



4th Annual President's Awards

Special Edition Newsletter

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NJ-NAIOP
President's
Awards
2008



"All NJ-NAIOP members benefit from the incredible amount of time and expertise contributed by our volunteers."

- Allen Magrini, NJ-NAIOP President

"Life's most persistent and urgent question is 'What are you doing for others?'"

- Rev. Martin Luther King

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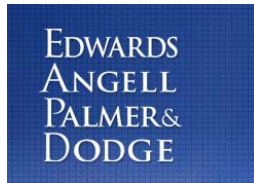
Fourth Annual President's Awards Dinner To Be Held Monday, November 3 At The Palace At Somerset Park

On Monday, November 3, NJ-NAIOP will honor our most dedicated volunteers at the Fourth Annual President's Awards Dinner at the Palace at Somerset Park in Somerset, New Jersey. Richard Marchisio of Grubb & Ellis, Vice President Associate Affairs, will serve as emcee for this very special evening. The event will begin at 4:30 PM with a networking cocktail reception. Our dinner speaker will be former New Jersey Devils Left Wing Rob Skrlac. The evening will conclude with a cordials bar hosted by Jim Petrucci of J. G. Petrucci Co., Inc.

The President's Awards program was created in 2005 to honor those who consistently go the extra mile in service to the association. This year, ten members will receive the President's Award in honor of their exemplary service. The criteria for the President's Awards are:

- Length of service to the Chapter.
- Contributions to the committee in accomplishing its objectives.
- Contributions to achieving the goals of the Chapter.
- Efforts "above and beyond" expectations.

All NJ-NAIOP members are encouraged to join us in honoring all of those who give so much to our association and our industry. Registration is \$145 per member or employee of a member firm, and \$195 per non-member. Online registration is available at www.njnaiop.org. **NJ-NAIOP thanks the following sponsors for their generous support of this event:**



Sponsorships and Tables Available

President's Awards Dinner Sponsorships are available for \$2,000 each. Sponsors receive two complimentary registrations for the event, a tabletop for a display/materials, listing in all promotional materials, listing on website home page and logo displayed in PowerPoint presentation during the awards dinner. A special Honoree Table Sponsorship, available for \$2,500, includes six registrations. Please call Bonnie Sovinee (732-729-9900) for more information.

Meet The 2008 Honorees



**David Eareckson, LGA Engineering
Regulatory Affairs Committee**

Selected by Co-Chairs Jorge Berkowitz and Clark Machermer

Dave Eareckson is Chief Operating Office and Director of Engineering with LGA Engineering. He manages the engineering operations and coordinates support to the surveying, planning and environmental staffs at the multiple divisions of the Birdsall Services Group. He has multiple responsibilities for project performance for a wide variety of public and private sector clients.

Dave has consistently been a “go to” member of the Regulatory Affairs Committee since 2005. He takes a great deal of time to review rule proposals and assist with the preparation of comments. He has also been a member of the Community Action Committee.

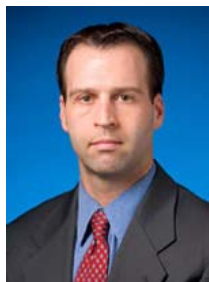


**David Gibbons, Seagis Property Group, LP
Membership Committee**

Selected by Co-Chairs Ed Russo and Seena Stein

David Gibbons is a partner with Seagis Property Group, a commercial real estate company Board focused on acquiring, building, and holding warehouses as investment properties in New Jersey, Pennsylvania, and Florida. Dave oversees the company’s New Jersey portfolio of approximately 1.8 million square feet, as well as its ground-up development in Pennsylvania. Prior to joining Seagis, he worked at Elberon Development Co. and its affiliates where he was responsible for leasing, acquisitions, construction and legal matters.

Dave is a strong supporter of our membership recruitment and retention efforts, and has been very involved in establishing our Developing Leaders program. He is also a member of the Board of Trustees and has served on the Legislative Committee.



