



FACTS – 2011

317 George Street • New Brunswick, N.J. 08901 • www.naiopnj.org

Media Contact: Evelyn Francisco / (201) 796-7788 / evelyn@caryl.com

Overview

NAIOP New Jersey, 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 accounts for nearly 11 percent of New Jersey's Gross Domestic Product.

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 520 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.

Research and Education

NAIOP New Jersey is deeply involved in the research of issues affecting the commercial real estate industry. In turn, the chapter works to disseminate the resulting findings 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. 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/Prescription for Prosperity

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. Additionally, under the conviction that the commercial real estate industry can be the solution to New Jersey's struggling economy and devastating loss of private-sector jobs, NAIOP New Jersey in 2008 formulated its "Prescription for Prosperity," a carefully constructed series of 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 20 years, earned recognition throughout industry circles as the "must" event of the year for power networking and getting deals done. Nearly 700 attended the black-tie event in 2010 at the Palace at Somerset Park.
- NAIOP New Jersey's **Golf Outing** is another popular annual event. The 2011 event, to be held for the first time this year 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 2010, the Community Action Project involved a food drive 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 its 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 2011, they include:

- **George D. Sowa**, President (Brandywine Realty Trust)
- **Michael A. Seeve**, Vice President Public Affairs (Mountain Development Corp.)

- **Jeffrey Schotz**, Vice President Special Events (SJP Properties)
- **Clark Machemer**, Vice President Education (Rockefeller Group Development Corp.)
- **Richard Cureton**, Vice President Membership & Communications (Whitesell Construction Co., Inc.)
- **Ralph J. Orlando**, Vice President Associate Affairs (Birdsall Services Group)
- **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 14,500 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.”