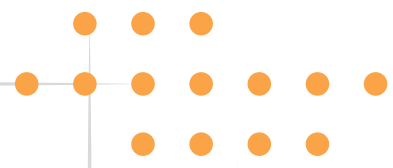


A program of **NJBIZ**



**LEADERS IN REAL ESTATE
CONSTRUCTION
AND DESIGN**

2023



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to the 2023 **NJBIZ Leaders in
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The JUDGES



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Structural Workshop



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Vice President Facilities,
Construction & Real Estate
Atlantic Health System



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Co-Founder and
Managing Director
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WELCOME LETTER

By Jeffrey Kanige



The NJBIZ staff is pleased to present the third annual Leaders in Real Estate, Construction and Design awards. The honorees recognized in these pages have all contributed in substantial ways to the growth of New Jersey's commercial real estate market through their work in development, design, construction, project management, collaboration, innovation and more.

That market has undergone some extraordinary changes in recent years as changing attitudes toward work, commuting, recreation, shopping and living arrangements prompted shifts in design, materials and location. Each segment – industrial, office, residential – manifested the effects of those shifts and are still evolving now. The individuals and organizations readers will encounter here are effecting those changes and leading the industry into the next chapter of its development.

How they manage that task will shape the state's economy for at least the next generation. They are responsible for what the state's built environment looks like and how well it functions. And they do so in the face of continuing challenges and headwinds, including higher costs, rising interest rates and changing regulatory requirements. Economic growth depends on success in that effort.

Nominations for individuals and organizations were submitted through an open process, then evaluated by an independent panel of judges (left) to determine the 2023 honorees. This year, 56 honorees are being recognized.

Take a look at the profiles and let us know what you think of the judges' decisions and the work of the honorees. And remember them as you commute to your office, shop for holiday gifts, stroll through a park or relax at home. These honorees likely had a hand in creating the spaces for you to do those things.

Email: jkanige@njbiz.com

ORGANIZATIONS

Advance Realty Investors

Peter Coccoziello, Founder and CEO
Bedminster, Somerset County

Company description: Advance is a vertically integrated owner, operator, developer and investor of income producing properties, specializing in multifamily and industrial development; life science, office, retail.

What was your company's greatest professional accomplishment in the past 36 months?

Completing a 399-unit multifamily building in Harrison called The Wylde. This building is a post-covid designed building with larger ceiling heights, bigger windows, wider hallways, greater outdoor space and increased rooftop amenity spaces accompanied with work nooks, as well as open "productive spaces" through the building. A world-class fitness center is also available to promote health/wellness and fitness. On the ground floor we have partnered with a food provider and coffee for an all-around lifestyle experience in the kitchen.

What was the impact of this project? The Harrison project was started in August of 2020 and employed daily 175+ workers, many of them local. The project also had a significant impact on the environment as the project has obtained an RAO and completed its DEP requirements. This is our third building in the riverbend district as we continue to work with the community and local municipality to build an incredible neighborhood.

What makes your company a leader in the industry? Advance brings over 40 years of real estate industry experience together with consistent attention to current market conditions. As owner, operator, developers and investors, Advance brings creative real estate solutions to all asset types. With over eight million square feet of industrial assets and almost 3,000 apartments, Advance is well positioned for continued growth.



ORGANIZATIONS

AECOM

Thomas Prendergast, New York Metro Executive
Piscataway, Middlesex County

Company description: AECOM delivers professional services throughout the project lifecycle — from advisory, planning, design and engineering to program and construction management.

What was your company's greatest professional accomplishment in the past 36 months?

AECOM has been a member of the Port Authority of New York & New Jersey's (PANYNJ) Newark-Liberty International Airport (EWR) Terminal A Redevelopment team from inception to its August 2023 completion. The AECOM team provided planning, preliminary design and program management services that included terminal, airside and landside demand analyses, impact evaluation of existing support facilities and utilities, environmental assessment, program cost estimates and schedules.

What was the impact of this project? The new Terminal A replaces an outmoded facility opened in 1973 and features approximately one million square feet of space, state-of-the-art passenger amenities, artwork by over 20 local artists, digital technology and dining and commercial options, including retailers from Newark, Elizabeth and Jersey City. With many sustainable design features, the terminal was certified USGBC LEED Gold. Terminal A is expected to generate more than \$4.6 billion in regional economic activity and create more than 2,500 jobs.

What makes your company a leader in the industry? We're leading the change towards a more sustainable and equitable future, partnering with those who want to make a positive difference in the world. We're listening to clients and the communities we serve to improve lives and to create sustainable legacies for generations to come. Working throughout the project lifecycle, we're one team driven by a common purpose to deliver a better world.



Hackensack Meridian Health congratulates **Donald Ferrell**, Senior Vice President, Facilities and Construction, Hackensack Meridian Health, for recognition among the **2023 NJBIZ Leaders in Real Estate, Construction and Design Honorees**.

Mr. Ferrell's visionary leadership helps to set the standard for creating a wide spectrum of care settings, including those that meet moments of urgent need as well as those that provide state-of-the-art care, laying the foundation for generations to come.

■ ■ ■
Congratulations, Donald Ferrell!



**Hackensack
Meridian Health**

KEEP GETTING BETTER

HackensackMeridianHealth.org

ORGANIZATIONS

Avison Young

Stephen Silverstein, Principal & Managing Director,
U.S. Studio, Project & Construction Management
Morristown, Morris County

Company description: Avison Young is a global commercial real estate company built on the belief that spaces and places help businesses thrive and are for the employees, citizens and communities.

What was your company's greatest professional accomplishment in the past 36 months? One of our greatest accomplishments was enhancing our traditional project management team by adding additional services. Specifically in New Jersey, a highlight was the integration of two teams and professionals, Studio Project Services and a Land Development team, led by Adam Wright of Morristown. We plan to continue the growth of the Northeast U.S. and consider it a hub for the project management service delivery platform with over 50 professionals delivering workplace strategy, design-build, land development, project management and construction management services.

What was the impact of this project? Our proactive and collaborative approach allows us to provide cost certainty and speed to market, eliminating change orders and schedule delays. We've also put much thought and effort into enhancing the tools we use for project delivery. We have successfully built a customized technology platform that allows us to document project status, analyze project data and provide efficiency.

How do you recruit, retain and/or motivate your team? We take recruitment, retention and professional development very seriously, understanding that cultural acclimation, personal recognition, and organizational performance are heavily reliant on development from day one. In 2021, we launched a global internal communication platform to help new employees develop their skills and boost their performance.



AVISON
YOUNG

ORGANIZATIONS

Bohler

Grayson Murray, Principal, Regional Manager
Warren, Somerset County

Company description: Bohler provides land development consulting and technical design services to owners and developers across all commercial, industrial, institutional and residential markets.

What was your company's greatest professional accomplishment in the past 36 months? Bohler's New Jersey team provided site civil engineering, permitting and landscape architecture services for the redevelopment of Brick Church Station, an ambitious \$500 million project located in East Orange. Working closely with Triangle Equities, Bohler helped write the redevelopment plan for the entire city block. The team's design preserves the historic Brick Church train station while creating a more efficient city center.

What was the impact of this project? A public-private partnership with the city, The Crossings at Brick Church Station will provide much-needed affordable housing with 820 mixed-income units; 200,000 square feet of retail, restaurants and commercial space, a pedestrian promenade and public plaza, and a 1,200-space parking garage. Through its thoughtful design, the development will be a transformative project that enhances the quality of life for East Orange residents and sets a new standard for sustainable, transit-oriented living.

What makes your company a leader in the industry? Working across commercial, industrial, institutional and residential markets, we are especially adept at leveraging industry change and tackling site challenges in service of achieving successful land development projects that grow our clients' businesses and transform communities. We reach beyond the status quo to find creative solutions to move forward.



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Alban congratulates Tammy Smith on
her inclusion in Leaders in Construction,
Real Estate and Design



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ORGANIZATIONS

Bridge Industrial

Jeff Milanaik, Partner, Northeast Region
Parsippany, Morris County

Company description: Bridge Industrial is a real estate operating company and investment manager specializing in the acquisition and development of Class A industrial assets in supply-constrained markets.

What was your company's greatest professional accomplishment in the past 36 months?

In July 2022, Bridge secured a 1.25 million-square-foot, long-term lease for the entirety of the firm's Class-A development, Bridge Point 78 Phase II, with a multinational, publicly traded e-commerce and third-party logistics platform. The deal represented one of New Jersey's largest lease transactions of 2022 and highlighted Phillipsburg and the surrounding local regions as a prominent industrial hub.

What was the impact of this project? Through the construction of BP 78 Phase II and its securement of a full-building, long-term lease with a reputable tenant, Bridge created 300 new construction jobs for the region's large population of union and non-union workers and expects to see 750 more positions established to support the tenant's operations in years to come. Another byproduct of the development included the installation of a solar power source that benefits both the facility and the community. Bridge created an eco-efficient industrial complex offering sustainable savings to the region's residents and the industrial park's tenants.

What makes your company a leader in the industry? From large-scale, multi-phase developments to smaller properties with ample parking and outdoor storage capabilities, or amazing value-add potential, Bridge's decades of experience and talented team of professionals enable it to stay on the cutting edge of industrial real estate development.



ORGANIZATIONS

Bussel Realty Corp

Steve Bussel, President
Edison, Middlesex County

Company description: With one of the largest dedicated industrial brokerage staffs in NJ, Bussel Realty is a leading industrial/retail real estate services firm in New Jersey.

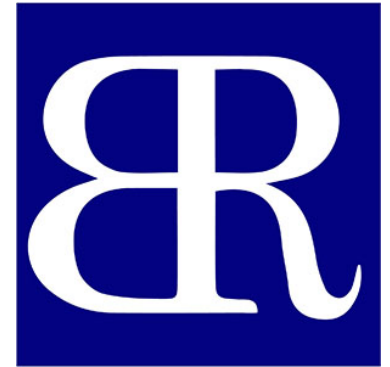
What makes your company a leader in the industry?

Founded in 1984 by Steve Bussel, Bussel Realty Corporation has been serving the Central New Jersey commercial real estate market for more than 40 years. Growing from a two-person shop back then to a 20-person brokerage firm today, BRC is well-known in the commercial real estate industry as a leading independent brokerage services firm. Through the dedication of Steve

Bussel and his staff of real estate professionals, BRC has earned one of the largest market shares in the Central New Jersey marketplace, based on annual completed industrial deals, for numerous years.

What was your company's greatest professional accomplishment in the past 36 months? We are pleased to announce our membership in the Society of Industrial and Office Realtors (SIOR), the largest national professional organization of corporate real estate service providers in the United States. Through SIOR, we offer a greater ability to service clients nationally.

