

Commerce

The Business of New Jersey

January 2022 • \$4.99



**Energy
Efficiency,
Resiliency
Fuel NJ
Development,
says JCP&L
President
James V. Fakult**

**INSIDE:
Construction
& Real Estate**



...it all began on a plane.

ORBIS, a non-profit dedicated to eliminating avoidable blindness, operates the Flying Eye Hospital (FEH), a fully equipped mobile teaching hospital. On the outside, the plane is like most other aircraft. Inside, it is like no other — it hosts an ophthalmic hospital and teaching facility right on board.

navigate

Pilots volunteer their time to fly to program sites around the world.

learn

Medical professionals are taught new sight-saving skills to share with their colleagues.

transform

Hundreds of visually impaired people have their sight restored as thousands of medical professionals are trained each year.

heal

New lives begin when patients can see again.



Visit www.orbis.org to learn more and donate today



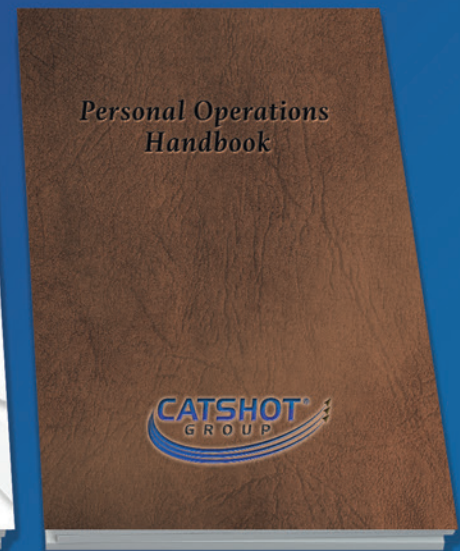
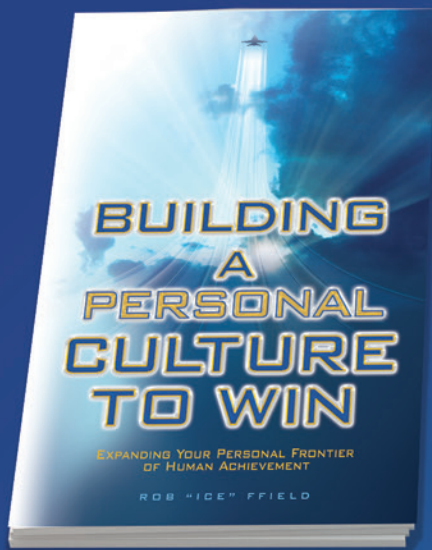
Expanding the Frontier of Human Achievement

Ride along as a pilot on one of these thrilling edge-of-your seat experience designed to inspire excellence. Acquire behind-the-scenes insights from Rob Ffield, a world-class Blue Angel's Pilot and former Air Combat Instructor at TOPGUN.

BUILDING A CULTURE TO WIN: Apply flight combat wisdom to business strategy to inspire your team to achieve world-class performance.

BUILDING A PERSONAL CULTURE TO WIN: This self-coached training program provides all the tools you need to accomplish your personal goals and experience a powerful transformation.

Personal Operations Handbook: Take the elements of Building a Personal Culture to Win and put them straight into actions by using the Personal Operations Handbook



Learn more at www.CATSHOTgroup.com

CONTENTS

TRANSPORTATION

NJDOT Plans a \$900 Million Capital Program in Fiscal 2022	8
---	---

ECONOMIC DEVELOPMENT

Kean University to Strengthen Urban Centers and NJ's Regional Economies	10
--	----

CONSTRUCTION AND REAL ESTATE

Key Industry Trends Will Impact Development in New Jersey	16
RC Andersen Construction to Join the STO Building Group	20
Rowan University and DoD Partner to Develop Construction Materials	22
Aon's Real Estate Practice Leader Kevin Madden Identifies New Risks	24

COVER STORY

Energy Efficiency and Resiliency Fuel Development in New Jersey	26
--	----

ENVIRONMENTAL BUSINESS

New Industry Association for Vapor Intrusion to Establish Best Practices	28
---	----

HEALTHCARE

New Jersey's First Home Infusion Program for Cancer Patients	34
---	----

COLUMNS

Advertisers' Directory	2
CIANJ Officers & Board of Directors	4
President's View	6
Business & Lifestyle	40

Advertisers' Directory

200 Club of Bergen County.....	13	HBC.....	33
Amy Delman Public Relations.....	19	Holy Name Medical Center	37
CATSHOT Group	1	IBS.....	19
Caucus New Jersey	9	JD Companies	17
CIANJ	5	KEV Security	15
Clean Vapor	29	Lakeland Bank	11
Clear Tunnels.....	25	Lessons in Leadership	14
COMMERCE	3	<i>Never Fly Solo</i>	21
Concrete Washout Systems...	33	NJIT	7
Connell Foley.....	17	Orbis	IFC
EAI, Inc.	BC	R.C. Andersen	23
FEMA	29	RWJBarnabas Health	39
Goldstein Lieberman & Company LLC	2	Sadat Associates, Inc.	31
GZA.....	31	Stand and Deliver	12
Hackensack Meridian <i>Health</i>	35	The Chateau Grande Hotel.....	27
		Valley Health System	BC

Cover design by Clear Tunnels

COMMERCE (SSN 0745-077X) is published monthly for a subscription price of \$35.00 per year by the Commerce and Industry Association of New Jersey, 365 West Passaic Street, Suite 490, Rochelle Park, New Jersey 07662, (201) 368-2100, Web site: www.commercemagnj.com. Postage Paid at South Hackensack, New Jersey and additional mailing offices. Postmaster: Send address changes to above address.



Let Goldstein Lieberman & Company Bring You & Your Company to New Heights



Financial Insight. Business Instinct.

Certified Public Accountants and Business Advisors
(800) 839-5767

www.GLCPAS.com

ADVERTISE

**Engage Thousands of
Decision-Makers Monthly**



Rich Waltman
rwaltman@cianj.org
(646) 808-5114



Tom Worley
tworley@cianj.org
(917) 733-5135



CHAIRMAN OF THE BOARD
WILLIAM C. HANSON
President, NAI James E. Hanson

VICE CHAIRMAN
AUDREY MURPHY
Executive Vice President/Chief Legal Officer, Hackensack Meridian Health

TREASURER
KATHLEEN ALEXANDER
Partner, Sax, LLP

SECRETARY
JOSEPH IMPERATO, JR.
Partner, XSolutions Consulting Services, LLC

COUNSEL
LANNY S. KURZWEIL
Partner, McCarter & English, LLP

PRESIDENT
ANTHONY RUSSO

AT LARGE MEMBERS

PAIGE DWORAK
President & CEO, East Orange General Hospital

DREW R. MALDONADO
Senior Director, BNY Mellon

THOMAS J. SHARA
President & CEO, Lakeland Bank

DAX STROHMEYER
President, Triangle Manufacturing

KIM VIERHEILIG
Vice President, Managing Principal, AECOM

PAST CHAIRMEN

RICHARD W. ABRAMSON
Member, Cole Schotz P.C.

