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**LEADERS IN REAL ESTATE
CONSTRUCTION
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2022**

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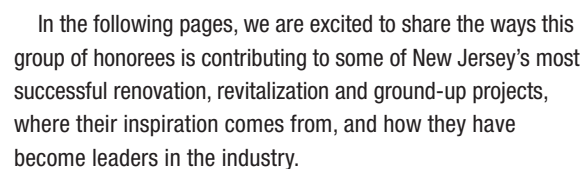
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Welcome to the second annual NJBIZ Leaders in Real Estate, Construction and Design awards publication spotlighting individuals and companies who are changing the commercial real estate landscape of New Jersey through development, design, construction, project management, collaboration, innovation and more.



In addition, these individuals and organizations are creating jobs, building healthy spaces, helping families and companies achieve their dreams, promoting sustainable environments and leading the way toward growth and prosperity for communities throughout New Jersey.

Despite facing numerous challenges over the past few years—from COVID restrictions to worker shortages to global supply chain issues—our honorees prevailed thanks to a passion and drive to deliver inspiring and innovative solutions.

Nominations for individuals and organizations were submitted through an open process, and then evaluated by an independent panel of judges (*see page 4*) to determine the 2022 honorees. In its inaugural year, NJBIZ honored 30 companies and individuals. This year, because of such a strong response to the call for nominations, 50 honorees are being recognized.

I hope you enjoy reading about these dynamic and diverse leaders in real estate, construction and design. Without their knowledge and expertise in navigating the ups and downs of industry trends, New Jersey's commercial real estate landscape would look a bit differently than it currently does today.

Karren L. Johnson
Event Supplement Editor
N.J.B17

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JUDGES



EDWARD ARCARI
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Architects, PC



JOE DIPOMPEO
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Structural Workshop



DAVID GOYNE
Senior Architect
Perkins & Will



**LLOYD A.
ROSENBERG**
President & CEO
DMR Architects



LARRY SAMILOW
Co-Founder &
Managing Director
Verve Group Consulting



MATTHEW WOLFE
Assistant VP
Architecture
Lan Associates

Congratulations Paola Zamudio

Lead Designer + Creative Director of Bell Works

for being named as a
Leader in Real Estate,
Construction, and Design!



**You deserve
it, Paola!**

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Russo Development is proud of our remarkable Architecture & Engineering Team, led by **Douglas G. Bartels, P.E., Executive Vice President – Engineering & Design and **Diogo Santos, P.E., R.A., Senior Vice President – Development**, for being recognized and honored as Leaders in 2022 NJBIZ Leaders In Real Estate, Construction and Design.**

Congratulations to all the honorees!

RussoDevelopment.com ♦ VermellaNJ.com

ORGANIZATIONS

Accurate

Jack Klugmann, President and CEO
Edison, Middlesex County

Company description: Accurate develops multifamily properties, including transit-oriented developments, in urban and suburban locations.

What project is your company most proud of working on? CitiSquare Newark; Accurate will be reshaping the Newark skyline and creating a new transit-oriented neighborhood on the site of the former Newark Bears & Eagles Riverfront Stadium. The new development will ultimately consist of 11 buildings, 4,200 residential units, 100,000 square feet of commercial, office and hospitality space, and up to 3,000 parking spaces in a vibrant new neighborhood designed to be a center of culture and connection, just steps from the Newark Broad Street train station and the Riverfront Stadium light rail station.

What makes your company a leader in the industry? With an impeccable record of delivering timely and professionally executed projects, the Accurate brand has become synonymous with uncompromising quality, integrity and reliability. Accurate has successfully transformed well-located but underutilized sites into modern and thriving residential and commercial uses, turning them into community assets.

How do you recruit, retain and/or motivate your team? Accurate's integrated team of seasoned professionals is a result of our commitment to employing the brightest and best in the industry. Our diverse portfolio of development projects provides wide-ranging opportunities for people to apply their skill sets across the development spectrum. Everyone plays an integral role in building communities and enhancing lives, enjoying professional and personal growth along the way.



ORGANIZATIONS

Advance Realty Investors

Peter J. Coccoziello Sr., Founder and CEO
Bedminster, Somerset County

Company description: Founded in 1979, Advance Realty Investors is a privately-owned real estate development, investment and management company.

What was your company's greatest professional accomplishment in the past 36 months? Through careful planning and resilience, Advance has transformed Ledgewood Commons from a dying retail center originally built in the 1970s into a vibrant 450,000-square-foot open-air retail space home to major retailers, including a Walmart Supercenter. In Paramus, Advance transformed another once-obsolete retail center into a bustling shopping destination. Today, Paramus Crossroads is nearly 100 percent leased by a roster of national companies.

What was the impact of this project? In addition to creating new commercial destinations, the revitalization of Ledgewood Commons and Paramus Crossroads benefit Ledgewood and Paramus and their surrounding regions by bringing an influx of job opportunities representing long-term economic drivers. Advance's unique approaches transformed the under-achieving properties into one-of-a-kind destinations that cater to modern shoppers and conform to the conveniences consumers expect.

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



ORGANIZATIONS

Alpine Residential

William Rosato, Managing Partner
New York/New Jersey

Company description: Alpine Residential is a real estate developer, owner and manager of multifamily properties throughout NJ, CT, NY and FL.

What was your company's greatest professional accomplishment in the past 36 months? Our work in Jersey City. We are the designated developer for several properties in the Bergen Lafayette neighborhood of Jersey City. In that role, we are in the process of developing over 1,000 homes transforming industrial and vacant lots in the neighborhood. Most recently, Alpine was also chosen by The Liberty Science Center as the developer of Scholars Village at SciTech Scity.

What was the impact of this project? The impact of our work in the Bergen Lafayette neighborhood of Jersey City is the resulting revitalization of the neighborhood, including the adaptive reuse of existing structures, new residential construction, new commercial and retail to serve existing and new residents, and new construction of affordable housing units for the neighborhood and Jersey City. At SciTech Scity, Scholars Village will be an important component of Liberty Science Center's "City of Tomorrow," providing housing essential to making SciTech Scity a 24/7 community.

What makes your company a leader in the industry? Alpine Residential has a talented team, with experience in a wide range of sectors such as financial, architecture, engineering, construction and development, which allows the team to look at all of our projects from a variety of perspectives that influence how we develop each of our sites.



ORGANIZATIONS

Benjamin Harvey Co., Inc.

Ben Harvey III, President
Ocean, Monmouth County

Company description: Ben Harvey Co. is an industry leader with over 79 years of experience in providing preconstruction, construction management, and general contracting services.

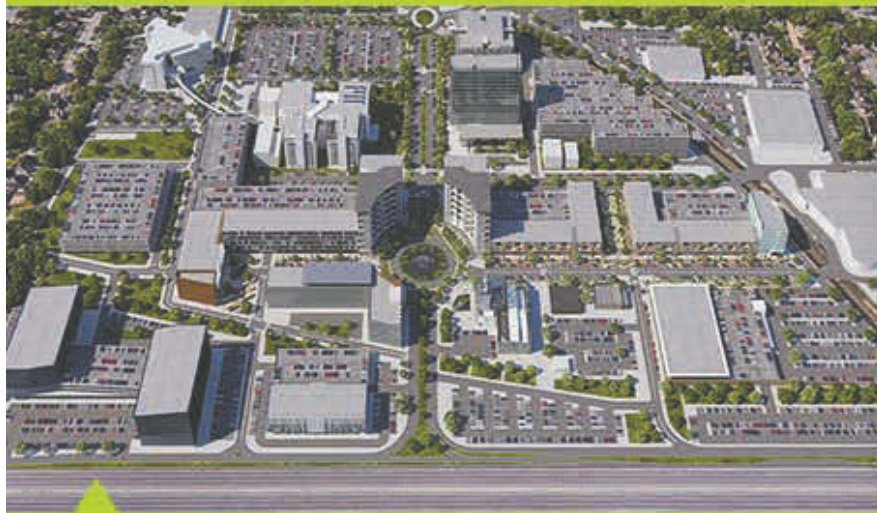
What was your company's greatest professional accomplishment in the past 36 months? This year, Ben Harvey Construction began construction on our second construction project for Interfaith Neighbors, a nonprofit dedicated to the rising homelessness problem in Monmouth County. In 2012, we completed the Interfaith Neighbors Springwood Center, a mixed-use building that includes affordable housing and a permanent home for the Asbury Park Senior Center. In 2022, Ben Harvey Construction joined with Interfaith Neighbors again to build the Atkins Avenue Early Childhood Learning & Care Center.

What was the impact of this project? Serving as the first facility of its kind in the area, the Atkins Avenue Childhood Learning & Care Center will provide safe and affordable educational care to the youngest generation of the community. This will allow parents to attend work, obtain education or care for extended family in need.

What makes your company a leader in the industry? Driven by our guiding principles centered around our employees and clients, Ben Harvey Construction recognizes our work not only touches lives; it also changes them. From hospitals to higher education, auto dealerships to stadiums, schools to religious centers, performing arts venues to retail stores we create and help heal, transport, entertain and energize communities.



