



YESTERDAY WITH NAIOP & PWC

*Our Distressed Assets **Breakfast & Schmooze** on **August 13** just keeps getting better! We've added as a speaker **Paul Griesmer**, senior managing director of The Schonbraun McCann Group, an FTI Company. He joins Ernst & Young's **Mark Grinis**, Massey Knakal's **Bob Knakal**, and Arent Fox's **Jackie Weiss**. Plus, top networking! At the dramatic early bird price of **\$39!** [Sign Up!](#)*

This is our first summer on New York's real estate scene, and people told us to expect a **docile** market. Boy, were they wrong! Capping off this **eventful week** was last night's **NAIOP NYC** Developing Leaders cocktail party and yesterday morning's **Professional Women in Construction** developers' forum.



Meritage Properties' **Justin Nonemaker**, Lexington Realty Trust's **Joe Neckles**, **Sagar Dalal**, and IA Interior Architects' **Mindy Williams** were only a few that packed **Vig27** last night. Sagar tells us that Developing Leaders has nabbed the first two speakers for its **executive lunch series**, which features discussions with top-level folks in an intimate environment. The first will be The Durst Org. VP **Helena Durst** (including a walking tour of **One Bryant Park**) in October; and SL Green CIO **Andrew Mathias** in November.



Ackman-Ziff's **John Morris**, First Metropolitan Properties' **Jeffrey Rosenblum**, Rothenberg Rosenfield's **Josh Rosenfield**, Ackman-Ziff's **Philip Pesant**, and Eastdil Secured's **Greggory Applefield**. Jeffrey tells us that he's using the dog days to bolster his **banking relationships** and search for new deals. His firm's sweet spot is **multifamily under \$30M** in Manhattan, Brooklyn, Queens, and the Bronx (sorry, **Staten Island**).



Ackman-Ziff's **Rick Lechtman** (NAIOP NYC prez), with Meritage Properties' **Erin Shaw**, CBRE's **Greg Maurer-Hollaender**, NYU student **Bryan Granum**, and Morgan Stanley's **Martin Winter**. A shout-out to Meritage founder **Andrew Nathan**—we're sorry we misrepresented your firm as **Heritage** after the last DL event, so we've made it up to you by spelling it correctly **three times** in this issue. It's forever engrained on our fingertips.

MEET THE DEVELOPERS



We also joined Professional Women in Construction bright and early at the Yale Club to hear the GSA's **Kevin Bunker**, Atlantic Development Group's **Peter Fine**, U.S. Army Corps of Engineers' **Greg Cuyjet**, and Lincoln Equities' **Joel Bergstein**. Joining the illustrious speakers are *NY Post* columnist and moderator **Lois Weiss** and PWC president **Lenore Janis**. The men spoke about the various public and private development opportunities available in their programs for women and minority-owned businesses. Kevin's advice: **tailor your proposals** to the job and **sell** why you're the best, as it's very competitive.



If you're looking for even more competition, why not try your hand at **Construction?** VJ Associates' **Jane Gertler** (center, with Langan Engineering's **Andrew Weinberg** and Greenman-Pedersen's **Deborah Rosenberg**) is co-chairing this year's charitable contest on Long Island **October 28-29** at **RXR Plaza** in Uniondale. It's looking for teams to design and build giant structures made entirely from **full cans of food**. Since its '92 nationwide inception, **10 million pounds** of food have been donated to fight hunger.



Holt Construction's **Catherine Silverman** and Sherland & Farrington's **Tony Spinella**. You may not have to worry about slipping to catch your subway train soon—Tony tells us his firm is working with **NYC Transit** to put an **acrylic-resin system** on all of the platforms. Holt currently has projects with the **Port Authority**, Con Edison, Wyeth, and **Orange County Community College**. Perhaps they'll bring on Tony to prevent students' grades from slipping.