

NEWS RELEASE

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NAIOP NJ CELEBRATES 40TH ANNIVERSARY, HONORS SEVEN 6th Annual President's Awards Dinner Celebrates Accomplishments, Evokes Nostalgia

SHORT HILLS, N.J., Nov. 11, 2010 – The 6th Annual President's Awards Dinner of NAIOP New Jersey coincided with the 40th anniversary of the association, with more than 250 commercial real estate professionals on hand to celebrate the past, present, and future. A highlight of the evening was a nostalgic slide presentation chronicling association members and events from the beginning to the present.

"This special evening to honor a select group of volunteers who have gone the extra mile in service to the association also celebrates four decades of accomplishments," said Jeffrey Milanaik of Heller Industrial Parks, 2010 president of NAIOP New Jersey. "Tonight we are honoring seven members, from our founders to one of our most promising developing leaders. We also pay tribute to our past presidents."

The founding of NAIOP New Jersey traces to 1970, when Frank Visceglia invited David S. Steiner to lunch to discuss the regulatory environment in New Jersey. While the industry was represented at the national level, Visceglia felt the need for representation at the state level.

"The national organization owes this chapter a debt of gratitude for its leadership," said Thomas J. Bisacquino, president of NAIOP Corporate, noting that NAIOP New Jersey has provided more national chairmen—five—than any other chapter. Co-founder David Steiner served in that role in 1972-73, followed by Frank D. Visceglia in 1990, Anne Evans Estabrook in 2001, Joseph S. Taylor in 2005, and incoming chairman S. Alex Klatskin in 2011.

"NAIOP New Jersey has set the standard for all," said Estabrook of Elberon Development Co., the dinner co-chair with Joseph Taylor of Matrix Development Group. "Tonight, I see many who were members at the beginning, sitting alongside the next generation."

"This is a dream come true," said Steiner. "We have been able to work together to accomplish much—even as we were and are competitors. Our efforts have paid off, and

I am proud to have been part of this organization's creation."

Milanaik, who will turn over the chapter presidency for 2011 to George Sowa of Brandywine Realty Trust, reflected, "we have accomplished much in the two years of my presidency, but there is still much to be done. NAIOP is truly a member-driven organization, and this is a very special night for the real estate industry in New Jersey," he said, introducing the evening's honorees:

Legacy Award honorees were co-founders David S. Steiner of Steiner Equities Group and Frank Visceglia of Federal Business Centers (posthumously). Pillar Awards honored Charles Klatskin of Forsgate Industrial Partners and David T. Houston of Cassidy Turley (posthumously), cited for their decades of continuous membership and high-profile involvement in the organization and industry.

David Gockel and his firm, Langan Engineering & Environmental Services, received the Advocacy Award for their support of DPAC and efforts in crafting landmark legislation. The Volunteer of the Year Award honored Rick Marchisio of Lee & Associates. And the Rising Star Award cited Vivek Singh of Podvey, Meanor, Catenacci, Hildner, Coccoziello & Chattman for his efforts with the association's Developing Leaders program.

The program also included awarding of the Frank D. Visceglia Memorial Scholarship, in support of educational opportunities for Eagle Scouts, to Andrew Kurt Deutchman of Westfield, N.J., presented by Nicole Visceglia-Rodgers of the Frank Visceglia Foundation.

"Our honorees have made substantial contributions to NAIOP New Jersey, the real estate industry, and the State of New Jersey," said Michael McGuinness, chief executive officer of NAIOP New Jersey. "Times have changed, but many of the issues remain the same, and NAIOP New Jersey will remain an important advocate for the entire business community for many years to come." ###

[About NAIOP New Jersey](#)

PHOTO CAPTION: The 6th Annual President's Awards Dinner of NAIOP New Jersey coincided with the 40th anniversary of the association, with more than 250 commercial real estate professionals on hand to celebrate the past, present, and future. Left to right are: (back) Jeffrey Milanaik of Heller Industrial Parks, 2010 president of NAIOP New Jersey; Rick Marchisio of Lee & Associates (The Volunteer of the Year Award); Vivek Singh of Podvey, Meanor, Catenacci, Hildner, Coccoziello & Chattman (Rising Star Award); Michael McGuinness, chief executive officer of NAIOP New Jersey; and (front) Andrew Houston on behalf of David T. Houston of Cassidy Turley (Pillar Award, posthumously); David Gockel, Langan Engineering & Environmental Services (Advocacy Award); NAIOP New Jersey Co-founder David Steiner; and Frank Visceglia, Jr. on behalf of Frank Visceglia of Federal Business Centers (Legacy Award, posthumously).