Congratulations to the 2022 NJBIZ Leaders in Real Estate, Construction and Design



ON3 | NUTLEY/CLIFTON, NJ



AVENUE & GREEN | WOODBRIDGE, NJ



EDISON LOFTS | WEST ORANGE, NJ



WONDER LOFTS | HOBOKEN, NJ

Prism Capital Partners is an experienced real estate owner/operator with a proven track record of creating value through select real estate investments and developments. Geographically focused in the tri-state region of New Jersey, New York and Connecticut, Prism specializes in identifying, acquiring and creating unique, value-added opportunities in the residential, office, retail and industrial markets. The company invests with institutional and private capital sources that rely on Prism's ability to think "outside of the box," and to identify and realize the highest value potential in real estate endeavors of all sizes.

Since its inception in 2002, Prism has orchestrated the repositioning of an impressive list of properties and projects, building on the combined 80-year wealth of real estate knowledge between its principal partners, Edwin H. Cohen and Eugene R. Diaz.

From acquisition to disposition, zoning and land use issues, demolition, rehabilitation, construction, marketing, leasing, financing and capital structure, Prism's unparalleled stewardship delivers excellence from each project's conception through completion.

Edwin H. Cohen & Eugene R. Diaz – Principal Partners



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310 Kingsland Street | Nutley, NJ 07110

ORGANIZATIONS

Blue Onyx Companies

Levi Kelman, CEO and Founder
Clifton, Passaic County

Company description: Blue Onyx Companies is a fully-integrated developer and property manager delivering transformative residential communities to underserved regions throughout NJ.

What was your company's greatest professional accomplishment in the past 36 months? In 2021, Blue Onyx broke ground on 14 Summit, a vacant building that the firm will be developing into a 78-unit multifamily residential community in East Orange. Building on the success of neighboring 18 Summit, the completion of 14 Summit, an amenity-driven property in a highly commutable and walkable area, will cement the transformation Blue Onyx has pioneered in East Orange.



What was the impact of this project? Blue Onyx's continued success in the industry is a direct result of the firm's strong commitment to communities and its culture of collaboration, teamwork and passion to do right by its stakeholders. With the development of 14 and 18 Summit, Blue Onyx has not only increased the attractiveness of the neighborhood for residents and investors, but has laid the groundwork for future development in an area that has long suffered from disinvestment.

What makes your company a leader in the industry? Blue Onyx transforms tired commercial properties into modern, sought-after office and retail space, responding to employees' demands for a healthier work-life balance through trendsetting amenities, tech-forward collaborative spaces, and optimized transit access. This strategic redevelopment approach has attracted major tenants, such as Morgan Stanley, Zelis, WebMD, and Daiichi Sankyo, among others.

ORGANIZATIONS

CHA Partners

William J. Colgan, Managing Partner
Bloomfield, Essex County

Company description: CHA Partners is a commercial real estate development firm specializing in public-private partnerships and executes health care, mixed-use, residential, redevelopment and adaptive reuse projects.

What was your company's greatest professional accomplishment in the past 36 months? The Totowa Master Redevelopment project represents CHA Partners' innovative, adaptive reuse, and redevelopment of the former North Jersey Developmental Center, a 140-acre campus previously operated by the State of New Jersey for nearly 100 years. The State shuttered the campus in 2012, and through a series of public-private partnership agreements among CHA, the State, and the Borough of Totowa, CHA obtained site control in 2018. In July 2022, CHA celebrated the opening of the Totowa Medical Arts Complex, a new ground-up, 140,475-square-foot medical office building.



What was the impact of this project? The Totowa Health Campus, and Totowa Master Redevelopment overall, offers convenient access to health care services in a seamless and efficient way for both patients and their families.

What makes your company a leader in the industry? CHA's diverse team of professionals has established deep roots in both the health care and real estate industries through its work on the most complex development, redevelopment and adaptive reuse projects in the region. As a community-oriented company, CHA puts the needs of individuals and local neighborhoods first and works to ensure that what we do is truly beneficial to our communities.

ORGANIZATIONS

Blue World Construction Inc.

Dennis Petrocelli, President
Florham Park, Morris County

Company description: Formed in 2012 in response to a need for highly skilled construction expertise on complex sites, Blue World has worked major remediation sites, expanded industrial processing plants, and collectively installed over one million feet of pipelines.



What was your company's greatest professional accomplishment in the past 36 months? Recently our small business's management and field team abilities have expanded to take on simultaneous projects with a monthly revenue goal of \$1 million. Specifically, our NJ team worked on three major developments from summer 2020 to spring 2021. Two Ridgefield, NJ projects and a Maywood, NJ project all required a mix of environmental, geotechnical, structural, dewatering and civil engineering efforts.

What was the impact of this project? These three projects resulted in the redevelopment of approximately 25 acres of environmentally-impacted land at past industrial use sites that are in the vicinity of residential properties in their respective towns. Instead of remaining unusable lots, potentially contaminating surrounding soils and local waterways, each site was remediated and readied for redevelopment.

What makes your company a leader in the industry? Blue World methodology is site-specific and team-oriented, embracing and valuing both experience and new technologies. Integrity is the foundation on which Blue World builds an effective internal team and long-lasting client relationships. We follow honest and transparent business principles in all that we do.

ORGANIZATIONS

DeSimone Construction

Anthony DeSimone, Principle - Project Manager
West Deptford, Gloucester County

Company description: Founded in 1974 by Dennis DeSimone, DeSimone Construction has specialized in custom commercial construction and custom residential homes for nearly 50 years.



What was your company's greatest professional accomplishment in the past 36 months? As we approach 50 years in business, our company goals include expanding our geographic footprint throughout New Jersey, Pennsylvania and Florida. With our growth over the past 36 months, our active project count doubled to an average of 50 projects. We attribute this growth to an expanding customer base, investment in advanced technology, and our ability to capture new markets. Among these new projects was the Rastelli project, which is an example of how we help our clients solve problems.

What was the impact of this project? As an in-demand, international food distributor, Rastelli had a significant need to expand its facilities to support its growth, which included executive office space, additional freezer storage space, research and development kitchens, and a video studio set. We were able to help them achieve these needs from conception to completion.

What makes your company a leader in the industry? What makes DeSimone Construction unique is its attention to detail. DeSimone employs full-time construction specialists who explain all aspects of the construction process and guide clients through the decision-making process. As its tagline states, its designers, planners and master craftsmen pay attention to every detail.

ORGANIZATIONS

DMR Architects

Lloyd A. Rosenberg, President and CEO
Hasbrouck Heights, Bergen County

Company description: Founded in 1991, DMR is a full-service architectural firm with the ability to provide end-to-end service through architecture, master planning, sustainable design, programming, interior design and construction administration.



What was your company's greatest professional accomplishment in the past 36 months? In Ridgefield, DMR provided end-to-end service starting with a feasibility study and included guiding an alternate procurement process, sale and redevelopment selection of the existing borough hall. In Montgomery Township, DMR guided a collaboration between the township, county and the township's residents to create a new municipal building.

What was the impact of this project? In Ridgefield, DMR's work helped the municipality find a new location for its administrative offices and provided plans to replace the old facility that increasingly required costly stop-gap repairs. The new 27,000-square-foot building recently opened to house the borough's administrative offices, municipal/court chamber, and the police and building departments. Montgomery Township's new municipal building now houses municipal administrators, the police department, council chambers and a branch of the Somerset County Library.

What makes your company a leader in the industry? DMR's leadership is prescient about New Jersey's architectural needs, adding new practice areas in anticipation of certain development trends. Having these multi-discipline practice areas under one roof allow DMR to service clients more effectively and efficiently.

ORGANIZATIONS

DPR Construction

Amir Nekoumand, Business Unit Leader
Edison, Middlesex County

Company description: DPR is a global self-performing general contractor/construction manager specializing in technical and sustainable projects in the advanced technology, life science, health care, higher education and commercial core markets.



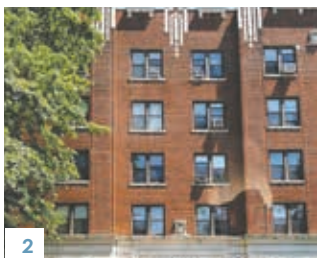
What was your company's greatest professional accomplishment in the past 36 months? Our greatest accomplishment is how our teams are revolutionizing the construction industry by utilizing our four key strategies, which are self-perform, virtual design and construction, data and prefabrication. This can be witnessed through our current work on the 212,000-square-foot Biologics Development Center. Our team set a goal to achieve 80 percent prefabrication and is trending towards that goal. We prefabricated the structural steel system, vertical multi-trade racks, staircases, and interior wall partitions.

What was the impact of this project? Implementing our four key strategies has changed the way our client will build across their global portfolio of projects, while also elevating the construction standards in NJ and across the industry. By investing in our teams, we are creating life-long opportunities for residents of the state. We are also providing career exploration and mentoring to students in high school and college.

What makes your company a leader in the industry? DPR is revolutionizing the construction industry by utilizing four strategies—self-perform, virtual design and construction, data, and prefabrication. We are integral and indispensable to the local communities, making significant impacts on the lives of future generations.



