



## Roundtable with Gensler, Merck and Samsung about the Post-Pandemic Workplace

By Dana Nalbantian, Gensler

Before COVID-19 impacted the workplace, only one in 10 U.S. office workers had regularly worked from home, and less than a third previously had the option to work from home. Now, nearly half of working Americans are remote. During a recent CoreNet New Jersey roundtable held June 25th, Gensler gathered corporate real estate leaders Adrienne Rowe, Global Director of Workplace Strategy at Merck and Alejandro Rivero, Director of Corporate Real Estate at Samsung to discuss how working from home has translated into long term outlooks for the future of the workplace.



"In the future, workplace footprints are likely to be smaller and more flexible; however, evolving work patterns will result in lower point-in-time density," said Rowe. According to Gensler's [U.S. Work From Home Survey 2020](#), most employees want to return to the office, but not the same office. They expect significant changes going forward that include social distancing, increased cleaning protocols, reduced workstation sharing, plus new policies around sick leave and working from home. Rivero agreed saying that data is driving decision making at Samsung. They're taking cues from human resources to understand what a post-COVID work environment looks like.

In terms of what employees want when they return to the office, it varies by generation. Gensler's survey found that younger workers miss the office the most—Millennial and Gen Z are less productive and less satisfied working from home. Conversely, older

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## Member Spotlight

Mary Beth  
Sullivan,

Regional  
Vice President,  
Teknion Corp



By Julie May, Gunlocke

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

Regional Vice President, Sales, NY for Teknion. I lead our NY regional sales team, based in New York City, which includes NY, NJ, CT and LI.

**Tell me about your company.**

Teknion is a privately held global furniture manufacturer, based in Canada. We focus on a client-centered approach, leveraging our vertical integration to co-create solutions tailored specifically to meet unique customer needs. Despite our scale, we are committed to remaining entrepreneurial - to think and act like a small company.

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

I have been in the industry for many years and have always attended CoreNet functions in NY, NJ, and the Mid-Atlantic regions. I became more engaged at the Chapter level in 2015 when Dana Nalbantian recruited me to be part of the Women's Group, which I currently co-chair. I am looking forward to working as part of the Executive Board in 2021.

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## Don't Miss These Events!

September 1:

**Annual Golf Outing SOLD OUT**  
Morris County Golf Club, Morristown, NJ

September 3:

**Virtual Happy Hour:  
A NJ Real Estate Market Outlook**

October 26-27:

**CoreNet Global Summit | Virtual**

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

## EXECUTIVE COMMITTEE:

**Chapter Chair/President**  
Jeff Weidenborner, Vestian

**Vice President**  
Andrea Megnin, JLL

**Treasurer**  
Stephen Blau, Commercial Furniture Interiors

**Past President/Advisor**  
Dana Nalbantian, Gensler

## COMMITTEES:

### Communications

**Co-Chairs:**  
Julie May, Gunlocke  
Matthew Negron, Dauphin

### Education

**Co-Chairs:**  
Greg Angelillo, Stanwich Energy Advisors  
Rachael Lambrecht, Healthy Buildings

### Membership

**Co-Chairs:**  
Liz Archer, FCA  
Brooke Dubinski, Turner Construction Company

### Sponsorship

**Co-Chairs:**  
Lisa Brinkman, HOK  
Christie Mullen, Structure Tone

### Special Events

**Co-Chairs:**  
Justin Brzostowski, AIS  
Steve Chemi, Sweetwater Construction Corp

### Young Leader Mentor

Jodie Matthews, JLL

### Young Leader

**Co-Chairs:**  
Maria Grace Iantosca, Cushman & Wakefield  
Mike Nieliwodski, CBRE

### Women's Group

**Co-Chairs:**  
Tami Pegos, Gensler  
Mary Beth Sullivan, Teknion

### Community Outreach

**Co-Chairs:**  
Gary Marx, BlueCap Economic Advisors, LLC  
Shane Whelan, KBA Lease Services

## Letter from the President

New Jersey CoreNet Members:

Despite our inability to get together in person, it has been a busy summer for CoreNet NJ! We have held a number of virtual events, including our meaningful participation in the first of two ERS Virtual Great Debates on the Future of Working from Home. Also, our Golf Outing has been delayed and downsized due to COVID-19, but so long as local social distancing regulations and guidelines allow for it, we are planning to safely get a smaller group of golfers out on the links in September at the Morris Country Golf Club.

The CoreNet New Jersey Board is committed to our members as we enter the fall with some exciting educational and networking events. Visit the [upcoming events page](#) of our recently refreshed website for more information. All these programs are made possible by our Committee Chairs, Sponsors and Volunteers. I would like to thank each one of them for their continued efforts, energy, and creativity during these challenging times.