How do you recruit, retain and/or motivate your team? BRC's seasoned staff of real estate professionals provide the in-depth brokerage expertise and market knowledge needed to successfully execute a client's real estate plans and transactions. We treat our clients as partners and consider ourselves an extension of their real estate department. Our interest is in seeing their success and maintaining long-term relationships. As a result, many of our clients have utilized BRC services in numerous transactions for many years.



ORGANIZATIONS

Clarke Caton Hintz

John D.S. Hatch, FAIA, Principal
Trenton, Mercer County

Company description: CCH is an architecture, planning and landscape-architecture firm in Trenton. Through its multi-faceted approach, CCH collaborates to produce enduring architecture, livable places and sustainable environments.

What was your company's greatest professional accomplishment in the past 36 months?

Hinchliffe Stadium, a National Historic Landmark in Paterson, was a long deteriorating temple of the Negro League, which is now an award-winning emblem of preservation and revitalization. CCH restored the 7,800-seat stadium to include an updated running track, playing surface, team facilities and spectator amenities. A new restaurant and museum interpret Hinchliffe's rich and hidden legacy. CCH's design made this landmark state-of-the-art, fully accessible and with field lighting for broadcasts, a new sound system, a digital scoreboard, etc.

What was the impact of this project? Recognized as a National Historic Landmark, and one of only five remaining Negro League ballparks in the U.S., Hinchliffe Stadium was home to over 30 hall-of-famers and served as the site of the 1933 Negro World Series. Having deteriorated over the years, the vacant and outdated stadium had become a liability to the surrounding community. Addressing these issues, CCH restored the honor of this sports temple while reestablishing it as a welcoming community resource.

How do you recruit, retain and/or motivate your team? We are proud of our talented and diverse staff and know that they are the key to our success. We provide regular educational opportunities, support their advancement and make sure that the entire office is connected and knows one another through social events and community service projects.



ORGANIZATIONS

DeSimone Design Build / Construction Management

Anthony DeSimone, President and CEO
West Deptford, Gloucester County

Company description: DeSimone, a design-build and construction management firm, has been serving the needs of businesses and individuals in NJ, PA and DE for approaching 50 years.

What was your company's greatest professional accomplishment in the past 36 months?

With the post-pandemic industry challenges, DeSimone considers adaptability its greatest professional accomplishment. We've been privileged to work on challenging fit-out projects that address hybrid space needs, employee wellness trends, and sustainability standards by repurposing commercial spaces with the "new norm" in mind.

A project example includes the fit-out of ELITE Salons & Suites, a premier independent provider of custom luxurious salon suites for small business owners.

What was the impact of this project? It's been DeSimone's privilege to address the flexible workspace needs of companies that are less likely to construct large office complexes and more likely to fit out smaller office hubs to accommodate hybrid employees. We've also address the needs of larger complex owners who provide personalized space to small business owners looking to offset high rental costs. Our designs focus on wellness and using green or sustainable construction.

What makes your company a leader in the industry? In 2016, our quest for better optimization led us to a project management tool called Procore, which gives architects, vendors, clients and staff access to plan submittals, drawings, change orders, and more in real-time. It's accessible from almost any device and its efficiencies double our project capacity. We've benefited from being early adopters of this type of technology.



ORGANIZATIONS

Dewberry

Craig Johnson, PE, Executive Vice President
Bloomfield, Essex County

Company description: With a legacy of more than 60 years of excellence, Dewberry is a nationwide firm of planning, design and construction professionals.

What was your company's greatest professional accomplishment in the past 36 months?

Somerset Station Transit-Oriented Development: Dewberry supported the Borough of Somerville, Inspired by Somerset Development, AvalonBay Communities, and PulteGroup in creating a transit-oriented development at NJ TRANSIT's Somerville Station on the Raritan Valley Line.

Dewberry's services included survey, environmental services, geotechnical engineering, site planning and site/civil engineering, permitting, landscape architecture, and municipal board representation.



What was the impact of this project? The project transformed 31 underutilized acres into a new community that connects to Somerville's downtown and encourages sustainable mass transit by putting residents at the doorstep of NJ TRANSIT's Raritan Valley Line. In addition to indoor civic spaces, the project includes a modern interpretation of a town square, which is an ideal setting to meet one neighbor for coffee or congregate for community events.

How do you recruit, retain and/or motivate your team? At Dewberry, our vision is to create value for our clients, improve our communities, empower our employees, and expand our reach. Regardless of years of experience, from interns to senior level executives, our employees have opportunities to work on some of our industry's most complex projects. Our Employee Resource Groups (ERGs) help maintain an inclusive environment for all employees. This is how we recruit, retain, and motivate many of the finest professionals in the industry.

ORGANIZATIONS

DMR Architects

Lloyd Rosenberg, President and CEO
Hasbrouck Heights, Bergen County

Company description: DMR's commitment to excellence has built a reputation as an architectural firm specializing in architecture, master planning, sustainable design, programming, interior design and construction administration.

What was your company's greatest professional accomplishment in the past 36 months?

DMR Architects' interior design practice has been a pioneer in activating all areas of performance venues, most recently exemplified by its work at bergenPAC in Englewood. The team juxtaposed raw industrial design elements — bare beams, exposed brick, pendant light fixtures and visible ductwork — and redefined the first-floor layout to include a new VIP section with its own entrance, raising the status of the venue for both performers and those looking for entertainment options in North Jersey.

What was the impact of this project? DMR's work at bergenPAC has preserved it as an iconic landmark in Englewood while upgrading it to remain relevant for the next generation. The lobby and concessions/bar area have taken on new functions as inviting gathering spaces. Additionally, the functional, intuitive and aesthetically pleasing design in the new VIP Section by DMR Architects has allowed the theater to provide special activities and events for its season pass holders and others willing to pay a bit extra for a unique experience.

What makes your company a leader in the industry? Since its founding, DMR has been guided by the vision that it would be a firm that pushed boundaries with technology, innovative design and attentiveness to our clients' needs; and that it would be a place where great people did great work — principles that have led to an unparalleled depth of staff.



CONGRATULATIONS
TO THE HONOREES

2023 LEADERS IN REAL ESTATE,
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ORGANIZATIONS

Farrell Flynnne

James Keenoy, President
Westfield, Union County

Company description: Farrell Flynnne is the trusted partner for the CRE community when it comes to executing their FFE programming, as well as working hand in hand with developers, their architects and marketing teams to ensure projects are delivered on time and on budget.

What was your company's greatest professional accomplishment in the past 36 months? The years 2020-2023 have been a major milestone for the Farrell Flynnne team for a few main reasons. First, simply keeping the doors open and employees on payroll was not a guarantee, as many business owners sadly found out during the pandemic. Next, we were entrusted by our clients (existing and new) to manage their projects in 11 states from coast to coast, doubling our revenues between 2021 and 2022. Lastly, we were fortunate enough to see our commitment to success translate into our first projects in the life sciences sector, while our main activities (multi/condo/hospitality) continued to grow.

What was the impact of this project? Our value proposition is that we expose and pass-on wholesale pricing to clients while offering exemplary project management along the way. Saving time and money on the FFE/OSE process provides our clients the opportunity to 1) be more competitive against their peers; 2) deliver better returns to their investors; 3) hit their hurdles quicker with each dollar we save them.

How do you recruit, retain and/or motivate your team? A company can only go as far as the team takes it. Success requires taking care of your employees and making sure their needs are met. Farrell Flynnne offers not only competitive base pay, but also a commission structure that incentivizes performance, a profit-sharing plan and no formal PTO limits.



ORGANIZATIONS

Fidelco Realty Group

Marc E. Berson, Chairman and Founder
Millburn, Essex County

Company description: For decades, Fidelco, an owner-developer of residential, commercial and industrial properties, has invested in the rehabilitation, repositioning, and/or remediation of properties that benefit local communities.

What was your company's greatest professional accomplishment in the past 36 months? Within the past 36 months Fidelco has continued leading the renaissance of downtown Newark, which has included the redevelopment of Newark's historic 550 Broad Street building; the development of luxury multifamily apartments at 1776 Patriot Way, Union Township; and the construction of a new 140,000-square-foot cold storage facility for FreezPak on the border of Newark and Elizabeth.

What was the impact of this project? The historic 550 Broad Street building is the epicenter of the North End Central Business District, and proudly supports tech startups, entrepreneurs, and contemporary business tenants with upscale design and amenities. The building's innovative convening spaces and wealth of amenities provide for an inclusive environment that has something for everybody. Working hand-in-hand with Rutgers University, Fidelco's work on the Washington Park office tower brought a world-class business school, housed within the bottom half of the high-rise.

What makes your company a leader in the industry? Fidelco Realty Group has developed — and is developing — millions of square feet of property for the betterment of communities throughout New Jersey, New York, Maryland, Florida, Ohio and Rhode Island and it has spearheaded various redevelopment projects.



ORGANIZATIONS

G&S Investors

Gregg Wasser, Founder
New York Tri-State Area

Company description: G&S Investors develops, leases and manages income-producing properties in the New York tri-state area. Founded in 1982, G&S is known in the industry for its creativity in solving development problems, particularly in sites which have physical, economic and community challenges.

What was your company's greatest professional accomplishment in the past 36 months? We successfully completed two high rise multifamily projects in Jersey City, comprising of 853 units, and fully leased the project successfully during COVID. We also broke ground this past summer on our third high rise project, comprising of a new grocery store with 802 apartments above.

What was the impact of this project? With the second phase of Hudson Exchange, the Metro Plaza ShopRite will soon have a new, modern home that enables it to better service the Jersey City community. The city residents deserve access to vibrant food stores for their daily shopping needs and we are thrilled that the new location for this longtime community staple is being built entirely with Union labor. We look forward to seeing this highly transformative development continue to come to life.

What makes your company a leader in the industry? G&S possesses the in-house expertise for handling a full array of development challenges. The backgrounds of G&S partners and in-house professionals include community planning, accounting, law, brokerage, architecture, finance, engineering and construction management. G&S prides itself on its ability to maximize the input from professional consultants in order to create a development plan that can be permitted, leased, financed and constructed in the least time possible.



ORGANIZATIONS

Gensler

Reid Brockmeier and Becky Button,
Co-Managing Office Directors and Principals
Morristown, Morris County

Company description: Celebrating 30 years in NJ this year, Gensler Morristown is an architecture, design and planning firm spanning across 29 practice areas and 52 other locations across the globe.

What was your company's greatest professional accomplishment in the past 36 months? Gensler served as the building and interior architect for two recently completed transformative projects that will revitalize the streetscape for the community, enhance the employee experience, and contribute to economic and small business growth: M Station and Valley Bank's headquarters in Morristown.