NORMAN ALWORTH
Chief Operating Officer, Perfect Snax, LLC

JAMES R. BEATTIE
Of Counsel, Beattie Padovano, LLC (in memoriam)

JAMES D'AGOSTINO
President, JD Companies

WILLIAM J. HELLER
Senior VP And General Counsel, New York Football Giants

MARTIN W. KAFAFIAN, ESQ.
Managing Partner, Beattie Padovano, LLC

THOMAS MCNABOLA
Senior Advisor, Sax LLP

B. FRANKLIN REINAUER III
President, Reinauer Realty Corporation

ANDREW SILVERSTEIN
Partner, Dorfman, Abrams, Music LLC

TRACY STRAKA
Executive Vice President, Creamer Environmental, Inc.

LOUIS WEISS
CEO, WFM Project & Construction, Inc.

COMMERCE MAGAZINE

PUBLISHER/CEO
ANTHONY RUSSO
arusso@cianj.org

EDITOR/PRESIDENT
MILES Z. EPSTEIN
mepstein@cianj.org

CONTRIBUTING EDITORS

SIGNY COLEMAN
BETHANY COLEMAN-ATHERTON
MARTIN C. DAKS
BOB KLAPISCH
TRACY SCHOENBERG
DIANE C. WALSH

ADVERTISING SALES

RICH WALTMAN (646) 808-5114
rwaltman@cianj.org

TOM WORLEY (917)-733-5135
tworley@cianj.org

LAYOUT AND DESIGN

MARJORIE CAMPOLONGO
Art Director, Clear Tunnels
mjcampolongo@gmail.com

Mission

"The mission of the Commerce and Industry Association of New Jersey is to be the leader in free enterprise advocacy for the purpose of providing, through education, legislative vigilance, and membership interaction, an economic climate that enhances business potential and makes New Jersey a better state in which to live, work and conduct business."

Directors

RICHARD W. ABRAMSON
Member, Cole Schotz P.C.

JOHN ANDERSON
Vice President, Jersey Central Power & Light

JAMES P. ANELLI
Partner, White and Williams LLP

ROBERT "TOBY" BABEUF
Regional Manager, Commercial Banking, Wells Fargo Bank, N.A

JOHN BRENNAN
Senior Vice President, J.H. Held LLC

DONALD F. BUCKLEY
Market President, TD Bank North Jersey

BRIAN JOHN CLARK
Administrative VP, Group Manager, Commercial Banking Division, M&T Bank

CONRAD COLON
Vice President, Sales & Marketing, Goya Foods, Inc.

CHRISTOPHER W. CONWAY
President, DialAmerica Marketing

JOHN CORCORAN
President and CEO, D'Alessandro, Inc.

JAMES W. CRAWFORD, III
President, Felician University

DALE CREAMER
Executive Vice President, J. Fletcher Creamer & Son, Inc.

JAMES D'AGOSTINO
President, JD Companies

ULISES DIAZ
Director, Government Affairs, Horizon Blue Cross/Blue Shield of NJ

DAVID DU PONT
CEO, HEPCO, Inc.

ROBERT P. EVANS
Consultant

JEFFREY J. FURBISH, SR.
Chief Sales Officer/VP, Sales and Account Management, Delta Dental of New Jersey

TODD GALANTE
Principal/Partner, Piro, Zinna, Cifelli, Paris & Genitempo, LLC

SALLY GLICK
Principal & Chief Growth Strategist, SobelCo

RICHARD M. GOLDBERG
President & CEO, R2 Associates LLC

PAUL HARENCAK
VP, Business Development, and Technical Services, LPS Industries

TODD HAY
Regional VP, Office Director, Pennoni Associates, Inc.

RICHARD HELLDÖBLER
President, William Paterson University

RICH HENNING
SVP, Communications, SUEZ North America

THOMAS HERTEN
EVP & Director, Archer

EDWARD A. HOGAN
Partner, Norris McLaughlin, P.A.

ROBERT IACULLO
Consultant

LAWRENCE INSERRA, JR.
President, Inserra Supermarkets, Inc.

KEVIN JOYCE
VP, Insurance Networks, Atlantic Health System

MARTIN W. KAFAFIAN, ESQ.
Managing Partner, Beattie Padovano, LLC

THOMAS J. KEMLY
President and CEO, Columbia Bank

JAMES A. KOSCH
Partner, McCarter & English, LLP

PAUL KRIEGER
Managing Partner, Deloitte LLP

JASON KROLL
VP & Chief Strategy Officer, New Jersey City University

RICHARD J. LAMBERT
Founding Partner, Dunn Lambert LLC

ANTHONY J. LEE
President, The Cardinal Hill Group, Inc.

KEVIN LUING
Chairman of the Board, Berkeley College

DAVID C. LYONS
Executive Director, Public Service Enterprise Group

PAUL B. MAIDE
Executive Vice President, Aqua Pro-Tech Laboratories

JOHN MANNA
SVP & Managing Director, PNC Wealth Management

JOHN MARCHIONI
President and COO, Selective Insurance Company of America

PAUL MARDEN
CEO, UnitedHealthcare of New Jersey

MICHAEL A. MARON
President & CEO, Holy Name Medical Center

BOB MARTIN
Managing Director, Christie 55 Solutions

MICHAEL X. McBRIDE
Partner, Connell Foley LLP

DEL McLENNON
Dir. of Business Development/Sales, Safari Solutions

VALERIE MONTECALVO
President and CEO, Bayshore Family of Companies

MICHAEL MUNOZ
Market President, AmeriHealth New Jersey

WILLIAM MURRAY
Executive Vice President, Public Affairs, MWWPR

CINDY MYER
President, Ridgewood Moving Services

STEVEN NAPOLITANO
Principal, SNS Architects & Engineers

CORETHIA V.E. OATES
VP, Portfolio Manager, Morgan Stanley

TERRIE O'CONNOR
President/Broker, Terrie O'Connor Realtors

BRENDAN O'DONNELL
GM, Newark Brewery, Anheuser-Busch

JASON POURAKIS
Partner, Mazars USA LLP

DAVID REPETTO
Co-Managing Partner, Harwood Lloyd, LLC

MATTHEW RICKERT
Market Executive/Commercial Banking, Chase Bank

STEVEN C. SCHINELLA, CPA
Roseland Office Managing Partner, CohnReznick, LLP

NISHA M. SIKDER
VP of Payer Strategies, Valley Health System

ANDREW SILVERSTEIN
Partner, Dorfman, Abrams, Music LLC

AUGUST SODORA
President, Swift Electrical Supply Co., Inc.

TRACY STRAKA
Executive Vice President, Creamer Environmental, Inc.

DEAN L. THOMPSON
Vice President, Government Affairs, Enterprise Holdings

DEBORAH D. VISCONI
President & CEO, Bergen New Bridge Medical Center

JOHN K. WALSH, JR.
Managing Partner, Walsh & Walsh

PETER WEBSTER
Resident Managing Director, AON Insurance

LOUIS WEISS
CEO, WFM Project & Construction, Inc.