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9



10



Commercial Real Estate Brokerage

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242 Units

2 **Elizabeth, NJ**
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324-Unit Portfolio

3 **Hackensack, NJ**
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4 **Monmouth County, NJ**
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127-Unit Portfolio

5 **Keyport, NJ**
\$29,000,000
132 Units

6 **Bergenfield, NJ**
\$22,500,000
62 Units

7 **Newton NJ**
\$22,500,000
115-Unit Portfolio

8 **Vineland, NJ**
\$18,350,000
130 Units

9 **New Jersey**
\$14,100,000
121 Income-Restricted-Unit

10 **Hoboken, NJ**
\$13,200,000
21 Units

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ORGANIZATIONS

Dresdner Robin

Fred Worstell, President
Jersey City, Hudson County

Company description: Dresdner Robin is a land-use consultancy that provides engineering, planning, environmental, survey and landscape architecture design services across NY, NJ and PA.

What was your company's greatest professional accomplishment in the past 36 months? Dresdner Robin's design for Bayonne's Bayview Campus will transform and revitalize a segment of the Newark Bay Waterfront, located at the foot of the southwestern part of Bayonne. Amenities—all of which are open to the public—include a children's playground, a beach and a waterfront park and walkway which consists of a sloped green space capable of hosting outdoor events. Each portion of the complex offers stores, restaurants and beautiful views of Newark Bay.

What was the impact of this project? Bayonne's Bayview will elevate residents' quality of life by providing new public gathering and recreation spaces and further open up the waterfront for all to enjoy. The project will increase the city's economic activity by attracting new businesses and residents, as well as generating job opportunities. The Bayview was designed with resiliency features, including green infrastructure such as stormwater retention measures.

What makes your company a leader in the industry? Dresdner Robin is focused on providing innovative solutions for planning, design and environmental projects, and has completed hundreds of projects that have reshaped New Jersey. We have created new urban parks, reclaimed landfills and frequently design green-infrastructure projects.



ORGANIZATIONS

Farrell Flynnne

James Keenoy, President
Westfield, Union County

Company description: Farrell Flynnne is an FF&E procurement and project management agency working across asset classes both in NJ and nationally.

What was your company's greatest professional accomplishment in the past 36 months? The first major accomplishment achieved was navigating the supply chain to find alternate suppliers who were still online in order to keep projects on track. We know from client experiences with others that leasing velocity takes a major hit when their amenities are delayed. The second major accomplishment from the past 36 months has been not only keeping projects on track, but achieving revenue growth over 100 percent between 2021-2022, while dealing with the chaos in the market.

What was the impact of this project? If you look at the pace of new building lease up during COVID, especially in NJ, it has been historical. Helping our clients stay on track and outperform their proforma assumptions is key. Our value add is not only in executing our project management scope, but also understanding things such as the financial impact of achieving leasing milestones has on delivering returns developers have promised to their investors.

What makes your company a leader in the industry? What separates FF from other players in the FF&E procurement space is not just that we tend to be the most competitive or the most transparent, it's also that we're the most dedicated. We're as invested in the success of each project as our clients.



ORGANIZATIONS

Gensler

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

Company description: Gensler is a global architecture, design and planning firm with more than 100 team members.

What was your company's greatest professional accomplishment in the past 36 months? As designers, we had a unique role over the last three years during the pandemic that allowed us to see the critical role design can play around issues of wellness, climate action, social equity, and the human experience in our community. For this reason, we invested in research, thought leadership and innovation in these areas. In 2020, we established the Center for Research on Equity and the Built Environment, which supports grants on the topic of black lives and design. Last fall, Gensler Morristown launched "Blueprint," an ongoing program that provides career readiness to selected underrepresented students in the architecture and interior design programs at Hillier College at NJIT and Kean University.

What was the impact of this project? The last three years saw the creation and implementation of several diversity, equity and inclusion initiatives that impact not just Gensler Morristown, but our surrounding community and industry. Not only are we leading the effort for workplace research in the industry, we've made our findings publicly available so New Jersey's companies and others in the industry can benefit from understanding where the future of work is headed.

What makes your company a leader in the industry? We are guided by our mission: to create a better world through the power of design, which has contributed to our growing commercial real estate and business market for the past 30 years.



ORGANIZATIONS

Greek Development

David Greek, Managing Partner
East Brunswick, Middlesex County

Company description: Greek has completed over 27 million square feet of industrial development projects, providing expertise in design, construction, leasing and management of warehouses.

What was your company's greatest professional accomplishment in the past 36 months? One of Greek's most monumental developments is Logan North Industrial Park—a 3.2 million-square-foot, 10-building industrial campus in Logan Township. Greek succeeded in leasing 1.1 million square feet of this project to e-commerce giant Target. Ultimately, Wells Fargo supplied the \$69 million construction loan. Greek then created thousands of jobs and delivered the project both on time and on-budget, before selling the development to Torchlight Investors in September 2021.

What was the impact of this project? Logan North Industrial Park is a prime example of the master-planned, state-of-the-art warehousing product that has remained in high demand across the Eastern Seaboard over the past decade. Even before Target's occupation of the site, the project brought upwards of 2,000 construction workers to the site daily—and today, the property has created more than 4,000 jobs for the region and put Logan Township on the map as a desirable, strategically-located industrial hub.

What makes your company a leader in the industry? Greek has served as a leader, top employer and trusted advisor across the industrial sector for over eight decades. Greek's long-time expertise in the industrial arena has also led to the formation of a third-party construction, design and project management services arm.



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? Hanini Group's greatest professional accomplishment is the renovation of The People's Bank Building. The project included renovating a long-vacant, historic, 12-story office building. Hanini Group facilitated this project into a mixed-use development at 663 Main Avenue, Passaic, that occupies approximately 90,000 square feet of office and retail rental space for the Passaic Board of Education, which is housed on seven floors as the anchor tenant.

What was the impact of this project? This project significantly affected the Passaic community in a positive way, inspiring a domino effect with the investment in Passaic's downtown district. The People's Bank Building is the tallest and most iconic building in Passaic. After sitting vacant for a prolonged period of time, this building has since brought new life into Passaic's downtown sector, in turn becoming a catalyst for increasing economic growth and development throughout the city.

What makes your company a leader in the industry? We believe that the best projects are those that breathe new life into buildings that once were. This way we play a part in preserving local history, reducing our carbon footprint, and inspiring a wave of economic growth that benefits generations to come.



ORGANIZATIONS

HF Planners, LLC

Caroline Shelly, Principal
Branchburg, Somerset County

Company description: HF Planners solves interior design and facility management challenges. From start to finish, the firm brings workspaces to life and supports evolving business needs.

What was your company's greatest professional accomplishment in the past 36 months? Investors Bank, a 44,000-square-foot office finish upgrade including carpet, pantry, boardroom and lobby design. The planning included an overall approach of brand identity and sustainability. This project, which encompassed three floors, was completed during the pandemic where we worked closely with the client and contractors to ensure a healthy site.

What was the impact of this project? All of the finishes selected for the space were intentionally selected based on their environmental impact. The existing carpeting removed from the space was reclaimed by the manufacturer; Patcraft. This resulted in 24,273 pounds of post-consumer carpet being diverted from the waste stream. The new carpet from Patcraft is LEED friendly and considered "Cradle to Cradle" certified. The cork flooring specified in the lobby is a rapidly renewable resource. The aesthetics of the final design balanced the traditional look of the financial institution with a fresh, modern impact.

What makes your company a leader in the industry? With our commitment to excellence and over 20-year track record of success, our clients are prominent and respected corporations with the absolute best on staff—and they choose HF Planners, LLC to take their facility and workplace to the next level.



ORGANIZATIONS

HLW

Kim Sacramone, Principal and Managing Director of New Jersey
Madison, Morris County

Company description: HLW is a full-service design firm that integrates advanced sustainability and wellness best practices into every project, while exemplifying the best in client-focused design thinking.

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

Of the numerous projects led by the HLW New Jersey team, one in particular stands out: the new Kering Americas operations hub located in Wayne. The award-winning delivery for Kering reinforces the luxury group's commitment to sustainability and dedication to fostering a high quality-of-life workplace that promotes wellbeing and individuality. Honoring Kering's French roots, HLW's theme incorporated the sophistication and warmth of European design, balancing the industrial-style building with elements of French style, simple materials and a neutral palette.

What was the impact of this project? Beyond simply its benefit to Kering's employees, the project has had a profound impact on the community of Wayne and has been recognized for both its environmental consciousness and its design excellence. At its core, the Kering Americas operations hub is about community—for the various sub-brands within the space and Kering's global team, as well as for Wayne and beyond.

What makes your company a leader in the industry? Our motto—"Our work tells your story"—speaks to the heart of what sets HLW apart. There is no "one size fits all" approach. We are thoughtful and interactive in the discovery process, which enables our work to wholly embody a client's mission and values and inspire its people.



ORGANIZATIONS

Hoboken Brownstone Company

George Vallone, Founder and President
Bedminster, Somerset County

Company description: Recognized as one of the leading multifamily developers on New Jersey's Gold Coast since its founding in 1980, Hoboken Brownstone Company has earned a reputation for delivering on complex sites all while preserving the history, architecture, and heritage of the surrounding community.

