success.



EVENT RECAPS



A NJ Real Estate Market Outlook

Timothy Greiner, Executive Managing Director for JLL's New Jersey office and retail leasing brokerage group shared his perspective on tenants currently in the market and how those tenants are reacting to issues related to Covid-19. He provided perspective on what we are hearing from their occupier clients as they make decisions on where they should locate (suburban versus urban), how they are planning for their workspace, and impact on transaction terms.



Virtual Happy Hour Featuring Mountain Development Corp

Michael Seeve, President of Mountain Development Corp., shared MDC's portfolio experience over the past six months, some recent sales and acquisitions and strategies they have adopted to work with tenants during the pandemic. We had a great discussion with a lot of questions for Michael.

Women's Group: Neurodiversity & Workplace Inclusion

On Thursday, October 22nd, the Women's Group hosted an enlightening panel discussion that focused on designing for Neurodiversity and Inclusion. What is that you ask? Well, one in eight individuals is neurodivergent which can include ADHD, Dyslexia, Autism spectrum, Tourette's, Alzheimer's, hyper-sensitivities and hypo-sensitivities to workplace environments.

After a brief presentation of what this means for the workforce presented by Kay Sargent of HOK, Kay lead a discussion with our esteemed panel comprised of Sally Augustin, PHD of Design with Science, Elisabeth Goggin, VP of HR at Merck and Jan Johnson, Workplace Strategist at Allsteel where they shared perspectives on how we can use workplace to provide inclusive environments for more successful work from an advanced and exceptional workforce pool.

The panel was amazing, and it was suggested that they take the show on the road! And, our audience did not disappoint with a lively Q&A session.

Are you curious about your sensitivity level? You can check it out at [Sensoryintelligence.com](https://sensoryintelligence.com).



Women's Group Spring/Summer Breakfast Series

The Women's group kicked off a thought-provoking series that started in the spring and concluded this month focused on wellness and taking control of your mental wellbeing during these difficult times. In this 4-part virtual series, certified life coach Brittany Messuti shared the most effective way to get unstuck fast. She teaches how you can actually change, so you are not just constantly treating the symptoms. Brittany Messuti, Aurora Coaching, is a Life Coach and educator with a deep passion for teaching modern mental health in a busy, overstimulated world. She has studied the mind and body for over 10 years and has dedicated her life to giving you the most effective tools for accessing your power and stepping into your most meaningful life.

Call for Volunteers

CoreNet New Jersey is looking for eager volunteers... and we need YOU! There are many ways to get involved such as helping a [committee](#), presenting or organizing a webinar, writing an article for the newsletter, and more. [Contact us](#) today and get involved.

NOTE: You must be a CoreNet member to volunteer for a committee.



Welcome New Members

Ellen Cook

Cushman & Wakefield

Alexandra Edelman

CBRE

Alicja Hein

Enstar Group

Patricia June

Merck & Company, Inc.

Christopher Marx

Savills Inc.

Erick Paley

Tritech Communications



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