Information gathered and presented in this publication is presumed to be accurate. However, because of the extensive number of sources used, Commerce Enterprises, Inc. and the CIANJ cannot guarantee accuracy or be responsible for any omissions in fact or credit.

Join Us

**Connecting Businesses
Building Relationships**

CIANJ

What's Good for Business

Contact us
www.cianj.org

info@cianj.org
201-368-2100



New Federal Dollars to Fund Infrastructure in New Jersey

By Anthony Russo
President, CIANJ

The new Bipartisan Infrastructure Law will create millions of jobs, while investing billions of dollars modernizing America's infrastructure.

"New Jerseyans stand to benefit immensely from unprecedented

investments in infrastructure," said New Jersey Gov. Phil Murphy after passage of the federal legislation. "The Bipartisan Infrastructure Bill delivers billions of dollars for the Gateway Program, the largest critical infrastructure project in the United States, bringing commuters the relief that they deserve. This also includes significant funding for the expansion of broadband Internet, addressing a key issue that impacts underserved areas of New Jersey and will be a gamechanger for those residing in them."

New Jersey's transportation and supply chain infrastructure will also get a much-needed boost with the cash infusion of these federal dollars.

With "increased federal funding through the Infrastructure Investment and Jobs Act, New Jersey will enhance supply chain resiliency by planning for projects that increase the use of alternate modes of freight transportation and further support the strength of New Jersey's economic competitiveness," said New Jersey Department of Transportation (NJDOT) Commissioner and Chair of the New Jersey Turnpike Authority Diane Gutierrez-Scaccetti.

Future projects include the New Jersey Turnpike Authority's Newark-Bay Hudson County Extension roadway widening and reconstruction project allowing for greater capacity of commercial and passenger traffic; replacement of several bridges including the heavily used Newark Bay Bridge; and the 2022 revisitation of the NJDOT 2022 Statewide Freight Plan, in which New Jersey will make the movement of goods to and from the ports a key focal point.

"Since 2011 Port Newark Container Terminal (PNCT) has executed infrastructure investments of \$425 million with \$400 million of additional projects currently planned. These investments have allowed PNCT to increase terminal capacity by more than 80 percent," said Port Newark Container Terminal President and CEO Jim Pelliccio.

According to the global logistics firm Shifl, it is now 25 percent faster for ships from China

to reach the Port of New York and New Jersey than ports on the West Coast, resulting in savings of thousands of miles and weeks of time. New Jersey's ports are busier and more appealing to the international logistics and freight industry than ever before. Port activities support approximately 500,000 jobs in New Jersey and in New York and serve more than 134 million people regionally.

"In working with our partners at the Port Authority, organized labor and the private sector, New Jersey has avoided the supply chain and logistical breakdowns that much of our country has faced," said Gov. Murphy. "Through a combination of proactive infrastructure investment, collaboration in state government and the help of key partners, the Port of New York and New Jersey is breaking cargo records and getting consumer and commercial products onto trucks and buses headed across America."

Port Authority of New York and New Jersey Chairman Kevin O'Toole explained: "The Port Authority's capital investments in regional infrastructure over the past decade—from the raising of the roadway of our Bayonne Bridge to serve the world's largest container vessels, to the dredging of the area's navigational channels to improve port operations—are paying off as the Port of New York and New Jersey has not missed a beat in keeping food, medical supplies and goods moving. We are working collaboratively with our port partners and stakeholders at every link in the regional supply chain."

Water infrastructure is also benefiting from the Bipartisan Infrastructure Law. In a letter sent to Gov. Murphy, U.S. Environmental Protection Agency Administrator Michael S. Regan encouraged New Jersey to maximize the impact of water funding from the law—an unprecedented nationwide total of \$50 billion—to address disproportionate environmental burdens in historically underserved communities across New Jersey. Under this funding, the State of New Jersey will receive \$168,949,000.


"Strong communities depend on strong infrastructure," said New Jersey Department of Environmental Protection (NJDEP) Commissioner Shawn M. LaTourette. "While the NJDEP has a longstanding history of working with our communities to improve this infrastructure across the state, far too much is old and in desperate need of replacement. This is especially true in our disproportionately burdened communities, which face challenges such as those posed by lead service lines. The funding made possible by the passage of the