**Evan Glanz, E Glanz Associates
Legislative Committee**

Selected by Co-Chairs David Gordon and Jeffrey Schotz

Evan S. Glanz is President and Founder of E Glanz Associates, a new venture providing general counsel consulting and legal services for real estate development and construction companies. Prior to starting his own company, Evan was general counsel for J.G. Petrucci and worked for two prominent law firms, Gibbons, PC and WolfBlock. His expertise lies in buying, selling, leasing and financing commercial real estate, and counseling clients with regard to entity formation and joint venture structuring.

Evan has been a member of the Legislative Committee since 2005. He provides well-thought-out input at meetings, and is a valuable resource in doing post-meeting reviews of bills in greater depth and sharing his analyses.



**Anastasia Harrison, WESKetch Architecture
Gala Committee**

Selected by Co-Chairs Jim Petrucci and Gretchen Wilcox

As an Associate and Director of Business Development for WESKetch Architecture + Interiors, Inc., Anastasia’s work touches on every major aspect of the firm, from sustainability issues, marketing and public relations, business development, client sales and the firm’s seeking out many of the numerous awards. As the first licensed architect in New Jersey to earn an Indoor Air Quality Certification, she is very active in the firm’s green initiatives in design development, interior design and whole project stewardship.

Anastasia is also the “architect” of our first-ever Design Competition for the Gala Journal cover. A member of the Gala Committee since 2007, she brings great enthusiasm and creativity to the table.



**David Houston, Colliers Houston & Company
Iron Man Award**

Selected by NJ-NAIOP President Allen Magrini

Joining Colliers Houston & Co. in 1972, David T. Houston, Jr. became President in 1978. As a broker and consultant, Mr. Houston has served some of the largest corporations and developers in the United States.

From the Board of Trustees to the Community Action Committee, Dave has given his time and expertise to the benefit of NJ-NAIOP and his fellow members for close to thirty years. He is a member of the Board of Trustees, former Treasurer, has co-chaired the Community Action Project Committee, and has served on DPAC, the Deal of the Year Task Force, the Mentoring Program and the Brownfields & Community Revitalization Task Force.



**Alex Muravsky, First Industrial Realty Trust
Golf Committee**

Selected by Co-Chairs Mark Hurwitz and Doug Janacek

Alex is a Senior Acquisitions Analyst with First Industrial’s East Region. He is responsible for all of the company’s underwriting throughout New Jersey, the I-81 corridor and Harrisburg, Pennsylvania. He analyzes acquisitions, development, redevelopment, adaptive re-use, tenanting and sales. Prior to joining First Industrial, he worked for Rosen Associates and Moody’s Investor’s Services.

Every committee needs an Alex: he is always the first to volunteer to contact potential sponsors or whatever needs doing. He also serves on the Education Committee and the Programs & Sponsorship Committee, and was a member of the Emerging Leaders Network.



Ron Nowak, Maser Consulting, PA
Community Action Project Committee

Selected by Co-Chairs Rick Lechtman and Maria Moloney

Ron Nowak is the Director of Business Development at Maser Consulting P.A., a multidisciplinary engineering firm. He earned his B.S. in Management Science at Kean University. Ron is responsible for all aspects of the Business Development representatives as well as managing all political and governmental affairs including external lobbyists and consultants. As the director of Business Development, he acquires new business while maintaining the firm's existing clients. He is also a qualified liaison for partnering firms, and strategically participates in political endeavors and private business relationships.

Ron is a long-time member of the Community Action Committee who can always be counted on to lead the assembly teams. Last fall, he truly came to our rescue by rallying Maser's resources to simplify the Irvington project design and arranging for landscape materials when our first arrangement fell through at the last minute.



Steve Pruzinsky, All Jersey Painting
Programs and Sponsorship Committee

Selected by Co-Chairs Jamie Block and Richard Marchisio

Steve Pruzinsky's exposure to the painting industry came at an early age, as he was born into the business. He worked for his father, who was a house painter, but it wasn't long before Steve knew he wanted to expand the business. Today, Steve is the president of All Jersey Painting. The company services office buildings, shopping malls, warehouses, hotels, factories, and department stores. In addition to painting, All Jersey provides power washing, installation of wall covering, and the coating and polishing of concrete floors. Don't let the name fool you: All Jersey also works out of state and has completed projects all along the east coast, from Massachusetts to Virginia.

