



NAIOP Scholars: Promoting student membership, education, participation and career opportunities/ 2017-2018 Report Card

- Over 100 Student & University Members
- Monmouth 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 2017-2018 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, Temple University, Dartmouth College, Fairleigh Dickinson University, The Wharton School, Roger Williams University & Villanova University, NAIOP's Student Membership has expanded to ten schools and over 100 members. A few times 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.



Access to Industry Leaders, Connections to Employment Opportunities: Student Members annually have over a dozen opportunities to attend educational & networking events (such as Community Action Day, 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 (4th photo). Former Student Members have worked at The Port Authority of NY & NJ, Newmark Knight Frank, JLL, Avison Young, Kivvit and others. NAIOP helps members find interns and employees from among our Student Members.

CREICS Student Competition: The 2018 competition saw teams from Rutgers, Monmouth, and Villanova enter designs for part of Prism's ambitious ON3 redevelopment in Nutley/Clifton (donated by Prism Capital Partners). Students had the opportunity to tour the site with developer Gene Diaz (5th photo). Judges included the Mayors of Nutley & Clifton. A \$5,000 cash prize was awarded to Team Monmouth at the April Industry Insights Dinner, 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 (now employed by the City of Phoenix).**



"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 shared my research at NAIOP's annual Mid-Year Industry Advisors meeting." – **Mark Russo, Graduate of the Bloustein School at Rutgers, Research Manager at Newmark Knight Frank.**



We are now welcoming Patrons for the 2018-2019 school year: please contact Barbara Morford (732-729-9900) for details. Learn more about Student Membership and benefits at www.naiopnj.org. **NAIOP thanks our Patrons:** ■ Forsgate Industrial Partners ■ Colliers International ■ Cushman & Wakefield ■ Whitesell Construction Co. ■ Liberty Property Trust ■ Newmark Knight Frank