What project is your company most proud of working on?

The redevelopment of the 24-acre Maxwell House Coffee Factory in Hoboken, which included Working with Hoboken's premier open space advocacy group to create 1.8 million square feet of Class A housing, retail and office space and a waterfront park, which was donated to Hoboken complete with funding for 50 years of operating and maintenance.

What makes your company a leader in the industry? HBC believes that quality real estate development means quality community development. We begin each development by first meeting with community stakeholders and once we reach consensus on a balanced benefits package do we apply for approvals. Led by George Vallone, who has 42-years of experience across of all facets of the development cycle, HBC has received national recognition for its sustainable community practices, environmentally conscious design, and revitalization of historic brownfield sites.

How do you recruit/retain/motivate your team? My team is motivated because they take pride to be part of a winning team that focuses on building community amenities as part of each development (like parks and bike paths), that enrich the lives of our neighbors, as well as our residents.



ORGANIZATIONS

Joshua Zinder Architecture + Design (JZA+D)

Joshua Zinder, Managing Partner
Princeton, Mercer County

Company description: Founded in 2006, JZA+D has emerged as a globally-recognized, provider of integrated multidisciplinary services for sustainable, contemporary built environments.

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

We are especially proud of the recent completion of Nelson Glass House, a mixed-use development on a residential block near Princeton's town center. The design preserved an existing commercial building on the site—the former home of fabricators Nelson Glass & Aluminum Co.—to be utilized for a street-level retail or dining amenity, while building three new floors to create housing units.

What was the impact of this project? Nelson Glass House is designed with sensitivity to the neighborhood's residential character, to the environment, and to the Nelson family—who have owned 45 Spring Street for decades—and their neighbors. The new apartments help address a growing demand in the area for sustainable housing options in diverse, walkable neighborhoods. The project demonstrates that through design innovation it is possible to increase density in neighborhoods where residents are sensitive to change, and to activate streets socially, dynamically and economically with appropriate retail or dining amenities.

What makes your company a leader in the industry? JZA+D regularly engages in the local and regional business community, sharing knowledge of emerging trends, advising on local and state regulations, and partnering on multi-stakeholder efforts to promote growth.



ORGANIZATIONS

MINNO & WASKO Architects and Planners

David J. Minno, AIA, PP
Lambertville, Hunterdon County

Company description: MINNO & WASKO is a cutting-edge, regional architectural and planning firm with 95 employees specializing in large mixed-use, sustainable, residential communities with offices in Newark and Lambertville.

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

Citisquare in Newark is a large, mixed-use community of 4,200 dwelling units, and 100,000 square feet of retail space to be developed on the former Newark Bears Stadium site. The high-rise structures will have stunning views of the Manhattan skyline, as well as the Passaic River waterfront. The ground level will be a significant system of parks, outdoor dining and recreational amenities.

What was the impact of this project? With the support of Mayor Ras Baraka, Citisquare will bring hundreds of jobs to Newark, both during and post construction. Citisquare will bring new life to the northern district of the downtown and will once again make Broad Street Station a hub of retail and dining activity. With the addition of acres of parks, a greening of northern Newark will spur other development in the area. By providing indoor and outdoor venues for performances, Citisquare will be supporting the local artist scene.

What makes your company a leader in the industry? MINNO & WASKO has been in business since 1995 and the heart of our firm has been multi-family, mixed-use urban projects with developers as our clients. Over the years, our staff has learned how to navigate the fine line between excellent design and project costs.



ORGANIZATIONS

Onyx Equities

John Saracino Jr. and Jon Schultz,
Co-Founders and Managing Principals
Newark, Essex County

Company description: Onyx Equities is a leading, full-service real estate firm specializing in investment, asset repositioning and ground-up development.

What was your company's greatest professional accomplishment in the past 36 months? Onyx Equities invested \$50 million into Gateway Center in Newark to transform the 2.3 million-square-foot complex from the inside-out, modernizing its three office towers with brand new lobbies, tech-forward meeting spaces with 10-gig fiber connectivity and in-demand amenities. The new two-story glass "Jewel Box" entry will invite the public to a completely revolutionized 100,000-square-foot retail and dining concourse known as "The Junction," which will soon welcome an impressive roster of restaurants.

What was the impact of this project? In Newark, Gateway Center's modern transformation has attracted local, regional and national office and retail tenants including WebMD's parent company Internet Brands; Seton Hall University and its plan to build a student center; All Stars Project, Inc., a charity that connects city youth with the business community; and One Step Ahead, a daycare and learning center.

What makes your company a leader in the industry? Onyx Equities transforms tired commercial properties into modern, sought-after office and retail space, responding to employees' demands for a healthier work-life balance through trendsetting amenities, tech-forward collaborative spaces, and optimized transit access. Across their portfolio, this strategic redevelopment approach has attracted major tenants such Morgan Stanley, Zelis, WebMD, and Daiichi Sankyo among others.



Congratulations to HLW Principal Ed Shim on his NJBIZ Leader in Real Estate, Construction and Design award!

Ed's work on Jersey City Urby, Ellipse Tower, and 235 Grand, among others, earned him the award, which recognizes individuals and organization who are changing the commercial real estate landscape of New Jersey through development, design, construction, project management, and client relations.



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ORGANIZATIONS

Prism Capital Partners

Eugene Diaz and Edwin Cohen, Principals
Nutley, Essex County

Company description: Prism Capital Partners is among NJ's most active developers, specializing in the repurposing of excess corporate facilities and turn-of-the-century industrial buildings, and new ground-up construction.

What was your company's greatest professional accomplishment in the past 36 months? Prism's award-winning ON3 redevelopment (Clifton/Nutley) has transformed a 116-acre, former single-user complex "gone dark" into a world-class, multi-tenant lifestyle hub integrating office and R&D, educational, recreational, retail, hospitality and wellness facilities. Sustained activity has rebuilt the campus' tenant population: today ON3's 1.45 million square feet of existing office and R&D/lab product is 100 percent occupied by blue-chip organizations.

What was the impact of this project? ON3's expansive economic benefits include thousands of jobs created. It serves as a prime example of transformational land use and creative visioning in redevelopment. Ultimately, Prism is revitalizing this last-generation, underutilized suburban campus into a benchmark in New Urbanism—creating long-term, sustainable value.

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



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ORGANIZATIONS

Rotwein+Blake

Lance Blake, President
Livingston, Essex County

Company description: Rotwein+Blake delivers architectural planning and interior design solutions for various market sectors, including commercial/corporate, health care, religious/educational institutions, retail, mixed-use residential, hospitality and adaptive re-use projects.



What was your company's greatest professional accomplishment in the past 36 months? We have worked closely with developer, Denholtz Properties on the design of several new residential mixed-use developments as part of a multi-million-dollar initiative to reactivate Red Bank's resurging west side. The Rail at Red Bank Station was among the first to break ground and become the major catalyst in creating the context for the growth of Red Bank's now young and vibrant west side district.

What was the impact of this project? The 1.25-acre site, formerly home to two vacant restaurants and parking lot, is now attracting a demographic of young talented professionals looking to be in what is today considered one of Red Bank's most desirable communities. The success of The Rail has had a huge impact in transforming the district's west side and anchoring the area for future developments.

What makes your company a leader in the industry? Our clients respect what we bring to the table. They engage us because of our practicality to design a project that will not only stand the test of time but earn the returns they or their investors are seeking. Our designs go beyond just architecture. We create environments that add value, build a sense of community and encourage future development.

ORGANIZATIONS

Skanska USA

Todd Lofgren, EVP, General Manager
Parsippany, Morris County

Company description: Skanska is a world leading project development and construction group with more than 30 offices nationwide.

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

Being that health care construction ultimately touches the lives of every individual in a community, Skanska sees their work with Inspira Health as one of its greatest professional accomplishments. In 2020, Skanska, Array Architects, and Leach Wallace Associates, completed construction of a \$230 million, five story, 466,000-square-foot hospital on Inspira's Mullica Hill Campus to replace its Woodbury Facility. In 2020, Skanska also completed the Leading-Edge Cancer Center on the Mullica Hill Campus.

What was the impact of this project? The Inspira Medical Center at Mullica Hill was built with the needs of Gloucester County residents in mind. At the time of completion, the center stood as the first hospital to open in the county in 45 years. Through Skanska's work at the Mullica Hill Campus, Inspira Health is now better equipped to provide the highest quality care for their patients, and residents of Gloucester County and beyond, and have a high-class facility where they can receive the care they need and deserve.

What makes your company a leader in the industry? For two years in a row, Skanska has made it to Fortune magazine's global annual "Change the World" list, acknowledging 53 companies that have had a positive social impact. Skanska is proud to be the only construction company with operations in the US listed.

SKANSKA

ORGANIZATIONS

Solar Landscape

Shaun Keegan, CEO
Asbury Park, Monmouth County

Company description: Solar Landscape is a leading owner/operator of community solar and solar energy solutions.



