



FACTS – 2012

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Overview

The New Jersey Chapter of NAIOP, the Commercial Real Estate Development Association, serves as the leading commercial real estate, land use and economic development resource in the Garden State. As such, it impacts hundreds of thousands of people, from those who work in construction jobs created with the groundbreaking of new projects, to the tenants and employees who work in commercial buildings after their completion.

The logistics sector of this vital industry is delivering the goods for the Garden State's economy, accounting for nearly 11 percent of New Jersey's Gross Domestic Product. According to an October 17, 2011 study: the port generates \$11.6 billion in personal income and almost \$37.1 billion in business income annually; despite the recession, jobs directly associated with port activity increased by nearly 3.5 percent from 2008 to 2010; and planned investments in New Jersey's port region are expected to generate nearly 7,000 jobs annually through 2017.

NAIOP New Jersey has evolved over four decades as commercial real estate's voice. Statewide, the association is viewed as an integral partner in the creation and maintenance of the economic health of New Jersey. For real estate professionals, its membership is unmatched by any other commercial real estate organization and provides an invaluable tool for networking, advocacy, news and education.

Membership

Membership in NAIOP New Jersey reads like a "Who's Who" in New Jersey commercial real estate. Today, more than 590 principal and associate members comprise this dynamic group. They contribute hundreds of millions of dollars annually in local and state property taxes, and are committed to creating an atmosphere of growth and opportunity by attracting new jobs for the state's business community and producing valuable ratables that help provide community services.

NAIOP New Jersey is committed to an inclusive membership and works to expand its reach both geographically and among the various commercial real estate sectors to create a representative profile of the industry in New Jersey – from privately held

developers and owners, to asset managers, REITs, pension funds and other investors and an array of real estate-related professionals and public officials.

Continuing Education

NAIOP New Jersey is deeply involved in the issues affecting the commercial real estate industry. The chapter works to educate its members and key decision makers in the state. This is accomplished through the Annual Commercial Real Estate Forecast, published position articles, frequent seminars featuring expert speakers from within and outside the NAIOP organization and other avenues. Opportunities for professionals within the industry (licensed real estate brokers, engineers, attorneys, planners, engineers, accountants, etc.) to earn the continuing education credits they need to maintain their credentials are offered throughout the year. NAIOP New Jersey also contributes funding for studies by such prestigious institutions as the Bloustein School of Planning and Public Policy at Rutgers.

Public Policy

From pressing issues on regulatory reform and business retention, to brownfields redevelopment and eminent domain, NAIOP New Jersey has earned a solid reputation as a valuable resource for members and decision makers in Trenton. In March, the Annual Public Policy Symposium brings together members with elected leaders, cabinet members and other policy makers. The chapter's proactive approach to lobbying on a wide range of public policy issues has earned it this leadership role – and also has contributed directly to a more balanced approach to development in New Jersey. NAIOP NJ is a founder of the Smart Growth Economic Development Coalition (comprised of real estate, business and labor leaders) which crafts and advocates for carefully constructed legislative initiatives designed to stimulate economic growth and create jobs.

Signature Events

- NAIOP New Jersey's annual **Commercial Real Estate Awards Gala** has, over the past 24 years, earned recognition throughout industry circles as the "must" event of the year for power networking and getting deals done. 2012 marks the 25th Anniversary of the Gala, to be held May 17 at the Palace at Somerset Park.
- NAIOP New Jersey's **Golf Outing** is another popular annual event. The 2012 event, to be held September 24 at Trump National Golf Club in Bedminster, offers limited registration and provides a more intimate networking opportunity. Space regularly sells out early.
- NAIOP New Jersey's annual **Community Action Project** each year works to rejuvenate urban communities where NAIOP New Jersey members are active. In 2011, the Community Action Project involved a food drive, Tools for Schools collection and volunteer day to benefit the Community Food Bank of NJ, based in Hillside.

Leadership

Michael McGuinness, Chief Executive Officer, has guided the organization's progress and fueled its momentum since he joined the staff in 1997. In addition to overseeing the

chapter's staff, daily operations and programs, McGuinness directs its legislative activities and manages the Developers Political Action Committee (DPAC). McGuinness frequently testifies before New Jersey legislative committees on matters of importance to the industrial and commercial development industry.

His efforts are supported by a Board of Trustees and a group of dedicated officers. For 2012, they include:

- **George D. Sowa**, President (Brandywine Realty Trust)
- **Michael A. Seeve**, President-Elect and Vice President Public Affairs (Mountain Development Corp.)
- **Clark Macheimer**, Vice President Special Events (Rockefeller Group Development Corp.)
- **Jeffrey Schotz**, Vice President Education (SJP Properties)
- **Richard Cureton**, Vice President Membership & Communications (Whitesell Construction Co., Inc.)
- **Gualberto Medina**, Vice President Associate Affairs (Cushman & Wakefield of NJ)
- **Frank D. Visceglia, Jr.**, Treasurer/Secretary (Federal Business Centers)

Recognition

NAIOP New Jersey stands out not only in New Jersey, but also within the larger NAIOP national organization, which has 55 chapters and more than 15,000 members throughout North America. In 2004, Michael McGuinness was honored as "Executive of the Year" and New Jersey NAIOP as "Chapter of the Year." Most recently, the association received Chapter Merit Awards for "Best Periodical Publication" for The WeekEnder Brief, and "Best Public Affairs/Legislative Program" for Prescription for Prosperity, and in February of 2011 was again honored as "Chapter of the Year."

On The Web

For more information and Media Resources, please visit www.naiopnj.org. NAIOP NJ also has a page and an open group on Facebook.