What was the impact of this project? Tenants (Deloitte, Valley Bank, Sanofi) will impact the community, local engagement and the environment in many ways. Gensler designed a retail café space leased by Valley and to be operated by Ethan & The Bean, a nonprofit café supporting adults with intellectual disabilities. Both M Station and Valley Bank are also LEED-certified and were designed with traceable and low-emitting materials in mind for the occupants and community alike. Every material meets the Gensler Product Sustainability Standards, which are criteria products must meet to reduce carbon emissions.

What makes your company a leader in the industry? In addition to our global resources as an international firm, we owe a deal of gratitude to our local industry partnerships, including brokers, vendors, consultants, attorneys, professional development organizations, and of course, clients. Together, we form a team that is an integral part of what makes a successful project. We believe we cannot be a global company, if we are not local first. Being local connects us to the communities we serve and live in.



ORGANIZATIONS

H2M Architects & Engineers, Inc.

Charles Martello, PE, LSRP, Senior Vice President
Parsippany, Morris County

Company description: H2M is a multi-disciplinary professional consulting and design firm comprised of more than 500 staff members crossing the fields of architecture and engineering.

What was your company's greatest professional accomplishment in the past 36 months?

H2M worked for 15-plus years with Princeton First Aid & Rescue Squad, Inc. (PFARS) to find a new home for the station. The final result represents H2M's dedication to environmental remediation, overcoming design challenges, and close collaboration with stakeholders. The design protects the station from potential breaks in the water main that runs through the site. The internal layout promotes camaraderie among younger members, students, and seasoned veterans with a family-style great room for cooking and dining. The carefully thought-out personnel response pathways ensure quick response times and minimize risk of carcinogenic contamination. Per the community's desire for sustainability, the design includes raingardens, roof infrastructure for solar panels, and energy conservation measures.

What was the impact of this project? With over 30,000 students and full-time residents, the township of Princeton had long exceeded the old station's ability to adequately serve. This project upgraded PFARS to support them in their mission to serve and protect the community. In return, the station also works to protect the health of its responders through the reduction of PVC and the minimization of VOC materials, acoustical treatments to minimize road noise while sleeping, daylighting to protect circadian rhythms, and strategic architecture to minimize the risk of carcinogenic contamination. Collaborations with the community led to a significant positive impact on the local environment, as well as through the protection of mature trees, the reduction of energy consumption, and the generation of green energy.



ORGANIZATIONS

Hanini Group

Samer Hanini, Managing Partner
Newark, Essex County

Company description: Hanini Group is an award-winning real estate development firm with almost two decades of experience in sustainable urban development and historic building renovation.

What was your company's greatest professional accomplishment in the past 36 months?

The acquisition of a one million square foot office portfolio in Newark is an achievement that stands out because these buildings serve as a vital link between Newark's schools and the greater downtown. This project not only demonstrates our commitment to urban renewal but also underscores our role in bridging educational and economic opportunities, ultimately benefiting the entire community and city.

What was the impact of this project? Our project has had a profound and multifaceted impact. Notably, we secured a 15-year lease extension with the State of NJ, safeguarding 2,300 jobs. Moreover, we signed a lease with HAX, the world's largest venture capital firm for tech startups, designating these buildings as their USA headquarters. In collaboration with the NJ EDA, this move is set to create an additional 2,500 jobs over the next five years.

How do you recruit, retain and/or motivate your team? Our approach centers on recruiting individuals who share our mission of sustainable urban development and community focus. We prioritize diversity, competitive compensation, and robust training in recruitment. For retention, we provide clear guidance, challenging opportunities, work-life balance, and performance recognition. We firmly believe in our team's success being our success and remain committed to maintaining an inclusive, rewarding and supportive work environment that drives our projects and company forward.



ORGANIZATIONS

InSite Engineering, LLC

Eric Ballou, PE, Partner
Wall, Monmouth County

Company description: InSite Engineering offers land development design solutions for corporate, private and government clients in the residential, commercial, industrial and institutional markets.

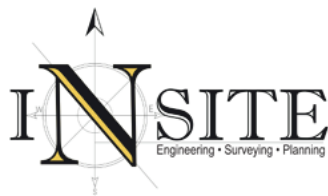
What was your company's greatest professional accomplishment in the past 36 months?

The Valley Hospital in Paramus: The complexity of working on a ground up construction for a new hospital has been a great professional accomplishment for InSite. This redevelopment project required a tremendous amount of coordination and collaboration with other design consultants to achieve approvals from multiple entities. The result will be a modern health care facility on a state-of-the-art campus.

What was the impact of this project? Valley Health has a strong culture of providing personal and compassionate care to the community for over 50 years. This state-of-the-art hospital on a brand-new campus will help meet the health care needs of the northern New Jersey community for many years to come.

What makes your company a leader in the industry? With a talented staff holding an array of professional licenses, our NJ-based team is trained to assist our clients and provide cost-effective solutions for their land development goals. We recognize the value of client relationships and strive to become a proactive and supportive member of their team.

How do you recruit, retain and/or motivate your team? We have found that the best way to retain and motivate our team members is to get them involved with every aspect of the land development projects to assist them in becoming well-rounded professionals.



ORGANIZATIONS

Joshua Zinder Architecture + Design, LLC

Joshua Zinder, AIA, NCARB, LEED AP, Owner/Managing Partner
Princeton, Mercer County

Company description: Founded in 2006, JZA+D is a multidisciplinary practice that believes good design is sustainable design. The firm encourages green design in every project to benefit all.

What was your company's greatest professional accomplishment in the past 36 months?

In 2022, JZA+D completed the Telyas Chabad Jewish Center in Clinton, NJ, a community center serving Hunterdon County's growing Jewish population. The project was completed through JZA+D's d/b/a Landau Zinder Architecture, known as specialists in leading-edge sustainable design for Judaic institutions. Boasting views of outdoors in three directions, the facility's airy lobby features a jewel-box social hub with multiple uses: library, café, lounge, meeting room, and shop. An amphitheater extends from the lobby, providing a setting for outdoor services, classes, performances, social gatherings, events, and quiet contemplation.

What was the impact of this project? A core principle of the Landau Zinder approach is the belief that good design can strengthen communities, helping them grow and contributing to long-term financial stability. The Telyas Chabad Jewish Center represents the best of Landau Zinder's methods combined: a vibrant, welcoming and inspiring place that already serves as an active, dynamic hub of Jewish life in Hunterdon County, and should continue to do so for years to come.

What makes your company a leader in the industry? JZA+D leads through service. Joshua Zinder serves on AIA's National Small Firm Exchange as the NJ State Representative and the Executive Board's All-Call Chair. Mark Sullivan, Partner, serves with Experience Princeton. They speak at conferences for architectural, faith-based, higher education, and life science industries. Additionally, team members lead business organizations and volunteer on boards.



ORGANIZATIONS

LAN Associates

Tom Wighard, President
Midland Park, Bergen County

Company description: LAN Associates is a full-service architecture and engineering firm founded in 1965 with five offices across the tri-state area.

What was your company's greatest professional accomplishment in the past 36 months? LAN's design of The Vista at Christian Health was a massive and complex design and construction undertaking that required a dedicated team of LAN's architects, surveyors, land use professionals, construction administrators, and civil, electrical, mechanical, plumbing, and environmental engineers. The 400,000-square-foot facility, located in Wyckoff, NJ, has three stories, 164 independent living apartments, underground parking, a variety of restaurants, a pool, a gym, a spa, a theater, and countless other amenities, all located on land that spans two counties and multiple towns.

What was the impact of this project? Surrounded by 10 acres of wooded hillside property, Christian Health's goal for The Vista was to create a relaxing continuing care retirement community. To that end, LAN designed a hospitality-inspired environment that successfully supports the eldest members of our community with beautiful surroundings and diverse amenities that emphasize activity and connectivity.

How do you recruit, retain and/or motivate your team? LAN Associates' President Tom Wighard started as an intern with our firm over 20 years ago and worked his way up. LAN's history of success is indicative of this story. We understand our company's success is interconnected with how we approach employee ambition. Over the years, this philosophy has led to the creation of new departments and service offerings. Our staff remains motivated, knowing we have their back and hard work is rewarded.



ORGANIZATIONS

Landmark Companies, LLC

Michael Gottlieb, Managing Member
Keasbey, Middlesex County

Company description: Landmark Companies is now a fourth generation real estate development company focusing on infill redevelopment projects from design and construction through marketing and management.

What was your company's greatest professional accomplishment in the past 36 months? We are so proud of the Aug. 1, 2023 opening of The Beacon on Main, located at the entrance to South Bound Brook from Queen's Bridge spanning the Raritan River. This project — featuring 18 flat and duplex apartments over retail — was constructed through pandemic and supply-chain challenges and came out as a shining example of what can be done when developers and municipalities cooperate to achieve the aspirations of their towns and residents.

What was the impact of this project? Beacon's impact will be dramatic for the borough of SBB. It was developed in a modern architectural style and loaded with high-end finishes inside and out to signal the dawning of a new market, and a new day for SBB. We anticipate substantial increases in local real estate values as rents climb in coming years. The revenue to the borough from the pilot will enhance delivery of municipal services, which will allow the borough to continue being good stewards of their local environment.

What makes your company a leader in the industry? Our leadership in the industry stems from our comprehensive approach to real estate development. We're not just builders; we're creators of sustainable, thriving communities. Our team comprises seasoned professionals with deep industry knowledge. We foster a culture of collaboration, ensuring every project benefits from diverse perspectives and collective expertise.



ORGANIZATIONS

Massa Multimedia Architecture, PC

Gabriel J. Massa, AIA, Principal
Neptune, Monmouth County

Company description: Massa Multimedia Architecture is a 60-plus person architecture firm specializing in retail, education and health care design, as well as Integrated Product Delivery (IPD) and Design for Manufacturing and Assembly (DfMA) project delivery.

What was your company's greatest professional accomplishment in the past 36 months? Driving the health care retail experience by designing, developing and implementing the "Health and Wellness Suite of the Future." By utilizing modern methods of design and construction, developing solutions that are "assembled" rather than "constructed" and taking the build off-site into a factory-controlled environment, we have successfully completed health clinics throughout the U.S. with reduced resources, increased sustainability, a safer work environment, build consistency, and increased speed to market.

What was the impact of this project? Many of the projects that MMA has completed using our IPD system and DfMA with modular components have been spaces providing health and wellness services in underserved communities. DfMA also embodies sustainable building practices by optimizing material usage, reducing construction waste, and minimizing energy consumption during the building process.