What was your company's greatest professional accomplishment in the past 36 months? Solar Landscape owns and operates the nation's largest clean energy portfolio serving low- and moderate-income households, thanks to New Jersey's community solar program. As part of the program, Solar Landscape installs solar panels on large commercial warehouses and the energy generated is distributed to nearby homes. The program connects the dots between large warehouse owners, lowered greenhouse gas pollutants, and a way to provide solar energy to disadvantaged communities.

What was the impact of this project? Through Solar Landscape's community solar projects, more than 11,000 New Jersey households will have access to solar energy at a guaranteed discount without installing panels on their home. And more than half of that energy will be provided to low- and moderate-income families, advancing the goals of clean energy equity and accelerating the nation's clean energy transition.

What makes your company a leader in the industry? Thanks to New Jersey's community solar program, Solar Landscape is a national leader in community solar. The company now owns and operates the nation's largest clean energy portfolio specifically designated for low- and moderate-income households. Upon completion of all its projects, the company's 54-site, 100-megawatt community solar portfolio will power more than 11,000 homes.

ORGANIZATIONS

SOSH Architects

Thomas J. Sykes, Founding Principal
Atlantic City, Atlantic County

Company description: As an architecture, interior design and master planning firm, SOSH Architects specializes in the fields of hospitality, education, civic, commercial, and residential architecture.

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

Like most companies, SOSH felt the impact of the global COVID pandemic in early 2020. One of our firm's greatest achievements during that time was our ability to quickly adapt to an entirely new work environment. Our staff remained steadfast in providing our clients high-quality services for various projects, including one of our largest commissions completed in the last 36 months—OceanFirst Bank Headquarters, a six-story, 80,000-square-foot office building in Toms River.

What was the impact of this project? The OceanFirst Bank Headquarters, which was part of a phased renovation and expansion project, was designed to accommodate and connect a multi-generational workforce. It was important for the client to create a community feel amongst its staff and accommodate employees with an option of workspaces conducive to how they work best. The new building, which opened its doors in 2021, holds about 300 employees with room to expand.

What makes your company a leader in the industry? SOSH has cultivated a solid reputation for consistently delivering inspiring and innovative design solutions. Our team of talented design professionals repeatedly set standards for new design trends and explore new approaches when faced with project challenges to ensure a successful end result that aligns with the client's vision and goals.



ORGANIZATIONS

Stout & Caldwell Engineers, LLC

Daniel J. Caldwell, Principal
Cinnaminson, Burlington County

Company description: Stout & Caldwell is a multi-disciplinary civil engineering company specializing in commercial land development, surveying and environmental projects.

What was your company's greatest professional accomplishment in the past 36 months? Stout & Caldwell is currently working with Logistics Property Company, LLC in the development of a 1.2-million-square-foot distribution warehouse—LPC Taylors Lane—marking the largest project to date for Stout & Caldwell, which was founded in 2004. The scope encompasses conceptual and major site plans and comprehensive surveying. Once completed, the LPC site will have 1,092 parking spaces, 60 bays and 218 trailer spaces, which is expandable.

What was the impact of this project? LPC Taylors Lane makes use of vacant land and its redevelopment will create an economic boost to the township and surrounding area. Specifically, the large distribution warehouse will bring a great number of jobs, and due to its location just off the heavily traveled US Route 130 and expansive parking, the employment opportunities will extend beyond Cinnaminson and the local community. LPC Taylors Lane will also provide an influx of tax dollars with the utilization of land that has been dormant for years.

What makes your company a leader in the industry? We believe that our differentiator is our ability to communicate with honest, clear goals and objectives for our clients' projects. Sometimes, the news isn't what they want to hear but we believe they genuinely appreciate our open, honest response to sometimes tough questions.



ORGANIZATIONS

T&M Associates

Gary Dahms, President and CEO
Middletown, Monmouth County

Company description: T&M Associates is a leading national consulting, engineering, environmental and technical services firm delivering proven results to public and private clients for 56 years.

What was your company's greatest professional accomplishment in the past 36 months? Our 27-year relationship with Boston Properties has included continuous work on the notable Carnegie Center Development, a mixed-use site with Class A office space, laboratory, corporate suites, restaurants and hotels. T&M takes a multi-layered approach in the project services performed at Carnegie Center, which included the design of four solar projects and a road ramp that modernized the campus and real estate development on Route 1.

What was the impact of this project? Envisioned nearly 30 years ago, the Carnegie Center has been built out over decades, enhancing property values and increased municipal revenue with class A office space and commercial buildings, outdoor community space, walkability and public greenways, bicycle connectivity, EV charging stations, solar arrays and nine wet ponds. Its impact has been felt throughout the region and resulted in significant economic and community benefits.

What makes your company a leader in the industry? T&M Associates continues to be a leader in the industry with doubled profitability and \$65 million-plus in annual revenue. Our award-winning Site Development Team offers clients an array of engineering services to ensure projects are well-planned and executed from site feasibility through design and construction.



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ORGANIZATIONS

TeamPAR, Inc.

Karen Rossilli-Kiefer, President
Flanders, Morris County

Company description: TeamPAR is comprised of two divisions, PARflooring and PARsolutions, that solve problems through cost controlled interior design services that improve clients' environments.



What was your company's greatest professional accomplishment in the past 36 months? TeamPAR was hired to transform the Lakeland Hills YMCA Welcome Center on a tight budget without increasing the building's footprint.

This project was challenging to keep the essence of our design while crunching numbers and value-engineering each and every component to add value without compromise as we lived within the fundraising capabilities. From wayfinding, space planning and a fresh color palette we helped the YMCA create a space that will enable their patrons to come together as a community.

What was the impact of this project? If there's anything we like more than designing beautiful and functional spaces, it's doing it for inspiring people doing incredible things. The space was dedicated in memory of longtime volunteer, Kris Joganow, and outstanding decades of achievements hard won by Coach Kira Cruz and the LHY Swim Team. This renovation has enabled clubs and community members to come together at the YMCA, and the inclusion of a coffee bar offers a revenue stream.

What makes your company a leader in the industry? TeamPAR uses a team-driven approach to get the job done on time and on budget. With a passion for affecting change, their superpower is their ability to listen. As value engineering experts, their clients rely on them to work a budget backwards, creating innovative spaces.

ORGANIZATIONS

The Kislak Company, Inc.

Robert Holland and Jason Pucci, President and CEO
Woodbridge Township, Middlesex County

Company description: Kislak is a commercial real estate broker specializing in the sale of multifamily and other investment properties and sale and leasing of commercial properties.



What was your company's greatest professional accomplishment in the past 36 months? Our greatest professional accomplishment during the past 36 months is surviving and eventually thriving through the COVID-19 pandemic and shutdown. During that time, we transitioned to primarily remote operations while still productively and effectively serving our clients. Since then, we achieved 26 consecutive months of profitability while avoiding any employee layoffs.

What was the impact of this project? The foregoing enabled Kislak's salespeople, employees and clients, to a certain extent, thrive during a challenging time. The Kislak Family Foundation (KFF) also continued its support of leadership and innovation in education, arts and humanities, animal welfare environmental preservation. In 2021, KFF provided a \$50,000 grant to Habitat for Humanity of Greater Newark and continued its longstanding support of the Kislak Real Estate Institute at Monmouth University with pledges of \$1 million in scholarships and \$100,000 in academic programming support for students studying real estate.

What makes your company a leader in the industry? As an industry leader, we have always focused on dedication to client needs and the superior performance and high standards of our sales team. During the last 10 years alone, we closed more than 1,600 transactions valued at over \$6 billion.

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ORGANIZATIONS

ThinkForm Design Architect LLC

Russell A. DiNardo, President and Founder
Hopewell, Mercer County

Company description: ThinkForm Architects is a Service-Disabled Veteran-Owned architecture and design firm specializing in "total environments."



What was your company's greatest professional accomplishment in the past 36 months? ThinkForm takes great pride in delivering uninterrupted services throughout the pandemic to the Veterans Affairs Medical Center in East Orange. Providing architecture and interior design services for several projects at the facility—the Radiology Department, the 12B Mental Health Facility, pharmacy renovations—ThinkForm has been instrumental in realizing essential, patient-centered health care spaces for New Jersey veterans.

What was the impact of this project? During the pandemic, especially, mental health care became an essential service; working on projects like the Mental Health Unit renovation has allowed ThinkForm to contribute to the active recovery and healing journey for so many individuals and families in New Jersey and beyond. Our design addresses concerns related to patient-centered care, with the most recovery-oriented approach in the least restrictive setting. With intentional and thoughtful design, ThinkForm creates spaces that promote health, wellness and healing for all end-users.

What makes your company a leader in the industry? ThinkForm Architects has demonstrated itself as a leader in the field through our participation in industry and community events, as well as recognition for our professional achievements. As a Service-Disabled Veteran-Owned Business, ThinkForm is consistently engaging with and working on behalf of the veteran community in New Jersey and beyond.

ORGANIZATIONS

Topology

Philip Abramson, Principal and CEO
Newark, Essex County

Company description: Topology is about people-centered planning, project management, and development strategy.