One of the committee's most dedicated members, Steve is a great contributor to the event planning process. He is a regular presence at NJ-NAIOP programs, always making sure that members are receiving value for investing their time and money.



Lydia Stefanowicz, Edwards Angell Palmer & Dodge
Public Relations Committee

Selected by Co-Chairs Michael Seeve and Mark Devaney

Lydia is a partner in the Real Estate Department at Edwards Angell Palmer & Dodge LLP, a Global 100 law firm. She concentrates her practice in the areas of real estate finance, commercial lending and business law. She has extensive experience in structuring, negotiating and documenting commercial loan transactions and other credit accommodations, as well as debt restructurings and workouts, and in a wide variety of other commercial transactions.

Lydia brings excellent insights and instincts to the Public Relations Committee. She's always quick to respond to a request for help, participated in outreach to legislators in support of our

recent policy initiatives, and does a great job spreading the word about NJ-NAIOP. She also serves on the Gala Committee and was part of the Emerging Leaders Network.



**Richard Vanderbeck, First Industrial Realty Trust, Inc.
Education Committee**

Selected by Co-Chairs Tim Comerford and John Muscarelle

Richard Vanderbeck is a twenty-year veteran of the New Jersey real estate market. As Director of Marketing and Leasing with First Industrial Realty Trust, he is responsible for a portfolio of approximately 3 million square feet.

Additionally, Rick is responsible for growing the First Industrial Realty Trust, Inc. footprint in New Jersey. Previously, he was employed by Federal Business Centers where he was involved in acquisitions, leasing and development. Rick is an adjunct professor of Real Estate at New York University.

Rick is truly an “idea man” who thinks outside the box and is always presenting opportunities for NJ-NAIOP to partner with other organizations. He is a great resource for finding just the right speaker.



**Teamwork: Dinner To Feature Former
Devils Player Rob Skrlac**

Rob Skrlac is in his fourth year as a member of the New Jersey Devils Alumni Association after spending nine seasons in the Devils organization. He is an active participant in the organization’s various initiatives including the School Assembly program, *Read Across America*, hospital visits, alumni charity ice hockey games, and the *Street Devils™* street hockey program.

Rob signed his first professional contract with the Devils in 1997 and played his first NHL game on December 13, 2003 against the Philadelphia Flyers. He appeared in eight games for the Devils scoring his first NHL goal on December 18, 2003 vs. the Atlanta Thrashers, and played in over 300 games for the

Devils’ American Hockey League affiliate, the Albany River Rats. Skrlac retired as Albany’s all-time leader in penalty minutes with 1,197.

At the President’s Awards Dinner, Rob will discuss the importance of teamwork and share stories from his professional hockey career.

President's Awards: Previous Honorees



November 2007: Former NY Giant Joe Morris (top row left) and President's Award recipients Caryl Bixon-Gordon, Andrew Robins, Douglas Kelly, Jeffrey Schotz, Chantal Kullman, George Sowa, Craig Zimmermann, Patrick Eichner, Seena Stein, Russell Tepper and Kevin Moore.

2005

Diana Fainberg, Diana E. Fainberg, Inc.
Legislative Committee

Jack Fersko, Farer Fersko, A Professional Association
Education Committee

William Freeman, NJ Department of Corrections
Public Partner Award

Karen Halo, Builder Revenue/US Title Agency LLC
Membership Committee

Geoffrey Lanza, Paulas Sokolowski & Sartor
Gala Committee

Don Richardson, BEM Systems
Regulatory Affairs Committee

Walter Schwabe, LandAmerica Commercial Services
Community Action Committee

Christophe Terlizzi, Citizen's Bank
Program Committee

Robert Wilson, Wilson Associates
Golf Committee

2006

Jerry Barta, Alfred Sanzari Enterprises
Programs and Sponsorship Committee

Timothy Comerford, Public Service Electric & Gas
Company
Education Committee

Anthony DiLodovico, Schoor DePalma
Regulatory Affairs Committee

David Gordon, Wilentz Goldman & Spitzer
Legislative Committee

Michael Hunton, Langan Engineering and
Environmental Services
Community Action Committee

