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Real Estate Journal

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Volume 29, Issue 20
Oct. 27 - Nov. 9, 2017

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Nov. 9, 2017
New Jersey Capital Markets Summit

Nov. 10, 2017
Philadelphia Office & Industrial Real Estate Summit

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Estimated market value is \$175m and totals 750,000 s/f office & 1.3 million s/f industrial NKF's Tri-State Capital Markets team brings seven properties to market in 1st 90 Days

RUTHERFORD, NJ — Newmark Knight Frank (NKF) announced that the NKF Tri-State Capital Markets Team has procured seven office and industrial assignments in their first 90 days with the firm. “We are delighted with the team’s momentum in its early days at NKF and have high expectations that the tri-state team is becoming a market leader,” said vice chairman & COO of NKF New Jersey, **David Simson**. The estimated market value for these assignments is approximately \$175 million and totals 750,000 s/f of office and 1.3 million s/f of industrial space. The properties include:

- Morris Corporate Center IV, Parsippany, NJ – Unmatched value-add opportunity to acquire a market-leading office property with two, five-story trophy office buildings totaling 359,671 s/f
- Ramsey Office Centre, 500 N Franklin Tpke., Ramsey, NJ – 138,386 s/f class A office building.
- 600 & 700 Horizon Center Dr., Hamilton, NJ – Two-building, 100% net leased office portfolio in Hamilton,



Morris Corporate Center IV, Parsippany, NJ



Ramsey Office Centre



160 Corporate Court, Meriden, CT



550 Research Parkway

NJ comprising a 95,000 s/f single story office building (600 Horizon), and a 120,000 s/f institutional-quality office building (700 Horizon)

- Tulfra Industrial Portfolio, Northern NJ – Four-building, 100% net leased industrial portfolio totaling 254,000 s/f.
- NY Life Industrial Portfolio, 550 Research Pkwy. & 160 Corporate Court, Meriden, CT – Two industrial buildings totaling 579,426 s/f.
- 611-617 West Johnson Ave.,

Cheshire, CT– Four-building, 208,640 s/f industrial complex strategically located at the crossroads of I-84 and I-691

- Pfister Land Site, Ridgefield, NJ – 18.73-acre “construction ready” industrial development site that can accommodate 275,000± s/f of warehouse/distribution space, strategically located on Rte. 46 in the Meadowlands on what is Bergen County’s largest remaining parcel of developable land
- “The collaboration between

our various offices is a large part of what makes NKF a true leader in the industry,” said executive vice president **Michael Cottle**, manager of the Connecticut and Westchester County, NY Region. “The success of our expanded, regional Capital Markets group and its strong activity in their first 90 days with the firm reflects this notion. We are particularly excited about the industrial-segment activity in the past three months.” ■

HHA affiliate to acquire Former General Motors Automobile Assembly Plant 142 acre site in Wilmington

WILMINGTON, DE — Harvey, Hanna & Associates, Inc. (HHA) formally announced the pending acquisition of the former General



801 Boxwood Rd., Wilmington

Motors Automobile Assembly plant located at 801 Boxwood Rd., Wilmington.

Boxwood Industrial Park, LLC, an affiliate company of HHA will acquire the 142 acre site from Wanxiang America Inc., which includes

in excess of 3 million s/f of former automobile manufacturing space. Built in 1946, the site most notably served as the former General Motors Automobile Assembly plant.

“This is an exciting time for our community and for our

company,” said **E. Thomas Harvey, III**, president, HHA. “We are confident our vision for this site will create thousands of jobs during construction and thousands more well-paying permanent jobs.”

From its successful redevelopment of Twin Spans Business Park in New Castle HHA brings a wealth of experience with projects of this nature. Similar in scale to the GM Boxwood facility, Twin Spans Business Park is a 135 acre and 2 million s/f class A commercial warehouse, distribution and office campus. Formerly an obsolete manufacturing facility operated by Chicago Bridge & Iron, the Twin Spans campus is today 100% leased and employs over 1,000 people. ■

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2017

Executive Women in Business

Josephine Arroyo Coleman, AIA, LEED AP

Studio 5 Partnership Architects/Planners, LLC, a certified Women-owned Business Enterprise

What was your greatest professional accomplishment in 2017? I became a Partner of my firm last year, but it was this January 2017, when I doubled my shares and along with another female partner of our 4 Partner firm, took over majority ownership in the firm and became a certified Women-owned Business Enterprise. It was hard work, but in a few short months we obtained our WBE certificates in NJ, New York City, New York State and got our WOSB certification from the Federal Government.