What makes your company a leader in the industry? MMA is setting new standards by further refining the IPD system by utilizing DfMA with modular components. Recent demand for our unique methodology has quadrupled, which speaks to the excellence of our design and construction. Our approach offers uniformity, predictability and improves speed to market by focusing on collaboration, early planning, cost predictability and client satisfaction.



ORGANIZATIONS

MHS Architecture

Mike Higgins, AIA; Dean Marchetto, FAIA
Hoboken, Hudson County

Company description: MHS Architecture is a leading architectural, planning, urban design and interior design company with a remarkable 42-year legacy of creating award-winning placemaking projects.

What was your company's greatest professional accomplishment in the past 36 months? MHS designs significant mixed-use multifamily developments that shape and enhance neighborhoods. An exemplary project, The Hendrix, located in downtown Jersey City, NJ, offers unmatched views of the Statue of Liberty and stands as a beacon in the Powerhouse Arts District. This cutting-edge 42-story mixed-use building, introduced in 2022, maximizes space with 482 residential units, 2,650 square feet of retail, and 6,500 square feet of fine arts gallery space, including a state-of-the-art 99-seat black box theater. The Hendrix seamlessly blends into the community, meeting residents' immediate daily needs in style while highlighting the area's creative and unified spirit.

What was the impact of this project? The Hendrix's rapid leasing showcases its positive resonance with the community, becoming 50 percent occupied within its first week and fully leased in just four months — a remarkable record for Jersey City, even before its marketing launch. This feat, largely driven by its meticulously designed apartments, underlines the escalating demand for residences that truly understand urban needs. Its facilities like a 24/7 concierge, on-demand co-working spaces, and dependable internet are indispensable for remote workers. Furthermore, art enthusiasts thrive in The Hendrix's atmosphere, drawing inspiration from both its interiors and the vibrant surrounding community. This project not only offers residents unparalleled amenities but elevates the living experience, making a profound impact on modern urban living.



ORGANIZATIONS

Michael Graves

Joseph Furey, President and CEO
Princeton, Mercer County

Company description: MG has one of the leading design practices in the world, offering services in architecture, product design, interior design, master planning, graphic design and branding.

What was your company's greatest professional accomplishment in the past 36 months? Our biggest accomplishment over the past 36 months, as we managed through and out of COVID is the commitment to our strategy and the early results. In 2021, we were about 35 people and after five acquisitions, we are now about 150 people.

While the growth is a significant accomplishment, we are especially proud of our ability to integrate all the acquired business units into Michael Graves while maintaining our boutique customer experience and creating the synergies — both internal and on the project delivery side. This is only possible due to our people — those who were part of Michael Graves at the beginning as well as those people we brought in with the acquired business units.

What was the impact of this project? Our growth over the past two years has enabled us to reach more clients, the end users of the spaces we design and our employees. We are now 150 people strong, and creating and maintaining jobs for the talented people who create these experiences and spaces is as important as any other aspect of the business.

How do you recruit, retain and/or motivate your team? We recruit a diverse group of smart and talented people who combine creativity, innovation, and a deep appreciation for functional aesthetics to craft timeless structures and interiors. At Michael Graves, all members of the team participate in project teams in a meaningful way. Our expectation is each member of the team will contribute, and we will allow them to grow in their role.

MICHAEL GRAVES

ORGANIZATIONS

New Jersey Housing and Mortgage Finance Agency

Melanie R. Walter, Executive Director
Trenton, Mercer County

Company description: NJHMFA is dedicated to increasing the availability of and accessibility to safe, decent and affordable housing in NJ.

What was your company's greatest professional accomplishment in the past 36 months? Barclay Place, which proceeded despite numerous pandemic-related impacts, provides 56 affordable apartments in downtown Paterson, 10 of which are supportive units for individuals with mental illnesses, just steps away from St. Joseph University Medical Center. By combining stable, quality housing with on-site medical and social services, Barclay Place embodies the principle of housing as health care and leverages the hospital's status as a community anchor to further improve community health outcomes.

What was the impact of this project? Barclay Place embodies the simple premise underlying the HPSP that housing is health care, adeptly leveraging private financing from hospitals to provide affordable and supportive housing in their communities. The housing at Barclay Place will enable residents to reach their full potential in a safe, stable, supportive environment, while the on-site social services and access to preventive health care at St. Joseph will reduce unnecessary utilization of the hospital's emergency department.

What makes your company a leader in the industry? As the official allocator for the Low-Income Housing Tax Credit in New Jersey, NJHMFA has an unparalleled impact on affordable multifamily development. The agency's portfolio spans every county in the state, including nearly a thousand LIHTC projects with a combined total of over 60,000 affordable apartments. Last year alone, agency-financed projects led to more than \$1.3 billion in new housing development.



ORGANIZATIONS

Prism Capital Partners

Eugene Diaz and Edwin Cohen, Principal Partners
Nutley, Essex County

Company description: Prism Capital Partners is an experienced, award-winning real estate owner/operator/developer with a track record of creating value through select real estate investments and developments.

What was your company's greatest professional accomplishment in the past 36 months? Prism Capital Partners has successfully constructed and leased up three high-profile New Jersey multifamily developments over the past 36 months: Edison Lofts (West Orange), Avenue & Green (Woodbridge) and The Nell (Dunellen). On the for-sale multifamily front, Prism is nearing sell-out (85%+) of its transformative Wonder Lofts, the 83-home adaptive reuse of the former Wonder Bread factory in Hoboken. All four properties include a retail component, in response to the municipalities' desire to incorporate mixed usage; they have drawn enviable tenants in the dining and service categories.

What was the impact of this project? Prism's projects are proof that suburban municipalities today have an opportunity to capitalize on sustained demand for 24/7-style environments with housing options proximate to dining, retail, culture and commuting. And those working with visionary developer partners are successfully achieving this urban balance, encouraging more housing options and amenities to make their downtowns attractive.

What makes your company a leader in the industry? Prism's projects significantly and positively impact the real estate market, state economy, business community and regional municipalities. Previously vacant properties are filled with commercial tenants that have chosen to commit their business operations to New Jersey, and residents of Prism's multifamily projects are re-energizing communities across the Garden State.



ORGANIZATIONS

REDCOM Design & Construction

Ryan Teicher, CEO
Westfield, Union County

Company description: REDCOM is a full-service commercial architectural design, engineering and general contracting company operating in New Jersey and surrounding areas that takes projects from concept to completion.

What was your company's greatest professional accomplishment in the past 36 months? REDCOM's greatest accomplishment has been its growing, diverse body of work across NJ. REDCOM has served a wide range of industries, including industrial, commercial, auto and institutional segments. Over the last three years, REDCOM has built warehouses in multiple locations and took on the challenge of stabilizing a sinking warehouse. REDCOM built and renovated auto dealerships, and constructed country clubs, religious facilities, daycare facilities, a food bank and a hotel, amongst other projects.

What was the impact of this project? The impact of REDCOM's work is far-reaching. Well-designed, well-constructed buildings help businesses, institutions and communities thrive. REDCOM's in-house engineering, architecture and construction management has enabled it to take on challenging projects. In the case of the sinking warehouse, the building was erected in 1980 on a site with inadequate soil conditions to support the building's weight. REDCOM took the unique approach of installing helical pulldown micro-piles to correct the soil. REDCOM repaired 60,000 square feet of slab, renovated the warehouse and brought it back online within 14 months.

What makes your company a leader in the industry? REDCOM's design-build approach supported by its in-house team of professionals, collaborative culture and over four decades of building experience set it apart.



ORGANIZATIONS

RSC Architects

John P. Capazzi, AIA, President and CEO
Hackensack, Bergen County

Company description: RSC Architects is a 50-person firm providing architectural, interior design and construction administration for health care, educational, municipal and commercial clients.

What was your company's greatest professional accomplishment in the past 36 months?

RSC's greatest professional accomplishment over the past three years has been our involvement as the architect-of-record in the design of the 530,000-square-foot Hackensack University Medical Center Helena Theurer Pavilion. RSC's work on this project spanned seven years, with extensive infrastructure relocations and consolidations performed by our team to make its construction a reality.



What was the impact of this project? Designed to LEED Silver certification standards, the Pavilion serves as a global destination for the treatment of patients, academic instruction, and the state's local job force. This new nine-story facility provides the community with improved quality of care via 24 operating rooms, an intraoperative MRI, 50 intensive care patient rooms, 100 medical/surgical patient rooms, and a 50-bed orthopedic institute. It also expands the acute care services that are available within the area.

What makes your company a leader in the industry? Serving as a leader in the industry means that we're not just delivering innovative, functional and quality architectural designs — it also means that we're creating long-lasting partnerships and relationships with our valued clients. Providing one without the other is a compromise that our firm and our staff are not willing to make, and beginning each project with that mindset has provided RSC with a reputation and longevity that we're proud of.

ORGANIZATIONS

Savills North America

Mitchell Rudin, CEO
New York City, NY

Company description: Savills helps organizations find the right solutions that ensure employee success. The firm's integrated teams of consultants and brokers are experts in better real estate.

What was your company's greatest professional accomplishment in the past 36 months?

In a 36-month span, Savills has represented occupiers in two of the largest headquarters transactions in New Jersey — Eisai at Nutley's ON3 Campus (332,000 square feet) and recently, NJ Transit's headquarters relocation to Two Gateway Center in Newark 9 (approximately 407,000 square feet). In addition, the New Jersey office represented Party City in its headquarters relocation, from Armonk, NY to Woodcliff Lake. Savills also represented Hain Celestial in its search for a new headquarters, resulting in the company selecting New Jersey. Savills' greatest professional accomplishments have been providing advisory and brokerage services to these significant, market-shifting transactions.



What was the impact of this project? These transactions are contributing to New Jersey's efforts to create vibrant workplace communities, cementing the state as a viable option — not just for back-office space, but for flagship headquarters locations.

What makes your company a leader in the industry? Because we specialize in serving occupiers, we can advocate for clients' best interests at the negotiating table. We explore every angle, spotting opportunities that other brokers miss. We tap into a full complement of related expertise: consulting solutions, capital markets, workforce analytics, incentives packages, project management, workplace strategy, and occupant experience. The result is a tailored solution that best supports our clients' objectives.

ORGANIZATIONS

SESI Consulting Engineers

Michael St. Pierre, President
Parsippany, Morris County

Company description: SESI approaches every project as a partnership. Delivering engineering services for land development projects, we utilize construction-focused techniques to provide functional and economical solutions.

What was your company's greatest professional accomplishment in the past 36 months?

