



## State of the NJ Market: Corporate Real Estate Update

The CoreNet NJ Chapter recently hosted "State of the NJ Market: Corporate Real Estate Update" at the beautiful Fiddler's Elbow in Bedminster. This event brought together industry leaders to discuss the latest trends and developments in New Jersey's corporate real estate market. The panel featured John Obeid (Cushman & Wakefield), Jason Benson (JLL), Brad Vander Vliet (Crow Holdings), and Jon Williams (CBRE), with Jennifer Schoenig (Guardian Life) serving as the moderator. The event was a great success, providing valuable insights and fostering engaging discussions among attendees.



### Key Insights:

"Flight to Trophy" Tenants are increasingly moving to high-quality, newly developed spaces.

Demand from 3PLs There's notable growth in demand from Asian third-party logistics companies, requiring efficient industrial real estate.

### Redevelopment Trends

New Jersey is experiencing significant redevelopment activity. As large tenants vacate older buildings, many of these structures are being demolished and replaced with industrial spaces and multi-tenant residential buildings. This trend is reshaping the landscape to meet the evolving needs of the market.

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## THE 2024 osCRE AWARDS

The CoreNet New Jersey osCRE Awards night was an exciting and memorable event that celebrated the exceptional achievements and contributions to the commercial real estate (CRE) industry. Held on November 12th, 2024, at The Park Avenue in Florham Park, NJ, the event brought together industry leaders, professionals, and innovators to honor individuals and projects that have set new standards in the field.



This prestigious event not only celebrated the winners but also provided an excellent networking opportunity for attendees. Industry professionals gathered to share insights, exchange ideas, and build connections that will shape the future of CRE in New Jersey and beyond.

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## Sustainable Building Features

Sustainable building features and operations are highly desirable, with occupiers ranking these features as critical for their real estate decisions.



## Life Sciences Sector

New Jersey remains a strong player in the life sciences sector, ranking 7th among the top U.S. life science clusters and 2nd in biomanufacturing. The panelists emphasized the importance of diversifying real estate offerings to cater to various industries.



## Looking ahead

The panelists stressed the importance of talent recruitment and sustainable building features to sustain growth in the market. Initiatives by Choose NJ and the New Jersey Economic Development Authority (NJEDA) are expected to further encourage investments, solidifying New Jersey's position as a dynamic hub for various sectors.



## CRE EXECUTIVE OF THE YEAR



### Jennifer Schoenig, Guardian Life

Jennifer Schoenig is the Head of Workplace and Corporate Real Estate Strategy at Guardian Life. In this role, she leads initiatives related to workplace management and development, focusing on how colleagues work. This includes overseeing the hybrid mobility program, real estate strategy and portfolio, workspace design and functionality, as well as facilities and hospitality services. She played a key role in the company's pandemic response and the transition back to the office. Additionally, Jen proudly served as the co-lead of the Women's Leadership Network (Employee Resource Group) during 2020 and 2021.



## YOUNG LEADER OF THE YEAR

### Justin Brzostowski, AIS

Justin began his career as a Territory Manager for Northern New Jersey at AIS. In 2023, he was promoted to Director of Sales for New York and New Jersey, and in 2024, he advanced to Vice President of the Northeast, where he focuses on growth and strategy in the region. Justin leads new business development efforts and provides coaching to sales personnel across the U.S. A member of CoreNet New Jersey for eight years, he has served as co-chair of the Young Leaders Committee and the Special Events Committee, and he currently chairs the Membership Committee.

## SUSTAINABLE PROJECT OF THE YEAR

**Avantor, Bridgewater, New Jersey. HLW.**



The AVANTOR project spans approximately 51,000 square feet and achieved a 17.1% reduction in energy consumption through efficient MEP and HVAC strategies. It also cut water use by 30% by installing low-flow fixtures, reducing reliance on local resources. To encourage sustainable commuting, the company minimized parking spaces to promote carpooling and public transportation. During construction, over 80% of waste was diverted from landfills, and a Construction Indoor Air Quality Management Plan ensured cleanliness and safety in the area. After construction, all filters were replaced to provide clean air for occupants. This facility blends advanced scientific spaces with thoughtfully designed work areas to foster innovation and efficiency.





## PRESIDENT'S AWARD FOR OUTSTANDING SERVICE

### Dana Nalbantian, Gensler

Dana is a distinguished professional recognized for her exceptional contributions to the commercial real estate

industry, particularly through her leadership with CoreNet Global New Jersey. Awarded the Presidential Award for Outstanding Service, Dana has proven herself as a dedicated advocate and leader. Her deep involvement with the organization spans several roles, including serving as President, Board Member, and Adviser. Throughout her tenure, Dana's commitment to advancing the mission of CoreNet and fostering a collaborative environment for industry professionals has made a significant impact. Her tireless work, strategic vision, and dedication to excellence continue to inspire those around her, solidifying her reputation as a key figure in the industry.

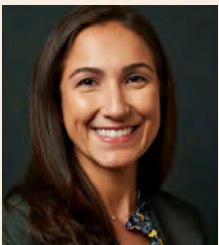


## DEI LEADERSHIP AWARD

### Karen Krasnomowitz, Global

Karen's dedication to DEI is something she incorporates in her work and hiring practices but also to her personal life being the proud mother of 3 daughters. She

is currently the Chair of Corenet NJ's DEI Committee and also serves as Morris Knolls Girls Soccer Booster Club President, encouraging young women to be confident and strong.