What was your company's greatest professional accomplishment in the past 36 months? Management of the planning and design for M Station has been our most significant project in the past three years. In addition to development of cutting-edge office structures, the redevelopment project also involved major improvements to nearby roadways that solved legacy issues for the town of Morristown, including the addition of a roundabout. On behalf of the municipality, Topology provided both professional planning and project management from project inception through site plan approval.

What was the impact of this project? M Station transformed an underutilized suburban-style strip mall, adjacent to Morristown's train station, into a mixed-use office complex that, over the next 30 years, is expected to generate millions in direct municipal revenues. Indirectly, M Station will benefit the entire Morristown community through patronage of local businesses, strengthening of the local housing market, and the presence of new corporate stakeholders, like Deloitte.

What makes your company a leader in the industry? At our core, we are about people-centered planning and development, working directly with the community to deliver on local vision. From town halls, to outreach events, to canvassing neighborhoods, you'll find Topology staff partnering with developers, local decisionmakers, and residents to get great projects done.



ORGANIZATIONS

Woodmont Properties

Eric Witmond, CEO
Fairfield, Essex County

Company description: Woodmont Properties is a leading developer of residential communities, office buildings, retail centers, industrial properties, and recreational facilities.

What was your company's greatest professional accomplishment in the past 36 months? Among the company's most significant accomplishments is The Shops at Woodmont Metro in Metuchen and Neighboring Woodmont Metro at Metuchen Station, a 273-unit apartment complex. All 11,000 square feet of space at The Shops are fully leased, and bring a variety of eateries and entertainment to the downtown area along with economic stimulation.

What was the impact of this project? Woodmont is committed to creating exceptional spaces for people to live, work, shop and play. Woodmont's activity in Metuchen is and has been a critical component of the revitalization of this historic area, bringing new vibrancy and cementing Metuchen's status as a coveted downtown. The full occupancy of The Shops at Woodmont Metro further strengthens the town's commercial district and provide a year-round destination and retail environment.

What makes your company a leader in the industry? For 60 years, Woodmont Properties has contributed to New Jersey's real estate marketplace by developing properties in suburban communities, town centers and cities. Woodmont's success is derived from a unique blend of innovation, integrity, the selection of superior locations and quality design. Whether commercial or multifamily projects, Woodmont's contributions are thoughtfully crafted to benefit communities in their entirety.



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INDIVIDUALS



Andrea Borrelli

Corporate Managing Director,
Workplace Strategy & Project
Management
Savills
Rutherford, Bergen County

Primary job function: At Savills, Borrelli complements the brokerage teams with project management expertise to provide clients with a full-service tenant representation package—from the space search and lease negotiation through design, construction and occupancy.

What was your greatest professional accomplishment in the past 36 months? Over the past 36 months, Borrelli's greatest professional accomplishment was her direct involvement with Eisai and the buildout of its 15-story, 300,000-square-foot North American headquarters at 200 Metro Boulevard, and within the much-publicized ON3 campus in Nutley.

What was the impact of this project? Borrelli's role in project managing the construction and procurement process for Eisai's headquarters, allowed the company to accomplish one of its main goals as it related to its buildout: to hire companies and contractors that embraced diversity, equity and inclusion.

What was the best business advice you received? A colleague a number of years ago suggested that casting your net wide may provide a larger network, but being selective and choosing to work with colleagues and clients with high integrity will ultimately yield the best results for everyone.

What inspires you to continue in your current profession? The opportunity to positively influence the spaces that most of us inhabit for such a large portion of our days/weeks/years from the early onset of a design to the implementation has been very rewarding. Being able to measure those benefits and see end users experience and be able to better work/live/produce in the environments we create is inspirational.

INDIVIDUALS



Jason Crimmins

President
The Blau & Berg Company
Short Hills, Essex County

Primary job function: Crimmins, who has been with The Blau & Berg Company since May of 1992, is responsible for overseeing corporate services, client growth and supply chain and logistic representation. He has extensive experience in industrial site selection, supply chain and logistics, and landlord and tenant representation. During his career, he has completed over 30 million square feet of sales and lease transactions that total a value of over \$600 million. Currently, he also serves as the President of the New Jersey Chapter of the Society of Industrial and Office Realtors.

What was your greatest professional accomplishment in the past 36 months? At The Blau & Berg Company, Crimmins leads a team consisting of Alessandro (Alex) Conte, Peter Murano and Michael Schipper, which has spearheaded some of the largest commercial deals in Newark and the surrounding areas in 2022, including one of the largest industrial lease deals in New Jersey—a 20.35-acre logistic yard along with an 886,256-square-foot distribution center. The team's total year-to-date sales and leases total in excess of \$102.8 million.

What was the impact of the project? The client relationships our company has retained and attained.

INDIVIDUALS



Gregory Dell'Aquila

CEO
JDA Group, LLC
Hoboken, Hudson County

Primary job function: Dell'Aquila oversees the company's team of professionals and consultants and remains engaged in each project from conception through completion. He has earned a reputation as a visionary by predicting how the development of under-utilized properties could transform an area.

What was your greatest professional accomplishment in the past 36 months? My greatest professional accomplishment in the past three years was obtaining approvals—within months of each other—from both Hoboken and Jersey City for The Boundary development, a 580,000-square-foot mixed use development that will transform its formerly industrial neighborhood. Being right on the border of both cities, it was an extremely complex and time-intensive process to get full approvals in a short timeframe.

What was the impact of this project? When completed, The Boundary will transform the neighborhood. We're bringing 580,000 square feet of live/work/play uses to life through the expansion of an existing office building and the addition of public spaces, 192 multifamily units, a 39,000-square-foot medical office building, 50,000 square feet of retail, structured parking, and some of my favorite features—a rooftop park and green roofs.

What inspires you to continue in your current profession? I'm inspired by positively transforming neighborhoods. In addition to bringing some of the first significant retail and dining to this neighborhood, The Boundary will include the first ground-up office construction for the Hudson Gold Coast in over a decade. It will have a new medical office building—highly needed in this area—and other unique features to benefit the community.

INDIVIDUALS



Bruce Emtage

Principal and Managing Director,
Studio Project Services
Avison Young
Springfield, Union County

Primary job function: Emtage has 14-plus years of industry experience in architecture, design, construction and furniture managing multi-scaled projects across each discipline, while offering unique solutions to each client.

What was your greatest professional accomplishment in the past 36 months? Emtage's career exemplifies tremendous leadership through delivering best-in-class projects for his clients' overall benefit. For example, his team led integrated design-and-delivery of Bobst's 33,000-square-foot headquarter location in Parsippany, through the pandemic, delivering on-time and on-budget. The new space celebrates the company's legacy, fosters collaboration, and provides a more comfortable work environment.

What was the impact of this project? Bobst's office fit-out was initiated and completed during the height of the COVID-19 pandemic. Recognizing Bobst's equipment worldwide supports the essential food industry with its packaging lines, we are honored to have partnered with this organization to aid in their North American corporate headquarters' workplace goals and servicing of our communities during the COVID-19 pandemic. Bobst was ultimately designated as an "essential" company allowing the construction to continue and supporting the client's move to their new location allowing their land to be converted into housing under an existing agreement with the Township of Roseland. A project highlight includes the installation of insulated glazing along the entire window line in an effort to meet sustainability and thermal performance standards.

What was the greatest lesson you learned? Never assume that you understand what the client's expectations are until you have found out from them directly.

INDIVIDUALS



Jennifer Ganley

Senior Project Manager
PS&S Architects & Engineers
Warren, Somerset County

Primary job function: Armed with 20 years of architecture experience, Ganley's involvement in architectural design encompasses significant expertise producing creative design solutions for numerous science and technology clients. Ganley possesses extensive experience in planning, building information management, leadership in energy and environmental design, and green building design with a strong commitment to integrity, service, collaboration, innovation and design.

What was your greatest professional accomplishment in the past 36 months? I was lucky enough to assist with the historic restoration and renovation of an existing historical home for Town Clock CDC. They are a nonprofit organization that provides permanent, affordable, safe housing and supportive services to survivors of domestic violence and their children.

What was the impact of this project? The renovation provided a mother and her four daughters a safe place to call home. It was a great addition to the limited housing available in the state of New Jersey for women of domestic abuse.

What was the best business advice you received? Treat people how you want to be treated. It's timeless advice for dealing with coworkers, clients, construction crews, and even cranky 9-year-olds.

What inspires you to continue in your current profession? Whether reimagining a space to create a quiet corner or realigning process equipment to improve throughput, Ganley enjoys bringing her designs to life and seeing her clients cheer at the transformations after a challenging design charrette.

INDIVIDUALS



Tim Greiner

Executive Managing Director and
NJ Broker Leader
JLL
Parsippany, Morris County

Primary job function: Greiner provides corporate representation for both the acquisition and disposition of commercial real estate and manages strategic planning and site development activities for the firm's clients.

What was your greatest professional accomplishment in the past 36 months? Helping the Onyx team execute a complete re-imagining of the Gateway Center in Newark, creating an amazing transit-oriented development. Being part of a team that has turned the complex into a vibrant and highly sought-after destination for NJ tenants, is extremely exciting.