Carteret Logistics Center, situated between the New Jersey Turnpike and the Rahway River, is one of our most important, complex, and prestigious projects in recent years. SESI was selected to complete the Site Civil, Environmental, and Geotechnical Engineering for the project due to our unique capabilities and understanding of the development area. For decades, American Cyanamid Company used this site for their industrial waste storage, pumping its industrial waste from across the river. The remediation approach prevents industrial waste from migrating with the groundwater or into the adjacent river, while protecting exposure of materials to humans and the surrounding ecosystems.



What was the impact of this project? Our geotechnical, environmental and site civil engineering departments worked together to create unique solutions to this complex and challenging Site. The Site was the subject of a unique capping system approved by the NJDEP. There were significant geotechnical considerations to construct buildings on the existing waste impoundments. The site was raised beyond the FEMA 100-year-storm level to address flooding concerns, and stormwater is controlled and cleaned before entering the Rahway River. Various native landscaping features were added across the site to protect and promote native wildlife. Hundreds of construction and logistics jobs were created through the productive reuse of this blighted, contaminated site.

ORGANIZATIONS

SJP Properties

Steven J. Pozycki, CEO
Parsippany, Morris County

Company description: SJP Properties is a vertically integrated commercial, residential and industrial real estate owner, developer, investor, asset manager, construction manager and property manager.

What was your company's greatest professional accomplishment in the past 36 months?

In the last three years, the company has completed Deloitte's headquarters at M Station East, recently completed Valley Bank's headquarters on Speedwell Avenue, and construction is underway for Sanofi's future NJ flagship location at M Station West. The three developments have created thousands of jobs, generated millions of dollars in tax revenue, and attracted new businesses and residents to Morristown.



What was the impact of this project? Taking a wide-lens view of SJP's impact on the Morristown community at large, M Station and Valley Bank's construction phases have stimulated the local economy, each employing hundreds of local construction workers and contractors. In one year of occupying M Station East, Deloitte has relocated 1,500 professionals to Morristown, generating significant foot traffic for downtown retailers and creating value for area residents.

What makes your company a leader in the industry? A culture of collaboration and passion is at the heart of the SJP Properties brand. Our people thrive on devising the best solutions for our tenants, partners, building industry alliances and the communities in which we develop. We attract the top talent in the industry due to our commitment to quality and opportunity. Our professionals cohesively work together to support our mission to develop properties that set the standard in every category.

ORGANIZATIONS

The Blau & Berg Company

Jason Crimmins, CCIM/SIOR, President & Broker of Record
Short Hills, Essex County

Company description: The Blau & Berg Company is a full-service commercial real estate brokerage firm, specializing in industrial real estate, retail properties, and office sales and leasing, as well as transportation and trucking, including distribution centers and logistics, build-to-suit, and investment properties in the New Jersey, New York, Pennsylvania and New England markets.



What was your company's greatest professional accomplishment in the past 36 months?

In 2021, The Blau & Berg Company leased 886,256 square feet on a 20.35-acre industrial property in Bayonne, NJ, to United Parcel Service (UPS). The former Military Ocean Terminal was demolished in August 2021 to clear the way for a new state-of-the-art logistics center for the shipping giant. The lease was nominated for NAIOP Deal of the Year.

What was the impact of this project? This redevelopment project featuring a new state-of-the-art logistics center, provided UPS with a key location for supply chain management and access to the Port of Newark and New York City.

What makes your company a leader in the industry? Since 1932, The Blau & Berg Company, located in Short Hills, New Jersey, has been successful creating corporate real estate solutions through professionalism, integrity, thorough market knowledge and cutting-edge technology. As a boutique, family run firm with over 90 years of real estate experience we pay particular attention to our training and mentorship programs in order to make sure our brokers are fully prepared to effectively represent our mission, which is to provide exceptional and uncompromising value to our clients.

ORGANIZATIONS

Thriven Design

Matthew Bartner, AIA, LEED® AP BD+C, Managing Principal
Collingswood, Camden County

Company description: Thriven Design is a 52-year-old, Collingswood, NJ-based, multidisciplinary architecture, engineering, planning and interior design firm dedicated to serving others and creating places where people thrive.



What was your company's greatest professional accomplishment in the past 36 months?

In May 2023, Thriven Design completed architecture, engineering and interior design services for Barclay Place, an innovative 56-unit, affordable, multifamily project in Paterson, NJ, that achieved two momentous firsts: first hospital-based supportive housing in the state; and first project to be funded through NJHMFA' groundbreaking Hospital Partnership Subsidy Program.

What was the impact of this project? Since opening in May, Barclay Place has had an immediate positive impact on Paterson, NJ, through its comprehensive on-site support of its residents, and its walk-in access to medical and social services for community members in need. Barclay Place provides 56 units of affordable housing at a time when homelessness is on the rise in Passaic County and 1/4 of Paterson's residents have a socio-economic status below the federal poverty line. Guided by the principle that housing is a key social determinant of health, Barclay Place presents a bold, unconventional solution to both chronic homelessness and frequent emergency room use.

What makes your company a leader in the industry? With a dedicated team of 60 professionals, including architects, engineers, community planners and interior designers, we approach every project as a place that will impact lives — be it a home, workplace, learning environment or support facility.

ORGANIZATIONS

Topology

Philip Abramson, Esq., AICP/PP, Founder and CEO
Newark, Essex County

Company description: Topology is a hands-on planning, project management, and development strategy firm that prides itself on working directly with the community to deliver on local vision.



What was your company's greatest professional accomplishment in the past 36 months?

The past 36 months were a time of implementation in Morristown and bringing long-anticipated redevelopment projects to fruition. During this time, we cut ribbons on: M Station, a 350,000-square-foot office that will headquarter Deloitte and Sanofi; the Max on Morris, an 85-unit mixed-use project on a brownfield site; and a new park along Speedwell Avenue. These projects were made possible through our commitment to problem solving, strategic development, accountability and design excellence.

What was the impact of this project? Maximizing positive community impacts is central to everything we do at Topology, and we view redevelopment projects as prime opportunities to secure tangible community benefits. Our commitment to linking development with public benefits is reflected in each of the projects described above. M Station, in addition to radically enhancing the local economy, is bringing new public spaces and infrastructure improvements. The Max on Morris, besides reinvigorating a corridor on the outskirts of downtown, is also bringing sorely needed special needs housing. On Speedwell Avenue, hundreds of new housing units were leveraged to create a new public park for community enjoyment.

How do you recruit, retain and/or motivate your team? Our goal is to "unlock potential in places you love." We've built an entrepreneurial team that is empowered to create meaningful change both within the organization and our client communities. The result is a culture focused on impact, growth and stewardship.



ORGANIZATIONS

USA Architects, Planners + Interior Designers, Ltd.

Paul R. Swartz, AIA, PP, Chief Executive Officer
Somerville, Somerset County

Company description: For over three decades, USA Architects has provided innovative solutions for commercial, industrial, and institutional clients throughout the Mid-Atlantic.



What was your company's greatest professional accomplishment in the past 36 months?

Pearl Pointe Apartments is a multifamily waterfront redevelopment project located at the intersection of East Pearl and High Streets overlooking Burlington City's Riverfront Promenade. The design reflects the history and character of Main Street Burlington and celebrates the beauty of the waterfront by connecting directly with the Promenade allowing residents daily access to the Delaware River, the waterfront park, and the verdant outdoors. Downtown is the gem of the city and residents are within walking distance of restaurants and shopping along historic High Street.

What was the impact of this project? Site planning along the Delaware Riverfront meets many of the city's goals for urban design. The project provides maximum opportunities to enjoy walking, biking, and urban/suburban living, and is within walking distance of Main Street. The new multifamily residence is designed to draw professionals from nearby metro areas, as well as strengthen housing opportunities for families, and seniors looking to live along Main Street.

How do you recruit, retain and/or motivate your team? We're dedicated to creating a culture where everyone has room to evolve. We support our employees' process to licensure, membership in professional organizations. We offer continuing education through Construction Site Field Trips and Code Classes. Our process is intentional and underpins a spirit of camaraderie that promotes teamwork, empowerment and inclusion.

ORGANIZATIONS

Ware Malcomb

Marlyn Zucosky, Associate AIA, Regional Director
Newark, Essex County

Company description: Ware Malcomb is a full-service design firm providing professional architecture, planning, interior design, civil engineering, branding and building measurement services to clients globally.

WARE MALCOMB

What was your company's greatest professional accomplishment in the past 36 months?

At Ware Malcomb, we are continually focused on making an impact in our local communities. In commitment to this mission, we were proud to partner with Arc of Monmouth on the design of their new facility, a 31,000-square-foot adult day care and learning center which brings together multiple New Jersey programs to a single location to provide enhanced and integrated services to the community. Ware Malcomb provided interior architecture and design and civil engineering services for this project.

What was the impact of this project? The Arc of Monmouth is a nonprofit organization that empowers individuals with intellectual and developmental disabilities to live fulfilling, independent lives. The new facility features a variety of individualized areas designed with sensory sensitivity in mind while offering several specialty rooms for learning opportunities including sensory rooms, quiet rooms, computer rooms, gyms and kitchens. Other design features included extra wide corridors to ensure comfort for patients and easy vehicle access for residents, family and transportation.

How do you recruit, retain and/or motivate your team? We offer a positive, dynamic and collaborative environment where team members are encouraged to grow their careers and continue learning. We are highly integrated and team-oriented, with unique programs geared towards supporting our team members and our communities.

INDIVIDUALS



Joshua Barnett

Vice President, Design & Development
Rendina Healthcare Real Estate
Eatontown, Monmouth County

Primary job function: Barnett oversees/leads the design and construction of health care facilities.

What was your greatest professional accomplishment in the past 36 months? My role in managing and overseeing multiple ambulatory buildouts and developing new, freestanding ambulatory care centers throughout NJ. In this role, I have been a linchpin in fostering collaboration among various stakeholders, including health care providers, engineers, contractors and regulatory agencies. This accomplishment signifies my deep commitment to the health care industry and my unwavering dedication to improving accessibility of health care for communities in need.

What was the impact of this project? By establishing new ambulatory care centers, I've contributed to increased access to health care services within the community. These centers are typically strategically located, making it easier for residents to receive medical attention. The development of these facilities also often stimulates economic growth. They create jobs, boost local businesses, and generate revenue for the community. The quality of care provided in these centers often leads to improved patient outcomes. Early diagnosis, effective treatment, and preventive services can contribute to better health for individuals in the community.