## VOLUNTEER OF THE YEAR

### Brooke Dubinski, Turner

Brooke has been recognized for her exceptional contributions to the CoreNet New Jersey Chapter. She has actively participated in various committees within the

chapter as co-chair of the Membership Committee and currently the Women's Group. She also served as Secretary on the Executive Committee. Brooke's dedication and leadership continue to inspire and positively influence the CoreNet New Jersey community.



# MEET THE 2025 CORENET NJ BOARD OF DIRECTORS

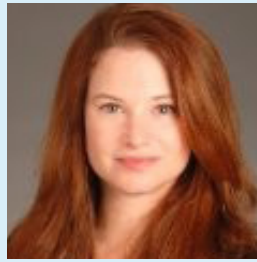
## Executive Committee:



**Marianne Zeller,**  
ServiceNow - President



**Michael Blau,**  
CFI – Vice President



**Jodie Matthews,**  
JLL – Secretary



**Lisa Brinkman,**  
JLL – Treasurer



**Mary Beth Sullivan,**  
Teknion – Past President

## Board of Directors/Committee Co-Chairs:



**Wendy Doele,**  
Gensler – Communications



**Andrew Kolen,**  
Cresa – Education



**Michael DeVries,**  
WB Wood – Sponsorship



**Kelley Douglass,**  
PurOptima –  
Communications



**Emily Ulrick,**  
Gensler – Education



**Michelle Petriello,**  
Daltile – Sponsorship



**Kyle Golombos,**  
Consolidated Flooring –  
Community Outreach



**Justin Brzostowski,**  
AIS – Membership



**Brooke Dubinski,**  
Turner Construction –  
Women's Group Chair



**Samantha Kane,**  
HLW –  
Community Outreach



**Nick DeCotiis,**  
Cresa – Membership



**Alex Friedenberg,**  
JLL – Young Leaders



**Karen Krasnomowitz,**  
Global Furniture Group –  
DEI Chair



**Veronica Stampfl,**  
Levine Contract Furniture –  
Special Events



**Tyler Conley,**  
Turner Construction –  
Young Leaders



**Perry Cirigliano,**  
Patcraft – Special Events



# UPCOMING EVENTS



## **The Art of Communication:** Strengthening Relationships & Results

April 3, 2025 • 5:30 – 8:30 pm

**Gensler**

10 N Park Place • Suite 400  
Morristown, NJ 07960



**Speaker:**  
Jill Miller

## **End User Dinner**

Wednesday, May 21

5:30pm-8:00pm

Tabor Road Tavern

Morris Plains, NJ



## **2025 ANNUAL GOLF OUTING**

**Tuesday, June 24, 2025**  
**Morris County Golf Course**  
**Morristown, NJ**



EASTERN REGIONAL SYMPOSIUM

**ERS**  
*The Rules Have Changed*

CONVENE • BROOKFIELD PLACE  
JUNE 2<sup>nd</sup> - JUNE 3<sup>rd</sup>

**MEMBER END-USER**  
*Registration is Now Open!*

*Member Service Provider Registration Opens in April 2025*



## Make the Most of Your Membership... Volunteer Today!

Active members of the New Jersey Chapter will tell you that peer-to-peer networking and gaining value from the chapter starts at the committee level. There are many opportunities to participate no matter how much (or how little) time you have to give. View an active list of Committees and Committee Members [here](#).

If you are interested in joining a committee, please fill out the form [here](#). A Committee Chair will reach out to you and let you know how to get started.



**Follow Us On Instagram**

@corenet\_global\_new\_jersey

## Welcome New Members

Andrea Broege	• Steelcase
Andrew Abernathy	• Catalyst Power
Christian Dawson	• Rutgers University
Christopher Brown	• Catalyst Power
Christopher Grabowski	• Federal Reserve Bank of New York
David Ingham	• Rider Levett Bucknall
David McCaleb	• WB Wood
Ellyn Korn	• Gensler
Gregory DeMarco	• The Rock Brook Consulting Group
Igwe Harvey	• JLL
John Wheeler	• New Heights Roofing LLC
Justin Eagle	• Cresa NJ - North Central
Lauren Lady	•
Marina Chafferdet	• CFI
Mark Maloney	• Compass-ESFM
Martha Violeta Muñoz Aguirre	• PepsiCo, Inc.
Megan Ust	• Verizon Communications Inc
Natalie Ovadia	• Humanscale
Neha Patel	• Waldner's Business Environments, Inc
Olivia LaFata	• Paramount Facilities Management
Rujutha Parameswaran	• AECOM
Ryan Doherty	• The Furniture X-Change
Sarah Levine	• Restoration Hardware
Sheila Kuster	• Haworth, Inc
Suzanne Breen	• Allermuir
Thomas Michaels	• GSK
Tina Truong	• Rutgers University



# THANK YOU TO OUR 2025 SPONSORS

## DIAMOND



## GOLD



## SILVER



## BRONZE

AIS • ALLERMUIR | SENATOR • HAWORTH • JLL • GENSLE

## SUPPORTERS

ROBERT DERECTOR ASSOCIATES (RDA)