What was the impact of this project? As a huge proponent of Newark, it is great to see our occupier clients consider NJ's Gateway Center as a place to re-energize their workforce and get them back to the office. Our leasing team of Blake Goodman and Colleen Maguire have executed over 30 lease transactions with Gateway Center now getting some of the highest rents in the state of New Jersey.

What was the best business advice you received? Do only what only you can do. I got that advice from our coach, Jim McKenzie, who helps our team be more accountable to ourselves and each other. It's a mantra around being efficient and empowering others through delegation while freeing up time to focus on the vital few.

What inspires you to continue in your current profession? I believe that we are having a significant impact on our clients' happiness and productivity. I have the tools at JLL that allow me to show a client why they should spend capital upgrading their workplace, and in turn having a huge impact on productivity, health and, ultimately, an employee's wellbeing.

INDIVIDUALS



Joseph Lorino

Vice President, Facilities Management
Valley Health System
Ridgewood, Bergen County

Primary job function: Lorino is responsible for engineering, plant operations, environmental services, off-site property management, supply chain, purchasing, clinical engineering, security, facilities development and construction including the New Valley Hospital replacement project located in Paramus.

What was your greatest professional accomplishment in the past 36 months? Health care today is changing rapidly. With the opening of a state-of-the-art, 354-bed hospital on a brand-new campus in Paramus, Valley will be well-suited to adapt to these changes and meet the health care needs of the northern New Jersey community for many years to come. Being responsible for the permitting, design, construction, activation and relocation has been a personal professional accomplishment of mine.

What was the impact of this project? The Valley Hospital in Paramus will provide an even better experience for our patients and their families. Single-patient rooms will enhance patient privacy, safety and comfort. A flexible facility design, with such features as universally sized operating and procedure rooms, will enable the hospital to adapt to changing needs and medical technology. Our new location and larger campus will allow us to grow our community outreach, empowering people to live healthier lives.

What inspires you to continue in your current profession? A desire to find my own limits motivates me to keep learning and working on my skills. Furthermore, seeing some results of my work inspires me, as well. Many things are abstract in design and construction. But afterwards, you start seeing it, a beautiful functional hospital filled with healing patients, and you know that you were part of the team that made it possible.



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INDIVIDUALS



Daniel Loughlin

Vice Chairman, International Director
JLL
Parsippany, Morris County

Primary job function: Loughlin leads JLL's New Jersey brokerage group. He provides corporate representation for the acquisition and disposition of commercial real estate and strategic planning and site development advisory services with an expertise in the life science industry.

What was your greatest professional accomplishment in the past 36 months? The sale and repurposing of the former Bristol Meyers Squibb (BMS) pharmaceutical campus in Hopewell stands out as a tremendous accomplishment because it was a highly complicated transaction implemented during the pandemic. When BMS decided to close the facility where it conducted research for decades, it hired JLL to sell the 1.2 million-square-foot, 450-acre campus. The sale was set to close March 2020, just as COVID began, and the buyer's financing collapsed. We developed a creative financing structure with BMS that allowed the sale to close 60 days later, with COVID at its peak.

What was the impact of this project? We are transforming what could have become an outdated ghost campus into a modern research and manufacturing cluster that has created new jobs, boosted tax revenue and had a positive economic impact on local businesses. The project illustrates New Jersey's flourishing and nationally recognized life science market and ability to attract emerging cell and gene therapy companies which will continue to be a critical part of the state's innovation economy.

Who has been your most influential role model? I had the honor of working with football legend Roger Staubach, co-leading The Staubach Company of New Jersey's corporate representation business. Roger undoubtedly had a huge impact on my career.

INDIVIDUALS



Michael Marchese

Executive Managing Director
Chilmark Real Estate Services
Morristown, Morris County

Primary job function: Marchese represents landlords/tenants in commercial leasing, purchasing and selling of offices, retail, industrial and medical uses. Head of business development and customer relationship.

What was your greatest professional accomplishment in the past 36 months? My greatest accomplishment was to continue networking and showing my professional experience despite a downturn in the industry. I was able to complete three large transactions all through clients trusting me and my market knowledge and reputation. These transactions included selling an industrial building over 70,000 square feet, completing an office deal over 30,000 square feet and completing an industrial lease over 50,000 square feet.

What was the impact of this project? The biggest impact was having my clients be able to work on their business and not have to worry about relocating or selling. For example, my office client expanded and was able to hire new employees and double in size. They also were able to start an internship program due to having the space and their needs met. My clients trusted me in making the right decisions for them.

What was the best business advice you received? Honesty, honesty and honesty ... you may not always be the best at what you do, but people will always remember you for being honest and ethical.

What inspires you to continue in your current profession? I thoroughly enjoy networking and meeting people. I really like speaking to people, finding out who they are, where they come from and what drives them. My dream job would be a "Networking Wingman." Hire me to assist in your networking and open conversations.

INDIVIDUALS



Robert Peake

Vice President,
Facilities Management and Real Estate
Atlantic Health System
Morristown, Morris County

Primary job function: Peake has been with Atlantic Health System for 27 years and is responsible for all real estate holdings and management of real estate, as well as expansions. He manages existing buildings (over six million square feet) in multiple locations and all new construction, design, facility master planning and real estate holdings.

What was your greatest professional accomplishment in the past 36 months? Over the course of 12 months Peake successfully renegotiated one of the largest commercial real estate lease deals that includes over 536,000 square feet of commercial space and helped solidify Atlantic Health System remaining in Morris County. Successfully led the Atlantic Health System Facilities Management/Construction team through the COVID pandemic to renovate and modify existing hospital facilities to keep clinical team members and patients safe. This included modifications to HVAC systems, as well as physical space.

What was the impact of this project? Renegotiating and signing a lease that will keep Atlantic Health System in Morris Township/Morris County is a benefit for the community in terms of keeping close to 1,500 employees in the county that will continue to provide an economic benefit to the many businesses that its employees frequent during their workday. Atlantic Health will also continue to provide a tax base in the county with this lease, which will help provide economic stability.

What inspires you to continue in your current profession? I love what I do. The interaction with the clinical teams and knowing that the facilities we build and maintain help not only our team members but more importantly the patients in the communities we serve.

INDIVIDUALS



Scott Perkins

Senior Vice President
NAI James E. Hanson
Teterboro, Bergen County

Primary job function: Leads Team Perkins & Todd, comprised of Chris Todd and William Ericksen, which established a trusted position as the only team that can help sellers secure above-fair market value for properties, help buyers navigate record-high pricing in a deeply competitive marketplace and help tenants find spaces ideally suited to their needs.

What was your greatest professional accomplishment in the past 36 months? Team Perkins and Todd's representation of CenterPoint in a complex multiphase industrial acquisition and lease-up for 49 Rutherford Street in Newark. Following its acquisition of the port-adjacent property, CenterPoint sought to construct a 182,000-square-foot, state-of-the-art industrial building. As the building neared the completion of its shell in 2021, Team Perkins & Todd's marketing and vision enabled CenterPoint to negotiate a long-term lease with Costco for the entire building that was 27 percent above the initial asking price.

What was the impact of this project? The project came at a time of unheard-of price appreciation for new industrial assets in New Jersey. The team's representation of CenterPoint at 49 Rutherford Street highlights its ability to provide institutional investors with actionable insights that can power profitable real estate investment strategies in one of the most competitive markets. CenterPoint is now well-positioned to grow its portfolio and continue to capitalize on emerging opportunities in the years to come.

What inspires you to continue in your current profession? Each day, my team at NAI James E. Hanson is honored to provide international, national and regional clients in one of the most competitive and in-demand real estate markets in the United States with the insights and counsel they need to meet their business goals.

INDIVIDUALS



Jonathan Pierce

Project Manager
Denholtz Properties
Red Bank, Monmouth County

Primary job function: Pierce manages all new construction projects. His primary focus is to increase productivity, and efficiency while maintaining project budgets and schedules.

What was your greatest professional accomplishment in the past 36 months? Pierce's steady leadership and creative problem-solving ensured the success of Denholtz Properties' ambitious The Rail at Red Bank mixed-use development, which, begun just before the pandemic, sought to bring 57 residences and 7,500 square feet of retail to the historically underinvested neighborhood surrounding the Red Bank Train Station.

What was the impact of this project? The Rail at Red Bank has already brought new residents to the area who are helping to stimulate local businesses and community landmarks such as the Count Basie Theater and Two River Theater. In addition, its 7,500 square feet of ground-level retail space will soon welcome exciting new businesses to the neighborhood to drive further economic growth.

What was the best business advice you received? A subcontractor once told me that people want to work alongside those who are humble, open-minded, and unafraid of bringing new ideas to the table. Since then, it's been a priority of mine to be deferential and listen to ideas in the same way I'd like mine to be heard.

What inspires you to continue in your current profession? It's inspiring, especially during challenging days, to help turn underutilized land into transcendent projects that have a lasting impact on a community. That responsibility is very motivating and pushes me to go above and beyond every day.