What inspires you to continue in your current profession? Being a health care architect, I find inspiration in the ability to positively influence patient care and public health through innovative design. My work is driven by a sense of purpose and the opportunity to leave a legacy. Collaborating with health care professionals and the creative challenge of balancing aesthetics and functionality serve as additional motivations. I am passionate about creating healing environments. My commitment to improving the well-being of communities and reducing the ecological footprint of health care facilities keeps me engaged and motivated beyond financial considerations.

INDIVIDUALS



Bolus Brzezinski

Project Manager
Denholtz Properties
Red Bank, Monmouth County

Primary job function: Brzezinski is responsible for overseeing and managing all construction projects, making sure that each project is completed in the most efficient, cost effective and safe manner.

What was your greatest professional accomplishment in the past 36 months? Brzezinski led Denholtz's Commissary at Baseline project, a bold reimagining of a key component of the decommissioned Fort Monmouth army base in Oceanport, NJ. Brzezinski's creativity helped transform the former grocery store into a new space geared towards unique food and beverage uses. Over the past several years, multiple leases were secured to bring the building to full occupancy, including Baseline Social, a one-of-a-kind immersive dining and entertainment experience. Today, Commissary at Baseline stands as one of Denholtz's flagship properties.

What was the impact of this project? Fort Monmouth's closing in 2011 had a deep social and economic impact on its surrounding communities. Denholtz Properties was among the first companies to recognize the immense potential of the property through its Commissary at Baseline project. Brzezinski's hard work and expertise helped to bring a destination to life that can serve as a hub for the local community and an economic catalyst for the remainder of the Fort Monmouth site.

Who has been your most influential role model? I've had the privilege of working closely with Denholtz Properties' CEO, Steven Denholtz, and Director of Development, Steve Lidster, each of whom has imparted invaluable lessons about construction, real estate and life.

What inspires you to continue in your current profession? I have an unwavering passion for construction. It's one of the rare professions where you can start with nothing and create something tangible that will endure for many years. It's hard to put into words the satisfaction I feel when I see a building take shape from its foundation to completion.

INDIVIDUALS



Andrew Chun

Senior Project Manager
Langan
Princeton, Mercer County

Primary job function: Chun is an environmental professional focused on providing sustainable, integrated solutions to revitalize blighted properties and create a positive socioeconomic impact.

What was your greatest professional accomplishment in the past 36 months?

I am very proud of what I have accomplished in my career and how I have successfully weaved sustainability and positive socioeconomic impacts into a range of complex projects. My recent work on Blanquita B. Valenti Community School and Jack and Sheryl Morris Cancer Center, both in New Brunswick, has been extremely rewarding from a personal and professional perspective. I led both multidisciplinary projects from design to completion.

What was the impact of this project? The state-of-the-art school Blanquita B. Valenti Community School serves approximately 900 students, as well as providing multi-purpose space for community gatherings. The school addressed the needs of the community, while allowing for construction of the nearby Jack and Sheryl Morris Cancer Center, which was built on the site of the former school. The cancer center is the state's first NCI-designated comprehensive cancer center, providing innovative care to patients from around the state and beyond.

Who has been your most influential role model? My most influential role model has been Chris Roche. He was my first assigned mentor through Langan's internal mentoring program and has had a tremendous impact on my development as a leader in CRE. Chris has a unique ability to integrate multiple viewpoints to provide innovative solutions to problems.

What inspires you to continue in your current profession? My passion for sustainability is the driving factor of the work I do. To me, a crucial part of sustainability efforts is the adaptive reuse of blighted properties and brownfield sites. I am fortunate to work on projects that integrate reliable, innovative environmental solutions that have socioeconomic impacts on the community.

INDIVIDUALS



Anthony Ciallella

Vice President,
Morris Construction Management
Diversified Properties LLC
Montville, Morris County

Primary job function: Ciallella is responsible for all construction operations for the company, from initial budgeting and forecasting to Certificate of Occupancy.

What was your greatest professional accomplishment in the past 36 months?

Managing the completion of construction at Summit Court, a 393-unit, luxury multifamily community in Union. Most of the community was constructed during the COVID-19 pandemic. Throughout the construction, Ciallella had to develop and navigate complex issues including significant supply chain delays and cost increases as well as public safety concerns and labor issues to bring the community across the finish line.

What was the impact of this project? Summit Court was able to provide hundreds of residents with a luxury home within the rapidly growing community of Union Township. Ciallella's attention to detail and hard work allowed Diversified Properties to successfully deliver the project within the boundary of the original schedule and lease out nearly 100 percent of the units. Beyond providing highly sought-after residences, the project also transformed a bankrupt industrial site into a driver of economic growth for the community and a model for transformative development.

Who has been your most influential role model? Many people have influenced me throughout my career, but like building a building, you need a strong foundation, and that foundation started with my parents, who taught me work ethic, dedication and loyalty.

What inspires you to continue in your current profession? For my eighth birthday, I wanted to go to the Empire State Building, which was the tallest building in the world at the time. That moment inspired me to pursue a career in building. There is an incredible satisfaction in being able to take a piece of land and transform it into a home, dwelling or some sort of building.

INDIVIDUALS



DIGroup Architecture (Vince Myers, Jeff Venezia, Rich Alderiso)

President/Principal/Co-Founder
New Brunswick, Middlesex County

Primary job function: As an MBE/DBE/SBE, the Myers-Jeffrey Venezia-Rich Alderiso team has created an award-winning architectural, interior and graphic design firm committed to collaboration, consensus building and equity

creation through physical space. Under their guidance, DIG focuses on underserved communities while giving back to the neighborhoods in which its projects are located.

What was your greatest professional accomplishment in the past 36 months?

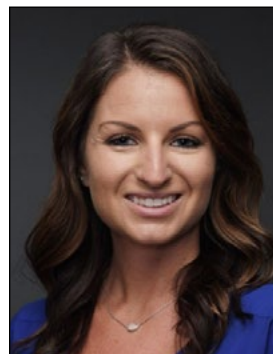
While there are numerous projects over the course of the past 36 months of which the Myers-Venezia-Alderiso team are extremely proud, the Clinton Hill Early Learning Center (CHELC) in Newark is one that embodies DIG's guiding philosophy and exemplifies how architecture and design can be harnessed to achieve community impact. CHELC now stands as a vibrant destination for learning, early childhood development, access to quality childcare services and a safe gathering place.

What was the impact of this project? Recognizing the impact of architecture and design on individuals and groups within a community — particularly those that have been historically underserved — this project's success is directly tied to the involvement of four local-area nonprofit groups. Together with DIG, local civic-group leaders, parents and children collaborated to inspire CHELC's layout and design.

What do you know now that you wish you'd known earlier in your career?

Collectively, we agree that creativity is borne of collaboration. An important part of this collaborative approach are those who are often unrepresented or underrepresented yet should have a prominent seat at the table. Their perspective transformatively connects sustainable architecture, interior and graphic design to improve lives and enrich and strengthen communities.

INDIVIDUALS



Jillian Dorell

Director of Design
Larken Associates
Branchburg, Somerset County

Primary job function: Dorell designs, procures and manages the build out of all interior and exterior materials and finishes portfolio wide. This includes designing the layouts for commercial offices and apartment communities, researching materials, building relationships with manufactures, estimating and contract review and approval for construction.

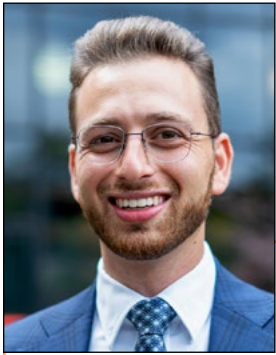
What was your greatest professional accomplishment in the past 36 months?

The completion of Autumn Ridge, a 198-unit apartment community in Lopatcong, NJ with a mix of garden, garage and active adult buildings. Spearheading the design of every element of the job from the exterior site design to the interior of the clubhouse and apartment units was one of most rewarding of my career. Having no experience in multifamily and limited in new construction, there was a learning curve that I had to tackle head on.

What was the impact of this project? This project later went on to win over 18 awards at the SAM Awards in Atlantic City — October 2021 and Metro Building Awards in East Hanover — June 2022. This project put Larken Associates on the map as a fierce competitor in the multifamily industry. This project has changed the landscape of the rental community in the Lopatcong region bringing a first-class approach to Surban Living, the equal mix of suburban and urban lifestyles.

What inspires you to continue in your current profession? Loving what you do and who you do it with. Being surrounded by a hardworking, dedicated and fun team makes the days seem less like work and more like a hobby. We have a fantastic team that continues to provide success with many laughs along the way. Having a creative brain and constantly needing a new project to work on, this profession fulfills me. No two days are ever the same, each project we undertake has intricacies that keep me on my toes and push me to utilize my creativity in order to deliver for our clients and tenants.

INDIVIDUALS



David Ferber

Associate Vice President and Director
Matthews Real Estate Investment Services
Teaneck, Bergen County

Primary job function: Investment sales; selling multifamily, mixed-use and development projects throughout Northern NJ.

What was your greatest professional accomplishment in the past 36 months? In just under eight months at Matthews, I have already closed almost \$30 million in transaction volume. A recent accomplishment was the sale of a \$7 million, 43-unit apartment building in 2023. Sixty-plus years in the same family, the client would have to pay a huge tax bill on the sale. I came up with a plan for the client to finance 90 percent of the sale for 15 years, resulting in deferring almost all the taxes. The client ended up collecting more in interest payments from the buyer annually, than previously making in cash flow from the building. It felt great being able to accomplish his goals to retire and continue collecting cash flow.

What was the impact of this project? It felt incredible being able to accomplish all the clients' goals for the next stage of his life and helping his family. The building is now undergoing a huge revitalization for the community and is injecting new life into it. This building is a big part of the community and it's great to be a part of its upgrade. It was a true win-win for both parties.

What inspires you to continue in your current profession? As my wife always tells me — I am using my best skillset in my day job and putting it to use. Talking to people and genuinely caring about their story is something I enjoy. The amount of work, risk, financial pressure and grit they put in is incredible. Then being able to work with these people on a day-to-day basis, negotiating a multimillion dollar real estate contract is truly exciting.

What would most people be surprised to learn about you? At 29, I have four kids ages 4 and under. I spend all my free time with my wife and kids. Family is everything, and it's one busy, loud and fun house.

INDIVIDUALS



Donald Ferrell

Senior VP, Facilities and Construction
Hackensack Meridian Health
Edison, Middlesex County

Primary job function: Ferrell is inspired by the process. Most recently, this included the creation of the Helena Theurer Pavilion, a 530,000-square-foot "smart hospital" incorporating the latest technology in a thoughtfully-designed working environment to provide an enhanced patient, team and physician experience.