What was your most notable project, deal or transaction in 2017? Getting my firm on the design teams that are currently rebuilding LaGuardia's Central Terminal Building and the Delta Terminal. I take tremendous pride in being a part of something bigger than myself.

How do you contribute to your company and / or the industry? I think my constant hard work, +150% effort, consistency and reliability have brought leadership to my firm. Leadership that speaks by example; I don't expect things from my employees that I have not accomplished or done myself over my own career. In my industry, I never hesitate to address disparities or get involved to help make positive change happen. I take great pride in my reputation and in everything I do because I don't have a job, I'm building a career.

Who or what has been the strongest influence on your career? So seeing as how this is a "Women" in Business spotlight, I might be frowned upon when I say this, but it's been a man that was the strongest influence on my career. Currently one of the two male partners of my firm was my strongest influence because he constantly elevated me, mentored me, supported me, and depended on me. He never saw me as a "woman" that needed help, he saw me as a powerhouse that only needed room to grow and he always made sure I had that.

What unique qualities and or personality do you feel makes you most suc-

Josephine Arroyo Coleman, AIA, LEED AP

Partner

Studio 5 Partnership Architects/Planners, LLC

Years with company/firm: 18

Years in field: 28

Real estate organizations / affiliations:
American Institute of Architects (AIA)



Successful in your profession?

I'm out-going and an admitted type-A personality. Over the years, I have honed a razor sharp focus and intense work

ethic that coupled with my ambition and passion, leaves me always striving to better myself in anything I do.

If you are the primary

caregiver to your children what obstacle and challenges do you meet on a day to day basis? I think the biggest challenge of being the primary caregiver is leaving the stress of work at work. Finding just a little more patience to pull me through the second part of my work day when I get home. No doubt, it does take a tremendous amount of extra effort to find time and stay committed, consistent and involved in my child's school and extracurricular activities, but doing so is the only way I found to

remain grateful for the blessings of my beautiful family.

What is the funniest, most unique situation you have faced / conquered during your business career? As the architect for a securities project that involved 10 different airport frontages at EWR, LGA and JFK, I was responsible for doing on-site reviews of installed work. One day I arrived at one of the sites and met with the contractor's rep to go over their work. Afterwards, he smiled and bluntly said

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Executive Women in Business

Brings +20 years to project administrator position PREMIER Design + Build Group adds Vickers-Walwyn

ISELIN, WOODBRIDGE TWP., NJ — PREMIER Design + Build Group, LLC announced the addition of **Lisa Vickers-Walwyn** to the team.

She is a project administrator and go-to professional who will help keep our Northeast office running smoothly in New Jersey. She has more than 20 years of experience in project support and office administration and brings a people-first, positive mindset and results-driven attitude to PREMIER.

"I'm excited to contribute my talent and expertise to a true leader in the industry. This opportunity allows me to leverage my experience to help facilitate PREMIER's distinctive project delivery system and 24/7 dedication to their clients," says Vickers-Walwyn.



Lisa Vickers-Walwyn

"It's refreshing to work for a company that takes a contemporary and individualized approach to each of their clients' projects."

She spent her career earning increased responsibility and respect as a resourceful teammate who interacts well with clients, executives, project managers and colleagues. She developed a keen eye for spotting efficiencies in the role of office manager, and supervised adherence to OSHA standards, project and office protocol. She has been in charge of project management scheduling and helped teams manage estimates and collections.

Vickers-Walwyn has helped maintain subcontractor/vendor lists and pre-qualifications, weekly submittals, RFIs and invoices. Her office management responsibilities have included general administration, office vendor coordination, scheduling meetings and maintaining project databases. She has prepared construction

documentation and permits as well.

As a project administrator for PREMIER, Vicker's-Walwyn fulfills front office duties and assists project managers with many aspects of the administrative tasks. She confirms all subcontractor licenses are current, maintains and updates bid lists, start-up and closeout documentation.

"Lisa helps promote progress at every milestone for our Northeast team. She gets things done for our clients and associates," says PREMIER Executive Vice President Alec Zocher. "She is a great addition to the PREMIER team and we are fortunate to have her with us."