INDIVIDUALS



Diogo Santos - Team Lead

Vice President – Development
Russo Development
Carlstadt, Bergen County

Primary job function: Santos serves as team lead of Russo's in-house Architecture & Engineering Department, consisting of Nelly Youssef, Architectural Project Manager; Vivek Machchhar, Junior Project Architect; Courtney

Lopez, Project Architect; Yongwoo Chung, Project Engineer; Pedro Ferrao, Architectural Designer; Joseph Cusumano, Project Engineer; Avi Lichtman, Junior Project Architect; Gabriella Stasiulewicz, Project Architect; Jorge Duarte, Project Engineer; Dante Cosentino, Junior Project Architect; Douglas Bartels, P.E., Executive VP- Engineering & Design; and Andrew Witkowski, Architectural Designer. The team is responsible for designing some of the most innovative residential rental communities in NJ.

What was your greatest professional accomplishment in the past 36 months? Russo Development's A&E team has worked diligently to create unique architectural and design elements for each of its distinct NJ-based luxury residential rental communities across multiple municipalities and counties, paying close attention to the needs of the local markets. In the past 36 months, the team has delivered multiple phases of Vermella Union, Vermella East, Vermella Woodbridge, Vermella at Garwood Station and Print House.

What was the impact of this project? The A&E team has played an integral role in creating a completely new rental product that did not exist in the New Jersey rental market five years ago: large modern apartments in highly-amenitized communities at an attainable price point.

What inspires you to continue in your current profession? The A&E team is inspired by the ability to see a project's trajectory from idea to plan to construction to completed residential community that residents call their home.

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INDIVIDUALS



Ed Shim

**Principal and Managing Director
of New York HLW
HLW
New York/New Jersey**

Primary job function: Shim has been reshaping the New Jersey real estate landscape for nearly two decades. His influence touches all corners of the Garden State with an impressive portfolio spanning a diverse range of typologies, including commercial, multifamily high-rise, retail, hospitality and education.

What was your greatest professional accomplishment in the past 36 months? SciTech Scity Edgeworks is one of three distinct buildings dedicated to promote the sciences and technology in new construction on 12.5 acres of land adjacent to the existing Liberty Science Center Museum facility and Liberty State Park that will create opportunities for a curated community of tech entrepreneurs, scientists, community leaders, students and other forward-thinking people and organizations to work together to create a better future for all.

What was the impact of this project? SciTech Scity Edgeworks will be a “City of Tomorrow” innovation campus. The goal of the Edgeworks building is to convene experts from multiple disciplines and harness science and technology to solve social problems and turn ideas into a reality that makes the world a radically better place.

What was the best business advice you ever received? Trust your instincts and never get comfortable.

What inspires you to continue in your current profession? The passion and responsibility we, as architects and designers, bear to define provide an environment that is creative, inspiring and sustainable. The end product of our work impacts many people and that should keep us all going. I’ve been fortunate to be where I am today, not by my own strength but by the talented people by which I have been surrounded.

INDIVIDUALS



David A. Simon

**Chief Operating Officer
DiLeo-Bram & Co.
Woodbridge, Middlesex County**

Primary job function: In addition to spearheading NAIDB’s operational and fiscal business segments, Simon oversees its growing team of talented and highly knowledgeable brokerage professionals. In this role, he directs the firm’s recruitment and retention initiatives, which are key to expanding NAIDB’s market and geographic reach.

What was your greatest professional accomplishment in the past 36 months? Since joining NAIDB in 2020, Simon has been instrumental in bolstering the firm’s presence throughout the state of New Jersey with an emphasis on Middlesex, Somerset, Union, Essex and Morris counties. To facilitate this growth, he has helped shape and implement a strategic plan that includes the hiring of additional marketing coordinators and four new sales professionals.

What was the impact of this project? Thanks to Simon’s efforts, 2021 marked NAIDB’s best overall year in its 85-year history, with the firm recording a marked uptick in overall transactions across its “traditional” areas of concentration, including office, industrial, retail, investment and land, which led to its all-time highest sales and leasing volume. The firm, with Simon’s direct involvement, also navigated a notable increase in business on the multifamily front.

What inspires you to continue in your current profession? I enjoy the creative aspect of the commercial real estate industry. It is an ever-changing business in which one has to constantly learn, adapt, anticipate and pivot. This is a catalyst for professional and personal growth—which has always been exciting and appealing to me. I also find tremendous joy helping people who I have recruited into the industry develop into successful professionals.

INDIVIDUALS



Gerrit Visscher

**Senior Director of Environmental Services
LAN Associates, Engineering, Planning,
Architecture, Surveying
Midland Park, Bergen County**

Primary job function: As a Licensed Site Remediation Professional (LSRP), Visscher manages the Site Remediation Division of LAN Associates, responsible for complete project management.

What was your greatest professional accomplishment in the past 36 months? A highly rewarding project that I served as the Licensed Site Remediation Professional (LSRP) of Record is The Vista at Christian Health located in Wyckoff. LAN served as the project architect for this 400,000-square-foot senior living community, which was awarded the 2022 Argentum Senior Living by Design Award.

What was the impact of this project? The Vista at Christian Health was an enormous and multifaceted design and construction undertaking that required the dedication of a large team of professionals from LAN that transformed underutilized and remediated land into a thriving senior living community with exceptional amenities.

What would most people be surprised to know about you? I have been a volunteer sports coach for over 20 years. I am passionate about teamwork and bringing out the best in everyone’s ability regardless of skill level—an approach I also take when working on projects with my clients, subcontractors and colleagues.

What inspires you to continue in your current profession? I thoroughly enjoy helping clients solve problems. As a Licensed Site Remediation Professional (LSRP) my expertise is in real estate property transactions, development and environmental remediation. While many are dissuaded by environmentally contaminated properties, they offer a unique opportunity for financial gains while enhancing and protecting human health and the environment.

INDIVIDUALS



Paola Zamudio

**Creative Director & Lead Designer, Bell Works
Founder & Head Designer, NPZ Studio+
Holmdel, Monmouth County**

Primary job function: In addition to her role as head of design at NPZ Studio+, Zamudio leads design and branding efforts at both Bell Works New Jersey and Bell Works Chicagoland in Hoffman Estates, IL.

What was your greatest professional accomplishment in the past 36 months? Zamudio played an integral role in the creation of Campus, a 72,000-square-foot flexible workspace located in Bell Works, featuring fully furnished and fully wired workspaces for medium-sized businesses and enterprises embracing hybrid or hub-and-spoke office models. She also designed the 25,000-square-foot coLab at Bell Works, creating a space for companies to work in collaborative environments while still accessing the familiar comforts of a home office.

What was the impact of this project? Zamudio’s work on both Campus and coLab was intentionally aimed at bringing people back to the office in an inspiring, health-conscious way. To ensure workers felt comfortable about returning to the office, she tapped her knowledge of user experience and well-being to deliver two work environments that people felt safe returning to.

Who has been your most influential role model? From when I was young, my parents pushed me to be my best, to educate myself, stay curious, and always be creative. It kept me highly motivated and never satisfied. They continue to push me to be the best version of myself professionally, personally and mentally.

What inspires you to continue in your current profession? Being able to wake up every day and go to my studio to do what I love is something that I am proud to have created for myself and my team.

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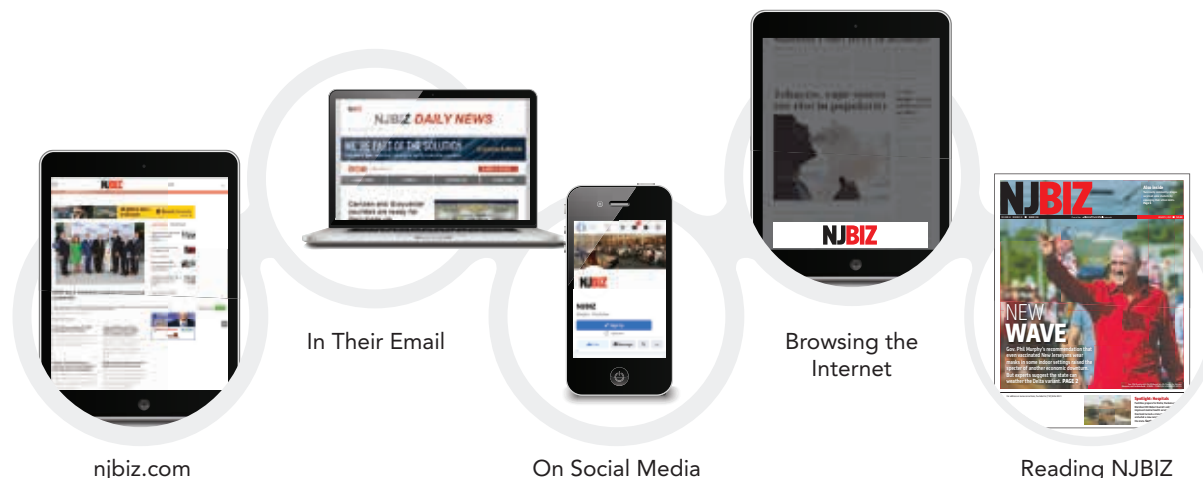
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