As a Chapter, we continue to build on our successes, and with input from you, our valued members, we will be able to do the best for you. Perhaps now more than ever, you will have opportunities to participate and share meaningful insights with the rest of our membership on dealing with accelerated changes to the corporate real estate industry brought on by COVID-19. Offering a bit of your time as a committee member or speaker at an event is very valuable and I guarantee will be beneficial for you too. So please fill out the [volunteer form](#) and [contact us](#) to get a discussion started!

I want to thank you all again for your continued support over the last several months. I look forward to seeing some of you at the Golf Outing and/or in a zoom room.



Sincerely,

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



# CoreNet New Jersey Golf Outing

Tuesday, September 1, 2020

Morris County Golf Club, 36 Punch Bowl Rd., Morristown, NJ

**SOLD  
OUT**

## Virtual Happy Hour: A NJ Real Estate Market Outlook

Thursday, September 3, 2020

4:00 PM - 5:00 PM

**Fees: Members/FREE and Non-Members/\$15**

JLL will share their perspective on tenants currently in the market and how those tenants are reacting to issues related to COVID-19. Presenters will share their perspectives on what is being heard from their occupier clients as they make decisions on where they should locate (suburban vs. urban), how they are planning for their workspace, and impact on transaction terms.

**Register Now**



**Series Host:**

**Brent Kozlowski,**  
Business Development  
Manager, Business  
Environments, LLC

**Guest Speaker:**

**Timothy Greiner,**  
Executive Managing  
Director, JLL



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CORENET GLOBAL  
VIRTUAL SUMMIT  
NORTH AMERICA  
OCTOBER 26-27**

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## Join CoreNet Virtually to Connect, Collaborate & Learn

The CoreNet Global Virtual Summit is an interactive environment where you can maneuver between rooms featuring learning experiences, discussion forums, demos, exhibits, and even lifestyle activities including a yoga class and happy hours. [Click here for more information.](#)



# CoreNet Global Diversity and Inclusion Resources

CoreNet Global values diversity, equity, and inclusion in its membership, programs, and all endeavors. Visit the new resource page for a compendium of resources and articles to access information for your organization. The resources included here, drawn from a variety of external sources as well as member submissions, provide tools and information for corporate real estate professionals who would like to elevate diversity and inclusion as a priority for their organizations.

- ANTI-RACISM RESOURCES
- DIVERSITY IN THE WORKPLACE
- MANAGING WORKPLACE DIVERSITY: A toolkit for organizations | Ministry of Manpower Singapore
- DIVERSITY AND COVID-19
- GENDER PARITY
- LGBTQ IN THE WORKPLACE

## ACCESS RESOURCES



## Virtual Education

On May 27th the chapter hosted a webinar entitled, "Cleaning and Disinfecting During the COVID-19 Outbreak & UV and Facility Germicidal Solutions." This webinar focused on how to give building users peace of mind for the re-opening phase of buildings. What are the protocols industry professionals are utilizing to make their environments cleaner and safer? Featured Panelists included Robert Rivadeneira, President and CEO, York Building Services, Inc. and Bernard J. Erickson, Executive Vice President, Facility Solutions Group, Inc. who discussed UV technology in the new workplace and cleaning solutions to offer the healthiest environment to promote safety in your workplace.



### Cleaning and Disinfecting During the COVID-19 Outbreak & UV and Facility Germicidal Solutions



**Bernard J. Erickson**  
Executive Vice President  
Facility Solutions Group, Inc



**Robert Rivadeneira**  
President and CEO  
York Building Services, Inc.



**Greg Angelillo**  
Business Development Manager  
Transparent Energy  
CNG NJ Education Chair

## Roundtable with Gensler, Merck and Samsung about the Post-Pandemic Workplace *continued from page 1*

workers are more likely to feel accomplished at the end of the day. However, both Rivero and Rowe agreed that it's less about what generation you were born into and more about where you are in life. Rowe highlighted there are different struggles for young adults- some may have

multiple roommates verses colleagues of the same age dealing with young children. Going forward, workers with varied personal situations will have different ideas about where work is accomplished, but ultimately, they want choice.

Workplaces of the future must fulfill needs of everyone and those not easily found at home—connection, mentorship, and innovation. As corporate real estate leaders and workplace professionals, the onus is on us. We must design this future.

## Member Spotlight *continued from page 1*

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

I have made some great friends, deepened my connection to our New Jersey market and industry and have been provided with wonderful educational and networking opportunities.

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

This too shall pass.

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

My family.

### Some of my favorites...

Book: One True Thing, Anna Quindlen

Food: Avocado, spinach, popcorn

Hobby: Running/yoga

Vacation Spot: Torch Lake, Michigan

Restaurant: Il Mulino, (the original one on Sullivan Street, NYC)

Things to do on weekends: yoga, run, cook, bake, when not in quarantine share good wine/ dinner with friends, visit with our young adult children, church.