Vickers-Walwyn grew up in New Jersey and has a true affinity for the Garden State. She has a Microsoft Project certificate from Rutgers University and a Small Business Administration certificate from Middlesex County College. ■

Ripco's Alison Horbach brokers 4,050 s/f NJ lease on behalf of Greene Street

SUMMIT, NJ — Ripco Real Estate, the leading retail brokerage firm in the New Jersey/New York Metro area, announced that high end resale boutique Greene Street will open its newest location at 408-410 Springfield Ave. in downtown Summit.



Alison Horbach

Greene Street has a twenty year history of providing customers with mid-to-high-end labels at a fraction of standard retail prices. The chain now has nine brick-and-mortar locations and more than one hundred and twenty employees throughout the greater New Jersey and Philadelphia market. Summit will be the chain's fourth NJ location following Princeton, Red Bank and Lambertville.

Ripco's **Alison Horbach** brokered the 4,050 s/f lease on behalf of Greene Street and **Newmark Associates** represented the landlord in the transaction. Horbach is actively seeking additional locations of approximately three thousand square feet



408-410 Springfield Ave.

for the chain in Central and Northern NJ.

Greene Street looks to locate in upscale lifestyle downtown communities and shopping centers. "Summit has a vibrant downtown with a good mix of national and local ap-

parel and furniture retailers that provide great co-tenancy for the chain. Summit has been a priority market. And we are confident that Greene Street will be well received by the community and customers," said Horbach. ■

Hayden Buchakjian joins CBRE to serve as 1st VP

WAYNE, PA — CBRE announced that **Tara Hayden Buchakjian** has joined the firm's advisory and trans-



Tara Hayden Buchakjian

action services group as first vice president in its Wayne, Pennsylvania office. Buchakjian will specialize in representing both landlords and tenants in the greater Philadelphia region, as well as multi-market occupier clients.

"We are proud to welcome Tara to our office advisory and transaction services team," said **Robert Walters**, executive managing director. "Tara has extensive experience on delivering outstanding service to corporate occupier and investor clients and brings many excellent business relationships to CBRE. I am certain that Tara's business development skills, work ethic and competitiveness will help deliver exceptional outcomes for our clients."

Prior to joining CBRE, Buchakjian served as vice president at Hayden Real Estate Investments for ten years, where Buchakjian represented

corporate occupiers and owners in the development and implementation of their real estate strategies, including acquisitions, dispositions and leasing of all properties under ownership by Hayden and their affiliates. During her tenure at Hayden, Buchakjian completed over 350 lease transactions totaling more than 4.5 million s/f, representing both tenants and landlords.

"I am thrilled to be a part of the number one advisory and transaction services firm in the world," said Tara. "I am excited to enhance my value to both owners and occupiers through the extensive resources, technology and the global platform that CBRE offers. CBRE is recognized globally as best-in-class and now I can offer that same best-in-class approach for my client relationships moving forward."

Before joining Hayden Real Estate Investments, Tara spent time in New York City and Chicago in the advertising industry working on print and television campaigns.

Tara received her Bachelor of Arts degree from Boston College and is a graduate of the Academy of Notre Dame in Villanova, Pennsylvania. Tara currently resides in Wayne, Pennsylvania with her husband and their three daughters. ■

Studio 5 Partnership Architects . . .

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"You're not as bad as they all said you were!" How do you answer that?!? With my words escaping me, I just smiled as he continued by saying "You're tough, yes, I can see what they're afraid of, but you're fair and know your stuff." It was embarrassing on the one hand to realize you've been the topic of conversation around the construction trailers, but funny at the same time to be taken off guard with such an awkwardly phrased comment!

What outside activities do you enjoy during your free time? Color me crazy, but swimming laps for 60 minutes at 5 am, three times a week is what I consider "aqua therapy" and the best part of my day! When not swimming, I can be found camping

with my family and friends, or riding my motorcycle, or screaming on a tall, fast roller coaster! Love to cook, bake and wine about how quickly life passes by!

What inspiring word of advice would you give to a young woman about to go into the field of commercial real estate or your allied field? Never stop learning; if you find yourself in a position where your career is getting stale, then move on! Don't ever wait for someone to hand you something; go out and make your own way. Always have confidence and faith in your own abilities, don't be afraid to try and most importantly, live each day with a positive attitude knowing that you can do anything you want to do in life. She believed she could so she did! ■