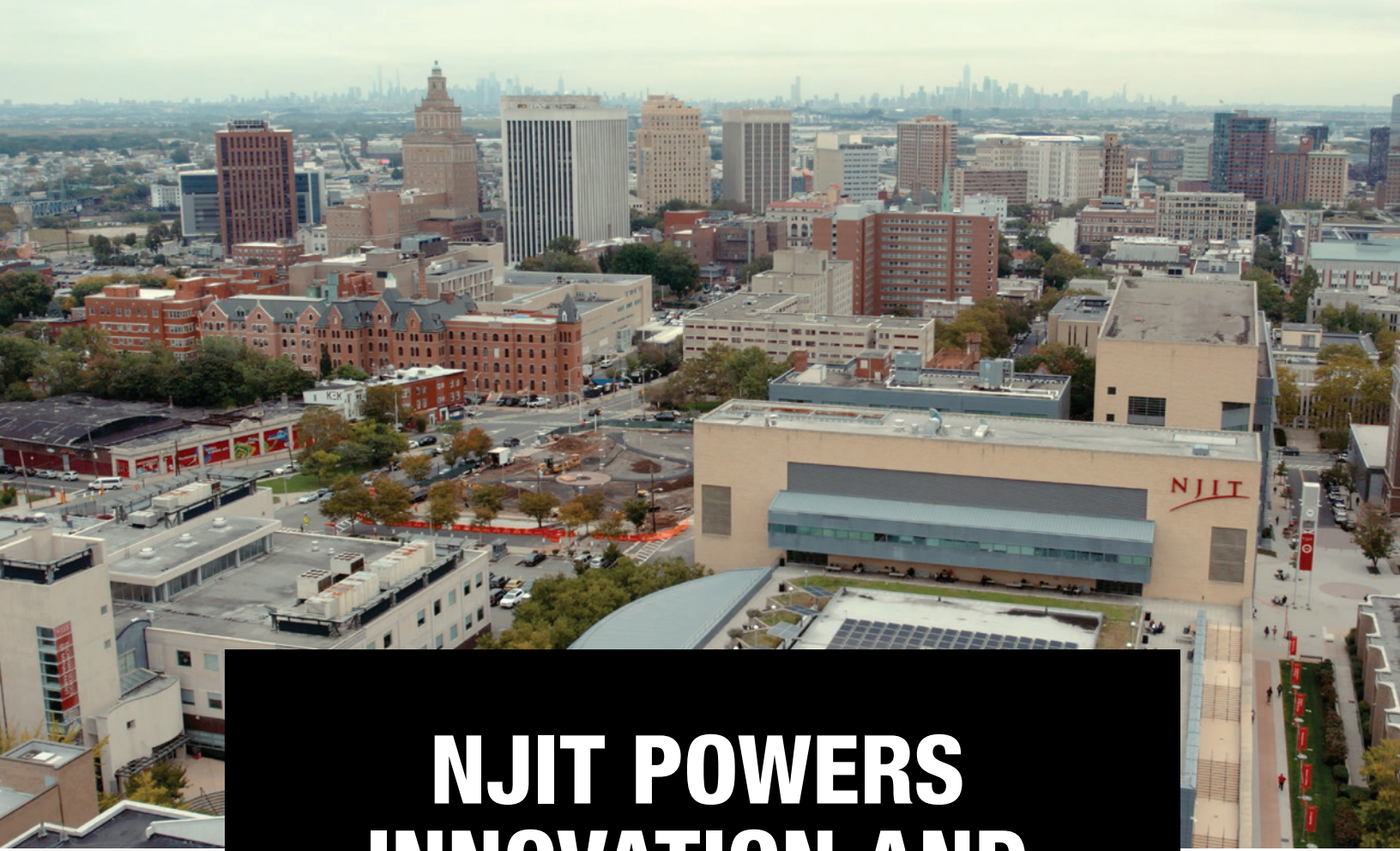


"Strong communities depend on strong infrastructure," said NJDEP Commissioner Shawn M. LaTourette.

national Infrastructure Law rightly focuses on the pressing needs of our environmental justice communities and opens many doors for us to better safeguard the health of our citizens, protect the environment, grow the economy and create jobs."

For New Jersey, cleanup of its Superfund sites will get a \$1 billion investment from the Bipartisan Infrastructure Law, allowing for future development. With 114, the state has more federal Superfund Sites than any other state in the nation. The following Garden State sites will get federal dollars for cleanup: White Chemical Superfund Site in Newark; Diamond Head Oil Superfund Site in Kearny; Roebbling Steel Superfund Site in Florence Township; Unimatic Manufacturing Site in Fairfield; former Kil-Tone Superfund Site in Vineland; Garfield Groundwater Contamination Superfund Site in Garfield; and Kauffman & Minter Superfund Site in Jobstown.

"The bipartisan Infrastructure Law provides funding to protect public health and restore our natural resources, making our communities safer and returning these properties to productive use—whether for open space or commercial activity," said NJDEP Commissioner LaTourette. 



NJIT POWERS INNOVATION AND ENTREPRENEURSHIP

NJIT will launch two new education and research centers focused on real estate and entrepreneurship, made possible by a historic gift from The Paul V. Profeta Foundation, Inc.

The first-of-its-kind, Profeta Real Estate Center, housed in Martin Tuchman School of Management, will serve as a hub for teaching, training and research. The center will focus on the disruptive technologies, innovation, and novel design and construction techniques that are transforming the field.

The Profeta Center for Innovation and Entrepreneurship will also serve as a hub for Newark-focused entrepreneurship initiatives, including the launch of the Newark Startup Studio at VentureLink.

NJIT makes progress through partnerships.



NJDOT Plans for a \$900 Million Capital Program in Fiscal 2022

Another \$300 million in consultant design and inspection agreements is also planned.

By Diane C. Walsh
Contributing Editor

The New Jersey Department of Transportation (NJDOT) undertook an historic \$1.23 billion capital program this past fiscal year and Commissioner Diane Gutierrez-Scaccetti said another \$900 million is on the drawing board for Fiscal 2022.

Gutierrez-Scaccetti gave the Commerce and Industry Association of New Jersey (CIANJ) an overview of her department, the challenges it is facing due to the pandemic and its plans for the future during a recent virtual conference.

The commissioner encouraged the many engineers and consultants participating in the event to review a special website the NJDOT created about doing business with the government. It details the latest information on contracts, applications, permits, etc. "We work hard to be inclusive and spread the work around," said Gutierrez-Scaccetti. The website is www.state.nj.us/transportation/business.

Along with the capital program, the commissioner said the NJDOT plans to award \$300 million in consultant design/inspection agreements next year. When asked to name some of the bigger projects, the commissioner pointed to the repaving of Route 9 in Woodbridge; improvements to Routes 9 and 35 in South Amboy and raising the Garden State Parkway along the Bass River and Mullica River to mitigate flooding.

The American Rescue Plan sent \$10 billion to the Garden State to combat the effects of COVID-19. But Gutierrez-Scaccetti said that funding was not targeted for infrastructure

work. Instead, she encouraged the consultants at the conference to focus on the \$75 million Local Transportation Project Fund in the last state budget, which will finance road projects in the towns and counties.

Gutierrez-Scaccetti was named commissioner by Gov. Phil Murphy in 2017. A New Jersey native, she has more than 30 years of experience in the industry, most of it spent at the New Jersey Turnpike Authority. She left the authority as executive director in 2010 and accepted the job of executive director and CEO at Florida's Turnpike Enterprise. There, she managed more than 460 centerline miles and a five-year capital program in excess of \$6 billion before she was wooed back to the Garden State.

The NJDOT's mission is to provide a world-class transportation system that enhances the state's quality of life and supports economic growth while respecting the state's natural resources. To accomplish its goals, the department evolved into a complex operation. For instance, the commissioner explained several agencies, such as the turnpike authority, NJ Transit and the South Jersey Transportation Authority, are "of not in" the NJDOT, meaning they are not under her jurisdiction. Yet, she serves as chairman of their boards.

Gutierrez-Scaccetti noted the turnpike authority recently provided funding to NJ Transit, which operates the rail and bus lines. While it may appear counterintuitive, she said it makes sense that the authority would encourage public transit to alleviate congestion on the toll roads. "We have to make certain the whole system meshes together," the commissioner said.



During a recent virtual conference, NJDOT Commissioner Diane Gutierrez-Scaccetti briefed CIANJ members on transportation issues in the Garden State.

Through the pandemic the department never shut down. Instead, it initially pivoted to work-from-home and later instituted a flex schedule with a percentage of the staff reporting to the office each day. The situation prompted more automation, the commissioner said, explaining invoices and estimates can now be submitted and signed electronically. "We continue to take lessons from the pandemic and move them forward," she said.

Gutierrez-Scaccetti frequently compliments her staff, saying "success takes teamwork." One of her goals is to grow the skill sets of younger staff and help them expand their credentials to move them up in their careers.

She is also trying to be patient with the small percentage of staffers who have refused to return to the office since the pandemic hit. Not all work can be accomplished at home, she said, adding: "The taxpaying public expects public employees to be where they're supposed to be and that means at work."


The commissioner said she has been working with the union in her department and hopes her own example will encourage others to return to the office. It is going to take "time, encouragement, education and patience," she said. 



Photo: Getty Images/Stockphoto/andykaze

The NJDOT's mission is to provide a world-class transportation system that enhances the state's quality of life and supports economic growth while respecting the state's natural resources.