# Supporting Membership During the Pandemic

By Liz Archer, Francis Cauffman Architects

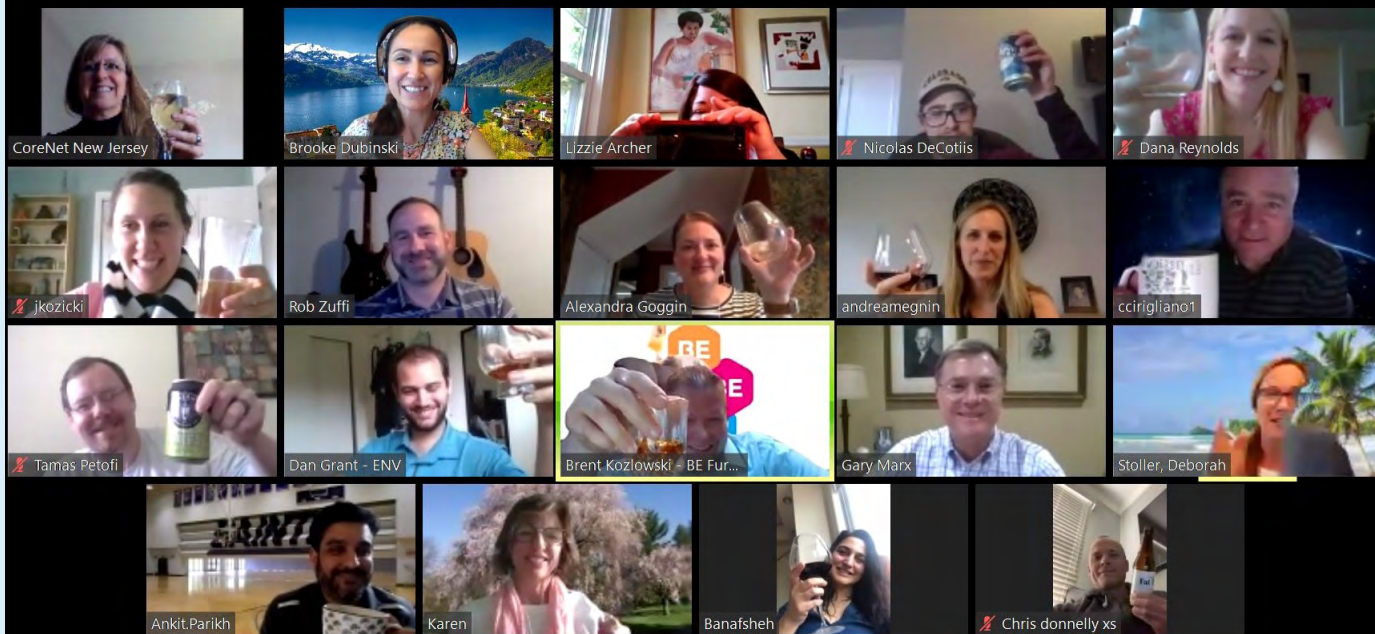
In Spring 2020 when COVID-19 overtook New Jersey, the Co-Chairs of CoreNet NJ's Membership Committee, Brooke Dubinski, Senior Estimator at Turner Construction and Liz Archer, Business Development Manager at Francis Cauffman Architects looked at each other and asked, "What can we do to help?" Together with their committee, they looked for ways to support the Chapter members during such a distressing time.

First, they reformatted the Membership Orientation from an in-person event to a virtual format and practiced with the Board of Directors to get everyone comfortable with presenting in an online setting. Next, working with the Chapter's management firm, they developed a twin series of recurring bi-weekly virtual events – Coffee Chats and Happy Hours. The bi-weekly morning Coffee Chats were developed with series host, Rob Zuffi, Principal at Robert Derector Associates and they worked with Brent Kozlowski, Business Development Manager at BE Furniture (a Woman-Owned Business Enterprise) to create the bi-weekly afternoon Happy Hours.

At these events industry leaders are invited to guest host the sessions and speak to the members about timely topics such as, working from home during COVID-19; planning the return to the office; and the office of the future. These networking events are casual and relaxed. The speaker starts with a brief presentation and then opens up the discussion by inviting participants to share their thoughts, concerns and questions. These forums create an informative, intimate haven for members to learn and share with each other.

Additionally, by recruiting the series hosts from within the committee, Brooke and Liz have been able to engage their committee members, give them some exposure and provide an opportunity for leadership and succession planning. The initiative has been a win-win-win experience and together with several events from the Chapter's other committees, the CoreNet NJ member culture has been sustained and continues to flourish.

## Membership Committee Happy Hour and Coffee Chat Series



## 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

**Khyati Dutt**

**Robert Linzer**  
Brightcore Energy

**Dana Reynolds**  
The Holder Group

**Ruddyna Roldan**  
Cushman & Wakefield of New Jersey, LLC



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