



## NAIOP Scholars: Promoting student membership, education, participation and career opportunities/ 2016-2017 Report Card

- Over 100 Student & University Members
- Villanova wins CREICS Competition
- 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 2016-2017 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 & Business Schools at Rutgers, Lehigh University, Dartmouth College & Villanova University, NAIOP's Student Membership has expanded to five schools and over 100 members. Several times each year, NAIOP visits colleges (top & bottom photos) 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, Executive Director Kevin Riordan joined NAIOP NJ's Board of Trustees this year, and we have just welcomed Rutgers as an Academic Member.



**Access to Industry Leaders, Connections to Employment Opportunities:** Student Members annually have over a dozen opportunities to attend educational & networking events (such as the Global Terminals Tour, 2nd photo), 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 working at The Port Authority of NY & NJ, Newmark Grubb Knight Frank, Kivvit and others. NAIOP helps members find interns and employees from among our Student Members.



**CREICS Student Competition** (third photo): The 2017 competition saw teams from Rutgers, Monmouth, Lehigh and Villanova enter designs for part of the historic Roebling redevelopment in Trenton (donated by Greater Trenton). Judges included Trenton Mayor Eric Jackson and Assemblywoman Liz Muoio. A \$5,000 cash prize was awarded to Team Villanova at the April Chapter Meeting, where all of the students had a chance to present their designs before industry leaders (potentially future employers!).

### Testimonials:

"NAIOP is a vast network of real estate professionals: developers, attorneys, architects, planners, etc. who bring diverse perspectives and expertise. What I learned from NAIOP programs complemented my coursework in grad school, helping me to connect the subject knowledge to the application. NAIOP events provide an excellent opportunity to learn from and connect with industry professionals, and CEO Mike McGuinness was a tremendous resource in my job search." – **Chanchal Singh, Graduate of the Bloustein School at Rutgers** (4<sup>th</sup> photo with Mike McGuinness).



"I first became involved with NAIOP NJ while attending graduate school at the Edward J. Bloustein School of Planning and Public Policy. During my time with NAIOP as an intern, and later as a Student Member, I attended numerous education seminars and other networking events that had a profound impact on my future career path in commercial real estate. "In August of 2016, I joined Newmark Knight Frank as Research Manager. Prior to interviewing, I had already met Seena Stein, one of the company's principals, through NAIOP. In my current position, being a NAIOP member helps me stay ahead of the curve with emerging market trends, and NAIOP events are invaluable in building my professional network. Most recently, I leveraged my NAIOP connections to help widen the distribution of my research publications and bolster the Newmark Knight Frank brand." – **Mark Russo, Graduate of the Bloustein School at Rutgers, Research Manager at Newmark Grubb Knight Frank** (5<sup>th</sup> photo).



**We are now welcoming Patrons for the 2017-2018 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