**STATE
OF
AFFAIRS**
with **STEVE ADUBATO**

EMMY®
AWARD
WINNING
ANCHOR

THIRTEEN

NJ  **PBS**

news12+

 **YouTube**

nj.com
True
Jersey.
nj.com/SteveAdubato

 **Bank**

NJIT

**TURRELL
FUND**
#REIMAGINEchildcare

**RWJBarnabas
HEALTH**



Eastern Atlantic States
REGIONAL COUNCIL OF CARPENTERS

**NJ
Sharing
Network**
saving lives through
organ and tissue donation

Kean University to Strengthen Urban Centers and NJ's Regional Economies

Through a more-than \$1 million, five-year grant, the university will invest in cities.

Compiled by John Joseph Parker
Contributing Editor

Kean University is one of 25 colleges and universities nationwide selected for a U.S. Economic Development Administration (USEDA) University Center grant to promote innovation and strengthen regional economies.

Through the more-than \$1 million, five-year grant, Kean will create the Center for Business/Workforce Development, Innovation & Social Entrepreneurship, the first of its kind in the state. The Center will work to strengthen regional economies statewide by providing support, expertise, applied research and technical assistance to identify and address the specific regional needs of urban centers.

"This is exciting news for Kean University as we move toward becoming the state's first urban research institution," says Kean President Lamont O. Repollet, Ed.D. "This places the university at the forefront of supporting innovative economic development research and sustainable solutions to strengthen the economy throughout New Jersey."

Kean will receive \$101,000 each year for five years from the USED A and will provide matching funds. After the end of the grant period, Kean and the other USED A University Center institutions may reapply for an additional five-year grant.

"Kean University is one of the most diverse universities in the nation and is committed to empowering its students and surrounding communities," says Sen. Bob Menendez (D-NJ). "This funding will ensure the university has the resources to spur economic development, innovation and entrepreneurship while lifting up residents across New Jersey."

Kean was selected for the competitive grant along with other institutions in the Chicago and Philadelphia regions. Selected with Kean in the Philadelphia region are Cornell University, Penn State University, the University of Maryland, Lehigh University, Virginia Tech and others. A total of \$2.5 million was awarded.

"EDA University Centers are important partners in locally driven economic development strategies," explains U.S. Secretary of Commerce Gina M. Raimondo. "These institutions of higher education will provide critical technical assistance to support regional efforts to boost innovation, create good-paying jobs and ensure American competitiveness in the global economy. President Biden is committed to building



Kean University President Lamont O. Repollet, Ed.D.

our economy back better, and these grantees will play a vital role in that at the local level."

Roughly 60 University Centers are in operation at any given time in U.S. states and territories. The grants are awarded through an open and competitive process in five-year cycles across all six economic development regions as designated by the USED A.

"Kean University will leverage its research capabilities, state-of-the art technology labs and

"Kean University is one of the most diverse universities in the nation and is committed to empowering its students and surrounding communities...."

faculty expertise as resources that can be used to respond to the economic development needs of local and regional communities," says Joseph Youngblood II, Ph.D., Kean senior vice president for external affairs. "We will be partnering with multiple state and federal agencies in the region to leverage university assets and build regional economic ecosystems that support innovation and high-growth entrepreneurship, resiliency and inclusiveness."

Kean's center will focus on specific economic sectors in different regions of the state—agriculture in



U.S. Senator Bob Menendez (D-NJ)

South Jersey, advanced manufacturing in Central Jersey and small businesses in North Jersey.

"Our goal for small businesses is to promote growth through resiliency so that these important drivers of the economy can withstand natural disasters and other challenges such as the COVID-19 pandemic," says Barbara George Johnson, Kean vice president for the John S. Watson Institute and urban policy and research.

The Center will work with Kean partners—the John S. Watson Institute for Urban Policy, the College of Business and Public Management, the Small Business Development Centers of New Jersey and the Institute for Life Sciences Entrepreneurship (ILSE)—as well as external partners, including the New Jersey Urban Mayors Association, the New Jersey Manufacturing Exchange Program and the African American and Hispanic Chambers of Commerce of New Jersey.

"Partnering with local institutions to support urban centers and foster regional economics as they rebuild in the aftermath of the pandemic is one of Governor Murphy's top priorities," says New Jersey Economic Development Authority (NJEDA) Chief Executive Officer Tim Sullivan. "Kean University's Center for Business/Workforce Development, Innovation & Social Entrepreneurship is a unique initiative that will play an important role in growing New Jersey's economy, with a specific focus on the Governor's targeted sectors."

Newark Mayor Ras Baraka, the president of the New Jersey Urban Mayors Association, said

Continued On Page 12



Lakeland Bank *Builds Satisfaction*

*No matter what your business needs,
we've got you covered!*

We offer:

- Customized Credit Facilities
- Working Capital Lines
- Term Loans
- CapEx Financing
- Equipment Leasing
- Asset-Based Lending
- ESOP Financing
- Treasury Management Solutions



Visit LakelandBank.com/Business-Loans-Credit to learn more, request a business loan consultation, or find a loan office near you.

Forbes **2021**
**BEST-IN-STATE
BANKS**

POWERED BY STATISTA



LakelandBank.com ▪ 866-224-1379

ECONOMIC DEVELOPMENT

Continued From Page 10



Newark Mayor Ras Baraka

underserved communities will benefit from the Center's work.

"The University Center will provide support in economic development initiatives to the New Jersey Urban Mayors Association cities, continuing the Watson Institute's longstanding commitment to urban and urban/rural communities across New Jersey," says Baraka. "It is critical and timely that attention is focused on providing the tools for economic growth to some of the most underserved communities in the state."



African American Chamber of Commerce of New Jersey President and CEO John E. Harmon Sr.

"We are truly thrilled to be part of Kean University's effort and initiatives in creating innovative, collaborative and sustainable opportunities that will yield significant societal impact in New Jersey and beyond," says Jin Wang, Ph.D., dean of the College of Business and Public Management at Kean.

John E. Harmon Sr., founder, president and CEO of the African American Chamber of Commerce of New Jersey (AACCNJ), calls the Center "a transformational initiative."

"The opportunity to bring together the talent that exists within this phenomenal educational institution with their research and academic abilities to focus on strengthening our economic ecosystem can serve not only as a model for success for New Jersey but also the United States," Harmon says. "I am confident that those sectors of our state's economy that have been overlooked will now have access to resources, opportunities and information that will enable them to realize their personal goals and business objectives."

Carlos Medina, president and CEO of the Statewide Hispanic Chamber of Commerce of New Jersey, offered his congratulations to Kean.

"Kean University's EDA University Center will be an important part in the economic development and building of our communities here in New Jersey, and we are very proud to be a partner and collaborator on this project," he says.

ILSE, a nonprofit business incubator located on Kean's Union campus, works in the life science sector and is a partner of the Center.

"As an institute dedicated to entrepreneurship, ILSE is excited to work with the new center and promote its important mission," says ILSE President Thomas Richardson, Ph.D. "We congratulate all of our collaborating partners and

Continued On Page 14

STEVE ADUBATO'S LESSONS IN LEADERSHIP

with co-host Mary Gamba

Sunday 10:00am

news12+



Stand-Deliver.com

Promotional Partner:





ONE COMMUNITY. ONE ORGANIZATION.
ONE MISSION.