What was your greatest professional accomplishment in the past 36 months? Two projects come to mind: One represents the culmination of a 10-year plan to transform the Hackensack University Medical Center campus by creating the Helena Theurer Pavilion — and the other involved the transformation of a hospital cafeteria to create an essential clinical area as an emergent response early on in the COVID-19 pandemic. As the pavilion plan took shape, it met the evolving needs of our patients and community, while the crisis response to COVID care unfolded within days, resolving a shorter-term challenge and creating an infrastructure to have in place should such a need arise again in the future.

What was the impact of this project? From a planning and building perspective we meet challenges every day but rarely on the scale of the pandemic, which presented a challenge within a challenge. We met this moment by creating space for our clinical teams to care for patients, identifying local solutions to a global crisis— and installing a system to meet future moments of this magnitude. Additionally, the new Helena Theurer Pavilion is helping to set the standard for state-of-the-art care, network-wide, laying the foundation for generations still to come — as we work collaboratively to "future-proof" each endeavor to the fullest extent of our abilities and vision.

What inspires you to continue in your current profession? Seeing a project start from a piece of paper and become reality; recognizing all the people that go into making it that reality. It's rewarding seeing people use it for its intended purpose.

INDIVIDUALS



Kieran Flanagan

Principal & Director of Construction
Saxum Real Estate
Summit, Union County

Primary job function: Flanagan leads the firm's development and construction verticals, overseeing all aspects of design, entitlement, budgeting and construction of the firm's entire portfolio. Flanagan's decades of experience and deep knowledge about all aspects of project development make him an invaluable team leader.

What was your greatest professional accomplishment in the past 36 months? I'm most proud of building and leading an exceptional, topflight DevCon team of 12 professionals that has enabled Saxum to bring to market approximately two million square feet of new cold storage space around the U.S. Through the pandemic, we embarked on and successfully completed projects, navigating unprecedented challenges. In addition to my team's impressive performance, I'm proud of the opportunities we provide to each individual to develop their skills and excel in their careers.

What was the impact of this project? By adding approximately two million square feet of state-of-the-art cold storage warehouse space to the country, we have improved food chain distribution for companies and households across the U.S. The construction process itself brings hundreds of jobs to communities and leaves behind new job opportunities in the facilities, generating new revenue to townships, helping local schools and municipalities. Both Saxum's industrial and multifamily buildings consistently help raise industry standards, stabilize communities and improve the quality of life for all who use them.

What inspires you to continue in your current profession? It would have to be my father, who came to the U.S. in 1955 with literally \$12 in his pocket and somehow created a wonderful life for my family. He showed me that through focus, perseverance, and the guts to take a leap of faith in life, you can find fulfillment and purpose.

INDIVIDUALS



Paul Gioioso

VP of Engineering and Property Services
Johnson & Johnson
New Brunswick, Middlesex County

Primary job function: Gioioso leads a global organization of 2,000-plus who plan, design, build and run J&J's 800 facilities. This includes leading global engineering, overseeing a \$5 billion capital plan, executing new growth projects and defining real estate strategies to provide state-of-the-art, post-pandemic workplaces that inspire and engage employees.

What was your greatest professional accomplishment in the past 36 months? One of my greatest accomplishments is leading Johnson and Johnson's New Jersey real estate transformation, which included investing hundreds of millions of dollars in New Jersey to transform 3.5 million square feet of outdated facilities into state-of-the-art, innovative, inspiring workplaces for over 5,000 people. Despite challenges like the pandemic, a hybrid work environment, and changing business needs, we will deliver these new facilities in 2024 — one year sooner than anticipated. This is all part of our responsibility to enable the people of J&J to discover, develop, manufacture and supply critical healthcare products to patients.

What was the impact of this project? The project re-engaged employees and enabled J&J's hybrid work program for 5,000-plus people, which has led to a 114 percent satisfaction increase in collaboration space availability, a 34 percent increase in productivity, and a 50 percent increase in ability to perform focused work. Additionally, it created a more sustainable future by delivering LEED-certified buildings and accelerated growth by creating the R&D and manufacturing facilities needed to innovate. Perhaps most impactful of all, these facilities have attracted, retained and engaged key talent in New Jersey for J&J to help discover, develop, manufacture and deliver innovative health care products to people in need.

What inspires you to continue in your current profession? The act of conceiving, shaping and building new things is such inspiring work.

INDIVIDUALS



David Knee

Vice Chairman
JLL
East Rutherford, Bergen County

Primary job function: Knee is responsible for overseeing the growth of the Northeast industrial practice in NJ, Pennsylvania and New York. He is also the Vice Chairman of JLL's Industrial Council for the Eastern Region, and a practice leader for JLL's 3PL vertical.

What was your greatest professional accomplishment in the past 36 months?

A trusted advisor to some of the world's largest institutional investors and private owners with a career spanning 35 years, Knee has completed over 100 million square feet of transactions valued at several billion dollars. An expert on the industrial real estate market, he helped pioneer an integrated market approach that abandoned traditional state borders to create a regional platform that is now standard across the industry. Today, JLL's Northeast Industrial team is the dominant player in an area encompassing 1.8 billion square feet of space in New Jersey, New York, Pennsylvania, Southern Connecticut and Delaware.

What was the impact of this project? Knee has leveraged his position as a respected leader in the New Jersey business community to support his alma mater, Fairleigh Dickinson University. Last year, he was honored at its annual Charter Day, which celebrates the school's history and recognizes loyal and distinguished alumni. The event raised more than \$725,000 to fund scholarships for hundreds of FDU students, now and in the future. As a longtime Charter Day supporter, David has helped raise millions of dollars for FDU scholarships.

What would most people be surprised to learn about you? I'm a certified bartender. When I was in my 40s, I enrolled in bartending school with Seth Geldzahler, who is now a senior managing director on our JLL team. He was a client back then, but we struck up an immediate rapport and, for some reason, decided it would be fun to learn how to mix drinks like a professional. We both attended evening classes and ultimately became fully certified bartenders.

INDIVIDUALS



Rob Kossar

Vice Chairman
JLL
East Rutherford, Bergen County

Primary job function: Kossar is market leader for industrial business in New Jersey, Pennsylvania, New York and Southern CT. He is an active broker who represents the firm's most important clients, leads the multi-service "One JLL" platform in the region and serves as Chairman of the Industrial Executive Committee for the Americas.

What was your greatest professional accomplishment in the past 36 months?

Recognizing a structural flaw in the way real estate addressed the U.S. industrial market is one of Kossar's greatest professional accomplishments and one that has propelled JLL's Northeast Industrial team to dominance in an area encompassing 1.8 billion square feet of space in New Jersey, New York, Pennsylvania, Southern Connecticut and Delaware. Kossar conceived and executed a new practice that combined industrial markets across the entire Northeast, making JLL the first company to organize in this way. Structuring a regional approach and creating an industrial-only profit and loss enabled JLL to prioritize what is important to clients in New Jersey and its neighboring markets. By being ahead of the curve, Kossar and his team influenced the trajectory of the Northeast industrial real estate market at a time of unprecedented demand and rapid change.

What was the impact of this project? Kossar and his team have grown this JLL business line to the largest industrial region in the country, driving \$25 billion in real estate transaction volume over the last 36 months. With embedded supply chain consulting, cutting edge research, labor analytics, proprietary artificial intelligence and geographic information systems, the team serves the nation's largest industrial players who rely on JLL's knowledge and, more importantly, its people. The impact of Kossar's work has been felt in multiple once-in-a-lifetime projects that are creating sustainable workplaces and high-paying jobs that have strengthened the economy of the region as a whole.

INDIVIDUALS



Karen Martinez

Director, Design & Construction
Atlantic Health System
Morristown, Morris County

Primary job function: Martinez manages multiple renovation projects in various states of design and construction across the hospital campus. She engages with architects, engineers and other consultants in coordination with hospital clients to produce construction documents for filing with state and local agencies. She is also responsible for setting budget and schedule and completing projects for occupancy.

What was your greatest professional accomplishment in the past 36 months?

I managed the construction of a new Cogeneration Plant at Morristown Medical Center, which included a significant consolidation of the existing hospital electrical infrastructure. The project required management of a large team of professionals, hospital personnel and coordination with two utility companies. The project included construction of a new building on the existing hospital campus and renovation within existing hospital buildings. Significant planning was required to ensure hospital operations were not adversely impacted, especially during mechanical and electrical tie-ins. The project was successfully completed due to transparent dialogue and coordination.

What was the impact of this project? The cogeneration project, which combines heat and power, has made the hospital more resilient during electrical power outages. The hospital benefits from using the waste heat to produce steam for the mechanical systems, sterile processing and kitchen for cooking. The environmental benefits of cogeneration are less emissions. The community benefits from the hospital using less of the available local electrical infrastructure.

What inspires you to continue in your current profession? I love to see the results of our team effort. I am fortunate to work with phenomenal people who have the common goal of collaborating and completing design and construction projects in health care and making a true impact on people's lives.

INDIVIDUALS



Brett Mercer

Managing Partner
Greek Design|Build
East Brunswick, Middlesex County

Primary job function: Mercer is responsible for leading Greek's Design|Build division and has grown the company's in-house construction team while enhancing construction management policies and procedures.

What was your greatest professional accomplishment in the past 36 months?

In the past three years, Greek Design|Build has completed 7.1 million square feet of industrial space, including one of the largest active industrial developments in the Port of New York/ New Jersey Region. The construction of Linden Logistics Center marked a significant economic investment in Linden, and the redevelopment of the 350-acre parcel that sat vacant for more than 25 years brought hundreds of new jobs to the area. The three-phase redevelopment resulted in 4.1 million square feet of Class-A industrial space across seven state-of-the-art warehouse buildings which have been leased to Samsung, Peloton, Vanguard, Fabuwood and World Distribution Services.

What was the impact of this project? Greek Design|Build sought to realize the potential of an abandoned Dupont factory into a 4.1 million-square-foot modern industrial park in Linden, New Jersey. The construction spanned seven Class-A buildings, including the 735,000 square-foot facility at 700 Linden Logistics Way that was pre-leased by Samsung in one of the region's largest industrial transactions of 2022. The transaction was acknowledged by United Way with the Impact Award for its positive economic impact on the city and region. The multinational electronics giant brings enormous job opportunities to the region. Furthermore, the development is estimated to bring in more than \$200 million in taxes for the city over the 30-year PILOT program.

What inspires you to continue in your current profession? It is rewarding to watch our division grow. Our company has doubled in size over the past eight years to provide end-to-end service to the world's leading industrial institutions and forward-thinking tenants.

INDIVIDUALS



David Minno

Founding Partner
MINNO & WASKO Architects and Planners
Lambertville, Hunterdon County

Primary job function: Founding Partner, Brand Manager and Marketing Director. Involved in client development and new project design and entitlements. Thought leadership and mentoring younger partners and key employees.