Douglas Janacek, Gibbons
Golf Committee

Maria Russo, Print Tech LLC
Gala Committee

Martha Thill, Chicago Title Insurance Company
Membership Committee

2007

Caryl Bixon-Gordon, Caryl Communications
Public Relations Committee

Patrick Eichner, The Walsh Companies LLC
Iron Man Award

Douglas Kelly, Douglas J. Kelly Associates
Education Committee

Chantal Kullman, The Conti Group
Emerging Leaders Network Committee

Kevin Moore, Sills Cummis Epstein & Gross P.C.
Legislative Committee

Andrew Robins, Giordano, Halleran & Ciesla, P.C.
Regulatory Affairs Committee

Jeffrey Schotz, GVA Williams
Golf Committee

George Sowa, Brandywine Realty Trust
Programs and Sponsorship Committee

Seena Stein, Newmark Knight Frank
Membership Committee

Russell Tepper, Matrix Development Group
Community Action Project Committee

Craig Zimmermann, Paulus Sokolowski & Sartor
Gala Committee

Note: Company name or affiliation may have changed since the award was presented.

Upcoming Events

November 3: **Fourth Annual President's Awards Dinner**
4:30 PM, The Palace at Somerset Park

November 5: **New Members Breakfast**, NJ Carpenter Contractor Trust, Edison.
Registration begins at 8:00, third floor.

December 3: **Seminar: Tenant/Landlord Cooperation in Trying Times**
Details coming soon.

Sponsorships are available for most of these events. Please contact Bonnie Sovinee at 732-729-9900.

Committee Meetings

October 28: **Education Committee**, 8:30 AM, PSE&G, Newark

October 29: **Legislative Committee**, 9:30 AM, NJ-NAIOP Offices

November 9: **Regulatory Affairs Committee**, 9:30 AM, NJ-NAIOP Offices

November 12: **Membership Committee**, 8:00 AM, NJ-NAIOP Offices

Other Events Of Interest

■ **NJ SEED Government Affairs Seminar: October 15, Trenton Marriott**, 8:30 AM through lunch. Business/Labor coalition's annual event will feature panel discussions on the New Jersey Economy and Budget Crisis, and the Energy Master Plan. Awards luncheon will honor Senators Barbara Buono and Kevin O'Toole, and Assemblymen Louis Greenwald and Peter Biondi. To register, please visit www.njseed.org.

■ **development '08: the annual conference for commercial real estate: On October 20-23, 2008**, development '08: the annual meeting for commercial real estate will be held in Las Vegas - a city known for its extraordinary energy and one-of-a-kind landmarks! You'll have the opportunity to tour some of the city's cutting-edge commercial projects and see innovation at its best. For details and registration, visit www.naiop.org.

■ During **development '08**, NJ-NAIOP and Langan Engineering and Environmental Services will host a **dinner for New Jersey members** on Wednesday, October 22. For details and to register, please contact Kathy Iola at 732-729-9900.

■ **"Call to Service" Conference** for the business community at **Monmouth University, Tuesday, October 14.**

A Governor's Executive Order has opened the door to appointed government leadership posts for citizens who want to do more than vote, but lack the time or money to run for public office.

Historically, appointment to top posts on powerful state government boards and commissions was a closed shop. Now, due to the Executive Order, they're open to any citizen who wants to apply. However, like Pay to Play reform, local action to recruit fresh leadership is needed so that waste and mismanagement can be attacked at every level.

At the conference we will reveal the new appointments process and offer ways for you to help New Jersey by recruiting your company's best and brightest for key appointed leadership positions in state and local government. And we will provide how-to information, including our free web-based educational programs that teach the mechanics of securing open government leadership posts.

We now have a new way to bring business expertise to our state's government and economy. It is up to us to take responsibility. Please join us on October 14 or send a representative and learn how your company can be a part of this historical opportunity. **Register online at www.JoinTheCampaign.com.**