We enrich our community by supporting the families
of law enforcement, fire and ems personnel
in the event of their death or injury.

We ensure our future by providing scholarships
and assistance to agencies which protect us.



YOUR MEMBERSHIP SUPPORTS OUR MISSION

JOIN US | 201.229.0600 | INFO@200CLUB.ORG | VISIT 200CLUB.ORG

Economic Development

Continued From Page 12

look forward to working together to build New Jersey's innovation economy."

BCT Partners, based in Newark, will apply its data-driven tools and insights to the Center's initiatives to advance equity in the workforce.

"We are so proud to be partnering with Kean University on this EDA University Center grant," says Lawrence M. Hibbert, BCT Partners president and managing partner. "We know that drawing insights from economic data will be key to unleashing the power and potential of this region."

John W. Kennedy, Ph.D., chief executive officer of the New Jersey Manufacturing Extension Program (NJMEP), says the partnership with Kean University is an "exciting step forward in New Jersey's push to strengthen the workforce."

"NJMEP is thrilled to collaborate with Kean to ensure the very best professional development opportunities are offered and utilized. Without partnerships like this, our state and nation will continue to fall behind," he says.

The USEDPA recognizes that institutions of higher education are critical players in the development of vibrant economic ecosystems. Universities are sources of significant economic development assets—such as faculty, staff, students, research and proof of concept centers, laboratories and high-speed broadband networks—that can support regional economic growth.

The purpose of USEDPA's University Center program is to enable institutions of higher education and consortia of institutions of higher education to establish and operate University Centers (UCs) specifically focused on leveraging university assets to build regional economic ecosystems that support innovation and high-growth entrepreneurship, resiliency and inclusiveness.


By responding to the economic development needs of their regions, University Center programs are demand-driven by nature. Historically, UCs have been leaders in promoting and facilitating economic development in their regions. They have been among the first to recognize emerging technical assistance needs. As early as FY 1980, USEDPA-funded UCs responded to the needs of small- and medium-sized manufacturers and processors for technology transfer and commercialization assistance. More recently, some UCs have been providing resources and guidance on how to create a digitally inclusive economy while others are working with stakeholders in their regions to address economic impacts from the closure of major plants.

University Centers collaborate with other USEDPA partners, such as Economic Development Districts (EDDs), by providing expertise, applied research, and technical assistance to develop, implement, and support regional strategies that result in job creation,



NJMEP CEO John W. Kennedy, Ph.D.

high-skilled regional talent pools and business expansion in a region's innovation clusters.

UCs focus on one or more of the following areas: regional commercialization efforts, advancing high-growth entrepreneurship, cultivating innovation, encouraging business expansion in a region's innovation cluster, developing a highly skilled regional workforce, or increasing the resiliency of a region. 

Why Leaders Must Artfully Confront

As leaders, we must confront difficult situations. This is so easy to say, and so much harder to do. Consider the following when it comes time to artfully confront an individual or a situation.

--Don't be argumentative or contentious.

Instead, be the kind of thoughtful leader that says; "This is not a good situation. I need to be candid with you about what improvements need to be made." It is all about how you frame your message.

--Consider that a team member may be "playing out of position." You may need to confront the fact that a specific team member is not right for a particular role on the team. Identify responsibilities that better take advantage of his or her skillset.

--Swiftly confront a negative attitude. Even if a team member is doing a competent enough job, if his or her overall attitude is counterproductive and disruptive to the team, it must be confronted.



STEVE ADUBATO'S

LESSONS IN LEADERSHIP

--Use real life examples. Use specific

examples to paint a clearer picture of how you see the situation. Let the team member know where he fell short so he can learn from the experience.

--Be flexible and agile. When you anticipate

push back or an outright rejection, you need to be prepared to adapt your conversational strategy. By simply thinking that things will work out the way you want them to basically means you are not prepared.

--Be empathetic. Take the time to think about

what YOU would want to hear in a similar situation. Imagine what it might be like to receive the information you are about to share.

Steve Adubato, PhD, is the author of five books including his latest, "**Lessons in Leadership**". He is an Emmy® Award-winning anchor with programs airing on Thirteen/WNET (PBS) and NJ PBS who has appeared on **CNN**, **FOX5 NY** and **NBC's Today Show**. Steve Adubato's "**Lessons in Leadership**" video podcast with co-host Mary Gamba airs **Sundays at 10:00 a.m. on News 12+**. For more information visit www.Stand-Deliver.com

PROTECTING MILLIONS OF DOLLARS CAN BE A HEAVY BURDEN...

IN A STRESS-FREE, EASY TO SLEEP AT NIGHT, SORT OF WAY.



Offering turn-key and fully-integrated solutions, KEV Security makes securing your financial institution simple. With over 35 years of experience and industry know-how, combined with parts and inventory for all major types of banking equipment; we can consult, install, maintain and service your financial security system with worry-free assurance.

We ensure your systems stay protected and communicating regardless of telephone or power outages with our full-service UL listed Central Station Monitoring and private KEV-IntelliNet 2-way Radio Backup Network. KEV Security offers you peace of mind, so you can concentrate on other things... like customer service.



ALL THE SECURITY YOU'LL EVER NEED. COMMERCIAL • RETAIL • FINANCIAL



FIRE



INTRUSION



ACCESS
CONTROL



NETWORK
MONITORING



24-7 CUSTOMER
SERVICE/MONITORING

973-773-1397 www.kevsecurity.com

NJ Business License # AL000001 Fire/Burglar/Locksmith

NJ Division of Fire Safety #P00556

Key Industry Trends in 2022 Will Impact Building, Leasing, Growth

By Diane C. Walsh
Contributing Editor

New Jersey's booming warehouse market continues to surge, making it undeniably one of the hottest segments of the state's real estate industry—with no signs of a letup.

Experts say warehouse demand has been on the uptick for years. But the market got a big boost when e-commerce took off as consumers overwhelmingly resorted to online shopping when they were forced to stay at home due to the COVID-19 pandemic.

"It's hotter than I've ever seen it and I don't expect it's going away any time soon," says William C. Hanson, SIOR, president of NAI James E. Hanson, one of the most well-regarded, full-service brokerage and property management firms in the state. Hanson is also chairman of the Commerce and Industry Association of New Jersey (CIANJ), a business advocacy group with more than 900 corporate members.

COMMERCE spoke with CIANJ members whose focus is real estate and other state experts for an overview of the industry and where it is going in 2022. From their remarks it is evident the warehouse market is flying high, residential home sales are having another great year, but the office market faces a big question mark.

Terrie O'Connor, founder and president of Terrie O'Connor Realtors, a leading Northern New Jersey realtor, says the housing market continues to be very strong. "There are more buyers than houses and we're still seeing bidding wars," she explains. The inventory shortage is exacerbated by homeowners hesitant to list their



NAI James E. Hanson President William C. Hanson, SIOR

properties because they do not know where they are going. Still, she says the market is very active. There's every reason to believe 2022 will be another good year, O'Connor adds.