What was your greatest professional accomplishment in the past 36 months?

55 Union in Newark, NJ, is a groundbreaking project for Newark and its Ironbound neighborhood. This is the first large-scale residential/retail project to be constructed under the new zoning for the Ironbound. This new community is 1,000 feet from Penn Station Newark and it walkable to all the ethnic restaurants on Ferry Street. It is also the first large-scale project in Newark to include 20 percent affordable units as part of Mayor Ras Baraka's inclusionary plan. This project, at 403 dwelling units, brings a substantial number of affordable homes to the east side of Newark. The building is highly amenitized with both a lower-level courtyard with pool and a roof-top deck with views of Manhattan. 55 Union utilized local union labor to construct the project.

What was the impact of this project? 55 Union is having a significant community impact in allowing low- and moderate-income families in Newark to participate in the East Side downtown renewal. This community is transit-oriented and walkable to employment, restaurants, shopping, cultural places of interest, the River Walk and key civic spaces. This project is constructed as a "sustainable" community using state-of-the-art mechanical systems, daylighting and renewable materials. Local labor benefitted from the construction and on-going management services.

What inspires you to continue in your current profession? I love the work I do. To me, the challenge of designing a beautiful, functional, complex project still captures my imagination. It is like solving a gigantic puzzle with hundreds of variables. It takes time, but seeing the end result is so rewarding. Orchestrating the team effort is highly satisfying.

INDIVIDUALS



Paul Newman

President/Principal/Co-Founder
Kimmerle Group/Kimmerle Newman Architects
Morristown, Morris County

Primary job function: As one of the senior partners in the architectural firm, Newman leads the interior/commercial corporate studios and specializes in our industrial and life science portfolios. His day-to-day activities consist of business development, lead designer and project/construction management activities.

What was your greatest professional accomplishment in the past 36 months?

The last three years included a substantial portion of the pandemic, where firms and building owners were uncertain about what the future held. KG/KNA has assisted numerous firms modify, reduce/change their office culture and size efficiently. An important project was Siemens, recently relocated from Iselin to Parsippany. The new space at 2 Gate Hall includes all their fire system testing labs consisting of horn strobes/fire alarm panels, all connected and rigorously tested daily due to a tight production timeframe. Newman's relationships with construction and fire officials were crucial components, as he personally led all sessions for in-person/regular meetings and on-site walk-throughs where critical deadlines were met.

What was the impact of this project? The new space is functional, with a strong design concept that represents Siemen's high standards. This project is a great example of many corporate buildings being repositioned to handle highly technical spaces, lab environments and industrial uses. KG/KNA is well known and respected as a leader in design and implementation in this category.

What inspires you to continue in your current profession? Architecture and design is fun! I get to draw all the time, I get to design finishes/colors, and I get to be on construction sites with giant Tonka toys and people building what I've drawn. And I've gotten to work with so many people, smart, talented and just plain crazy sometimes. The job is always interesting.

INDIVIDUALS



Kristen Roslund

Vice President/Senior Partner
Langan
Parsippany, Morris County

Primary job function: Roslund is a site/civil engineer primarily focused on large-scale warehouses and fulfillment centers in New Jersey.

What was your greatest professional accomplishment in the past 36 months?

Most recently, I am proud of our work on Monroe 8A Logistics Center, which was recognized by NAIOP NJ as the 2023 Deal of the Year. At 1.2 million square feet, the state-of-the-art, LEED certified project is one of the largest warehouses in NJ. My professional objective is to help revitalize the state of New Jersey by working on impactful, beneficial developments — particularly those located on underutilized sites. Leading this project from the infancy stage of due diligence through design, entitlements, and construction provided me the opportunity to directly support infrastructure advancements and economic growth.

What was the impact of this project? It is extremely rewarding to see Monroe 8A Logistics Center introduce both immediate and lasting socioeconomic benefits. In addition to providing jobs, the tenant of the project is estimated to pay more than \$2.5 million annually in taxes, which will contribute greatly to fund infrastructure improvements, schools, and other local programs. The project team also gave careful consideration to reduce the environmental impact as much as possible, including installing solar panels, installing sewer to a nearby residential neighborhood, installing regional stormwater management measures, and lessening the burden on local roads.

What inspires you to continue in your current profession? I love the new opportunities and challenges that continue to arise in the engineering consulting world. Each project has its own set of parameters during the design and entitlement phases of a development. Overcoming these hurdles makes the completion of construction that much more rewarding. I love the opportunity to mentor younger team members and to pass along my experiences and knowledge.

INDIVIDUALS



John Schleer

Senior Project Engineer
Alfred Sanzari Enterprises
Hackensack, Bergen County

Primary job function: Schleer is responsible for overseeing all aspects of construction. Over his more than 16-year tenure, his projects have ranged from tenant buildouts to capital improvements to ground-up development.

What was your greatest professional accomplishment in the past 36 months?

Located in Teaneck, NJ, the 670,000-square-foot Glenpointe campus has long been defined by an unparalleled amenity package. Further enhancing the campus, Schleer oversaw the complete transformation of its dining amenity with the construction of The Marketplace, An Urban Eatery, in 2022. Schleer also oversaw the complete reinvention of the public areas and the back-of-house commercial kitchen. He ensured the project met the quality of build that the company is known for while also keeping the project on budget and on time in an environment where materials were suffering tremendous lead times.

What was the impact of this project? In today's challenging office environment, visionary and creative capital improvements can make all the difference for owners like Alfred Sanzari Enterprises in attracting and retaining tenants at their properties. Schleer's management of the design and construction of Marketplace, an Urban Eatery, ensures the firm's flagship property will continue to sign leases with top companies in a difficult leasing environment. In addition, the eatery further cements Glenpointe's standing as an important piece of the Teaneck community.

What inspires you to continue in your current profession? My father was in the construction business and I was drawn to the industry from an early age. My greatest inspiration is the Sanzari Family who take great pride in quality of product and providing the highest level of service possible to our clients. The members of the construction team and my colleagues all share these values. We are all a team and strive to provide the best possible experience for our tenants.

INDIVIDUALS



Tammy Smith

Director of Construction
Alban Construction
Newark, Essex County

Primary job function: Smith has long led Alban Construction which focuses on common areas in multifamily buildings and full build outs of office space across NJ and NYC.

What was your greatest professional accomplishment in the past 36 months?

Alban has completed hundreds of projects over the last three years, but the biggest achievement is Tammy's ability to start giving back to the industry and community. Alban has a wonderful channel of referrals so Smith finally has the time to start mentoring young professionals both in and out of the company. She has been appointed to various boards that work with abused or neglected animals and enjoys the leadership positions within nonprofits.

What was the impact of this project? The ability to start giving back is what gives us a conscious and enables the next generation of professionals to start with a better understanding than the current one. Smith's role in Equine Advocates brought in the most money in Gala history and her work will continue with neglected equines. Mentoring young women in a male dominated profession adds to the diversity of the industry.

Who has been your most influential role model? My very first boss in property management. He allowed me to make mistakes and try my own thing. He was there for guidance, if I asked, but he let me explore new solutions, even if they weren't correct. He allowed me to step out of the boundaries of the corporate world to find my own way. Without him, I don't think I would have the knowledge base I have now. I know the right way and the wrong way and the out-of-the-box way, because I was permitted to explore them all.

What was the best business advice you ever received? If I ever wanted to be a good manager, I had to be able to let go and let someone else do it.

INDIVIDUALS



Christopher Todd

Partner & Executive VP
NAI James E. Hanson
Teterboro, Bergen County

Primary job function: Todd delivers trusted commercial real estate services backed by superior local market knowledge to a diverse range of businesses and investors with real estate goals in the northern New Jersey market. On the leasing side, he handles over 3,000,000 square feet of space in northern New Jersey and actively helps companies find real estate solutions on the tenant-representation side.

What was your greatest professional accomplishment in the past 36 months?

My greatest accomplishment would be the sale of 7777 West Side Avenue in North Bergen for Terreno to BRAM Auto. We sold the building to Terreno in 2017 with the plan being to hold on to this asset. As the world turned in the middle of 2022, the strategy changed and a fixed rate renewal that the tenant was sure to execute caused us to explore our options. The ability to stay nimble and adapt to market conditions was crucial here. For me, as someone who started in 2013, I've only seen the market increase for about eight years. This was the first time a different strategy was required and we were proud of the execution.

What was the impact of this project? The impact was to show Terreno and the rest of the institutional investment world that we can assist them as their goals and needs change. The world is changing fast and will likely continue to be volatile. We are happy to use the information that is at hand at that specific moment to help make the best decision possible. Although this may not impact the greater community, the ability to have large companies investing institutional capital into these towns does positively impact everyone around.

What do you know now that you wish you'd known earlier in your career? Talk to everyone you can in the market. Everyone has their own unique perspective based on their day-to-day business. The more people you talk to, the more you will genuinely learn the market.

INDIVIDUALS



Ken Uranowitz

President
Gebroe-Hammer Associates
Livingston, Essex County

Primary job function: Uranowitz is responsible for overseeing Gebroe-Hammer's team of brokerage professionals, talented support staff, the firm's industry-unique mentoring program and overall business and expansion strategy. He also is involved in day-to-day transactional work on behalf of long-term clients.

What was your greatest professional accomplishment in the past 36 months?


Known for his trustworthiness, agility and decades-long experience in an industry where there can be a high degree of uncertainty, Uranowitz stands out for being the steward of Gebroe-Hammer's rise from a NJ-centric boutique firm to a national leader in the multifamily niche. Uranowitz is deeply involved in transactional work and guiding a new generation of multifamily investment brokers in the art of building client relationships and structuring multifamily transactions.

What was the impact of this project? The expansion of Gebroe-Hammer Associates' presence and transaction activity beyond New Jersey also fueled an expansion of the firm's client base, which now includes private equity funds and institutional investors, as well as private family offices and private individuals. Responding to the needs of a diverse investor pool has also presented new opportunities for aspiring brokerage professionals. Under Uranowitz's guidance, Gebroe-Hammer is fortifying its talent pool with a focus on Northern and Central New Jersey.

What inspires you to continue in your current profession? I have never met an economic or professional headwind that prompted me to consider a career beyond the real estate brokerage business. In fact, the economic lows of the 1980s, 1990s and the Great Recession of 2007/2008, as well as a once-in-a-lifetime pandemic and historic interest-rate hikes over the past 18 months, fuel my determination to take the essence of what we have at Gebroe-Hammer Associates — what has worked for almost five decades — and make it better today — for tomorrow.



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