



## NAIOP Scholars: Promoting student membership, education, participation and career opportunities.

### 2015-2016 Report Card

- 60 Student & University Members
- CREICS Competition Launched
- Access to Employment Opportunities with NAIOP NJ & Members
- Knowledge & Connections that Advance Careers

**Thanks to the generous support of our Patrons,** NAIOP Scholars built on its success over the 2015-2016 academic year! Student Members receive full membership benefits, including access to industry leaders who can help them find success in our industry.

**Outreach to Colleges & Universities:** With members from the Kislak Institute at Monmouth, the Bloustein School at Rutgers, NYU and Villanova, NAIOP's Student Membership grew to 60, up from 44 last year. Several times each year, NAIOP visits colleges to share information about the industry and invite students to join. We continue to partner with the Rutgers Center for Real Estate on their continuing education program, and Chair Morris Davis joined NAIOP NJ's Board of Trustees this year.

**Access to Industry Leaders, Connections to Employment Opportunities:** Student Members annually have over a dozen

opportunities to attend educational & networking events that give them a real-world understanding of industry issues and an introduction to the industry leaders who may be their future employers! NAIOP Scholars enables Student Members to attend such events at no charge, as well as hosted DL Mixers and Evening with a Legend dinners. Former Student Members are now working for NAIOP NJ members at The Port Authority of NY & NJ, Avison Young and M Public Affairs, and have had interviews with numerous others. NAIOP helps members find interns and employees from among our Student Members.



**CREICS Student Competition** (top photo): Managed by former Student Member Intern Chanchal Singh, this year's competition saw teams from Rutgers, Monmouth and NYU design the transformation of a stranded asset (donated by KRE Group). Judges included Woodbridge Mayor John McCormac, and Jersey City Deputy Mayor Marcos Vigil. A \$5,000 cash prize was awarded at the April Chapter Meeting, where all of the students had a chance to present their designs before the Mayors and industry leaders (potentially future employers!).



#### Testimonials:

"The Digital Disruption seminar was forward thinking and engaging, blending my interest in tech with my concentration in real estate development. I learned how big data is enhancing real estate marketing, and at the end of the program I knew I wanted to attend more, so I joined NAIOP NJ. From the panel of Mayors at the Public Policy Symposium, I now know strategies that work and those that do not when courting industries and businesses to increase a local tax base. I have additional insight on the future of TOD after listening to the former Director of NJ TRANSIT speak about millennials, their attraction to urban spaces and use of public transportation. Meeting members working in the field is giving me insight into the nuances of development not covered in textbooks or class discussions." - **Winstina Hughes, the Bloustein School at Rutgers** (pictured with Legislative Committee Chair Alan Lambiase, second photo).



"NAIOP members have been welcoming and engaging...the opportunity to converse with some of the most well-known leaders of the industry, especially at 'Evening with a Legend' dinners, is something few groups provide. Serving on the Legislative Committee has been a great learning experience, one not often easily accessible for someone new to the field. The NAIOP staff helped me find ways to be more engaged, offering opportunities to volunteer and providing guidance throughout my job hunt. NAIOP is an association I expect to be a part of throughout my career and I enthusiastically recommend it to anyone interested in any part of the real estate field." - **Michael Martone, Graduate of the Bloustein School at Rutgers** (receiving the Student of the Year award from VP Associate Affairs Meryl Gonchar and President Clark Machermer, third photo).



"My time as a Student Member and Education Intern at NAIOP NJ was incredibly valuable to me. Many members took time to meet with me during my job search and connect me with potential employers. I've built relationships that will last throughout my career." - **Chanchal Singh, Graduate of the Bloustein School at Rutgers** (pictured with Senate President Steve Sweeney and NAIOP NJ CEO Mike McGuinness, bottom photo).

**We are now welcoming Patrons for the 2016-2017 school year:** please contact Barbara Morford (732-729-9900) for details. Learn more about Student Membership and benefits at [www.naiopnj.org](http://www.naiopnj.org). **NAIOP thanks our Patrons:** ■ Forsgate Industrial Partners ■ Colliers International ■ Cushman & Wakefield ■ Whitesell Construction Co. ■ Liberty Property Trust