Past CIANJ Chairman Richard W. Abramson, Esq., an attorney specializing in commercial real estate at Cole Schotz P.C. in Hackensack, was very upbeat in his analysis also. "There's plenty of money in equity and the lenders are willing to lend," he says.

In his practice, Abramson says industrial properties are emerging as the "darling asset



Terrie O'Connor Realtors President Terrie O'Connor

now because the rents are high and they're in demand." He also identified a curious trend—properties held in families for generations suddenly going up for sale. The sellers are getting high prices and they are not deterred by the capital gains taxes.

Abramson and many others identified the conversion, repurposing or adaptive use of former commercial space as a growing trend. Steven Napolitano, a principal at SNS Architects & Engineers PC in Montvale, says his firm is seeing office buildings razed or converted to make way for townhouse developments, assisted living facilities, nursing homes and even self-storage facilities.

The Garden State's office market is "over-built and under-demolished," according to James Hughes, the retired dean of the Edward J. Bloustein School of Planning and Public Policy at Rutgers University, who has conducted extensive studies on the state's real estate industry. He says most of the state's office space was built in the 80s well before the advent of the Internet and the current pandemic, which is causing companies to rethink their space needs.

Furthermore, Hughes says New Jersey is "over-stored," meaning with more than 32 million square feet of retail in 30 malls there is a glut of shopping centers. These "temples of consumption," as Hughes calls them are giving way to the demand for warehouse space.

Continued On Page 18



Cole Schotz P.C. Member Richard W. Abramson, Esq.



SNS Architects & Engineers PC Principal Steven Napolitano



Connell Foley is pleased to announce
Timothy E. Corrison
has been named Managing Partner

Email: tcorrison@connellfoley.com | Phone 973.535.0500



With perspective formed by more than 80 years of legal experience and insight, Connell Foley LLP provides businesses with the tools to succeed in an ever-changing market.



www.connellfoley.com | New Jersey | New York | Pennsylvania

ATTORNEY ADVERTISING



DEVELOPERS - CONTRACTORS - MANAGERS

411 Hackensack Ave, Hackensack, NJ 07645

Phone (201)661-8390 Fax (201)661-8386

www.jd-companies.com

Continued From Page 16



James Hughes (Retired Dean) Edward J. Bloustein School of Planning and Public Policy, Rutgers University

The giant warehouses or “fulfillment centers,” as they have become known, are commonly located by the major highways, especially along the New Jersey Turnpike Exits 8A and 7A. But Hughes says “last mile” distribution centers that are 100,000 square feet are cropping up across the state, too. Sometimes they are repurposed big box stores that once anchored regional shopping malls.

Towns appreciate the conversions because they are seeing tax dollars again instead of vacant strips. Both Hughes and Hanson say, however, that there has been push back against some of the warehouses and distribution centers from neighbors, who are opposed to trucks on local streets. There was an attempt to draft legislation to restrict warehouses but it failed to progress in Trenton.

New Jersey’s location “smack in the middle” of Washington, D.C. and Boston makes it a prime location for distribution centers, Hanson notes. He says “there’s not enough space to keep up with the demand” for warehouses.

In contrast to the apparent trajectory of the warehouse market, the future of New Jersey’s office parks is unclear. “The office arena is up in the air,” Hanson says, because in the wake of the pandemic, employers are uncertain how to utilize their space or how much space they need. Many companies have not brought their full staffs back into the office since February and March in 2020 when everyone was sent home to combat spreading the deadly COVID-19 virus, he notes.

Gualberto Medina, an executive vice president at CBRE Group Inc., the world’s largest commercial real estate and investment firm, also raised concerns about office space. “The workforce is expressing a strong preference for flexible work arrangements. If real estate



CBRE Group Inc. Executive Vice President Gualberto Medina

decision-makers wish to bring workers back to the office, they will need to focus on planning for ‘the new normal’—most likely hybrid workplaces that can bring people and teams together safely. This shift has implications for workplace occupancy, design, planning and equity.”

CBRE research also shows the average age of a New Jersey office building is 36 years and the availability rates stand at close to 25 percent. Medina, who works out of his company’s Saddle Brook headquarters, says only 17 percent of the total office supply has been built since 2000. He said “as more obsolete product is repositioned or removed from the office inventory, new development will be required to replace antiquated infrastructure. Recently, multiple, large-sized occupiers have been drawn to new products furthering the flight to quality.”

Architect Napolitano says new construction is being hampered by stringent new stormwater regulations being imposed by the



WFM Project and Construction Inc. CEO Lou Weiss

New Jersey Department of Environmental Protection. These regulations, which affect how an owner or developer must manage storm water on a property, are driving up costs and slowing construction.

Lou Weiss, CEO of WFM Project and Construction Inc. of Hackensack, explains that the pandemic continues to cause labor and material shortages that are driving up costs. He fears the industry will be facing greater costs for years to come.

Other trends in the construction industry include new materials to help reduce weight and costs; modular construction and prefabrication will see expanded use; technology will be used such as 3D printing, collaboration software, artificial intelligence and building information modeling; drones and robots will be used to monitor projects and lower labor costs; and wireless wearables will assist in tracking workers and to increase efficiencies. 📌



Russo Development and Onyx Equities have purchased 62 acres at Route 10 and Ridgedale Avenues from Novartis Corporation with plans to eliminate 900,000 square feet of vacant office buildings to make way for 826,800 square feet of modern industrial space.

Photo: Russo Development



AMY DELMAN
PUBLIC RELATIONS LLC
"KEEPING YOU IN THE NEWS"

Everybody in business has a story to tell. A public relations professional is an objective set of eyes who knows how to drill down and find the thread of what makes your company, service or product unique.

What Exactly Is Public Relations?

It is an invaluable tool in creating favorable public opinion. It differs from advertising in that it is an unpaid endorsement of a company, a person, a product or a service, and that fact alone, lends tremendous credibility.

How Does Public Relations Pay Back Big?

Your uniqueness, your story is what differentiates you from everyone else in your field. Being quoted in newspaper and business publications as well as appearing on broadcast media brands you as an 'expert'. This type of credibility creates a 'buzz' or publicity that associates you and your firm with excellence. Publicity builds on itself and opens doors where entrée was never previously anticipated or envisioned.

Make sure your story is told.

Contact **Amy Delman**
amydelmanpr@verizon.net or **201.563.4614**
www.amydelmanpr.com

Connected Business. Delivered.

Integrated Business Systems and Acumatica
provide the best business management
solution for transforming your company to
thrive in the new digital economy.



Rowan University and DoD Partner to Develop Construction Materials

A \$5.2M grant will help create new solutions for cold regions.

Compiled by John Joseph Parker
Contributing Editor

To help the United States protect its national security interests in the Arctic region, the U.S. Army Corps of Engineers-Department of Defense has awarded a \$5.2 million grant to Rowan University's Center for Research and Education in Advanced Transportation Engineering Systems (CREATES), the center's single-largest award to date.

Working in partnership with two labs from the U.S. Army Corps of Engineers' Engineering Research and Development Center, the Cold Regions Research and Engineering Laboratory (CRREL) and the Geotechnical and Structural Laboratory (GSL), Rowan researchers are developing innovative construction materials for cold regions.

Since CREATES opened in 2016, its researchers have earned nearly \$17 million in grant funding and equipment from the Department of Defense encompassing 23 projects. The newest two-year grant funds the continued research and development of new technologies and paving materials for bridges, roads and airstrips for a cold-weather region undergoing rapid climate change.

Dr. Yusuf Mehta, a civil and environmental engineering professor in the Henry M. Rowan College of Engineering and the director of CREATES, leads the ongoing research at the

center, along with its associate director, Dr. Ayman Ali.

"New technologies and materials will facilitate a quick and safe deployment of troops and the establishment of military bases in the Arctic region," says Mehta. "Eventually, these projects will serve as a major step toward securing our northern borders and securing Arctic infrastructure."

The grant-funded work also provides hands-on research experience for post-doctoral associates and graduate and undergraduate students. The projects include: demonstrating self-deicing pavement systems under real-world conditions; improving asphalt binders with plastics; eval-

The two-year project will test and further refine new technologies and paving materials for bridges, roads and airstrips for a cold-weather region undergoing rapid climate change.

uating fiber-reinforced, hot-mix asphalt in the lab and at full scale; developing a "self-healing"

asphalt mixture using asphalt binders modified by nanoparticles; and studying the use of warm-mix asphalt technology in cold regions.


Previous research has led to the development of innovative construction materials, such as geogrid-reinforced flexible pavements and self-deicing materials.

Panels of experts from the Army Corps of Engineers will review each project throughout all its phases, as well as each project's recommendations.

A critical part of the testing and evaluation relies on the center's Heavy Vehicle Simulator, the only such device at a college or university in the northeastern United States. Housed at Rowan University's South Jersey Technology Park through a cooperative agreement with CRREL, the \$3 million machine can simulate decades of vehicular traffic on highways and airplane runways in less than half a year while controlling temperature and other environmental conditions.

"Rowan University is making its mark as a hub of innovation and research," says U.S. Congressman Donald Norcross, who recently visited CREATES' research facilities. "The development of new materials and methods for cold-weather construction is essential for our national security and will be broadly applicable as we continue our work to address climate change. I am proud that the next generation of engineers are playing a key role in these vital research programs right here in New Jersey."

"We are very thankful for this partnership with Rowan University," say Wade Lein and Danielle Kennedy, research civil engineers at CRREL. "We're on the precipice of answering concerns about how our infrastructure performs in cold climates. The research we're doing is solving the needs of the future and that's where we need to be as scientists and engineers in this space. We look forward to the next five years and beyond."

"Just five years ago, Rowan University opened this facility with the goal of becoming one of the elite transportation and research institutions in America," says Rowan University Provost Tony Lowman. "Time and again, Dr. Yusuf Mehta and his team of researchers have demonstrated the real-world value of scientific inquiry. We're exceedingly proud of their accomplishments and we deeply appreciate the continued support from the Department of Defense and our longtime research partners at the Army Corps of Engineers." 



Dr. Yusuf Mehta, director of Rowan University's Center for Research and Education in Advanced Transportation Engineering Systems, shows asphalt samples to Wade Lein of the U.S. Army Corps of Engineers and U.S. Rep. Donald Norcross during a recent site visit at the South Jersey Technology Park in Mantua, New Jersey.

Photo: Rowan University

“Every executive and entrepreneur needs this book.”

– Bridgett Price, Chief Learning Officer, Marriott International, Inc.



NEVER FLY SOLO®

**Lead with Courage, Build Trusting Partnerships
and Reach New Heights in Business**

Would you like to develop more *collaborative, trusting* leaders in your organization or create a *powerful theme* for your next meeting or event?

Become the ultimate trusted partner and let your team know that they will NEVER FLY SOLO!

Waldo's new book will inspire your team to break their performance barriers and partner for success in today's competitive business environment.

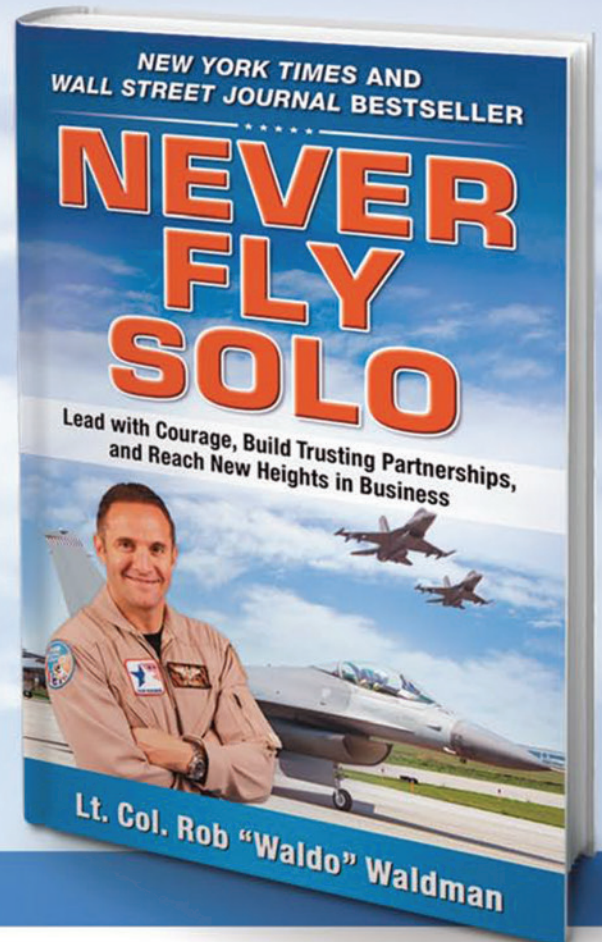
A portion of the books proceeds will be donated to Veterans in need.

Visit www.NeverFlySolo.com to purchase.

**NEW YORK TIMES AND
WALL STREET JOURNAL BESTSELLER**

Published by McGraw-Hill

As seen on:



RC Andersen Construction Joins the STO Building Group

The merger extends both firms' capabilities for clients in the industrial and distribution sector.

Compiled by John Joseph Parker
Contributing Editor

In November 2021, the STO Building Group and RC Andersen Construction announced the two firms have joined ranks, making RC Andersen the newest member of the STO Building Group family of companies. The merger enhances the services and geographic reach both firms can offer clients in the growing industrial and distribution sector.

The STO Building Group—Structure Tone, LF Driscoll, Structure Tone Southwest, Pavarini Construction Co., Pavarini McGovern, Govan Brown, Ajax Building Company, BCCI Construction Company, Layton Construction, and Abbott Construction—provides a complete range of construction management services, from site selection analysis, design constructability review, and aesthetic enhancements to interior fit-outs, new building construction, and building infrastructure upgrades and modernization.

“Joining the STO Building Group allows our clients to benefit from the added services we can offer them, anywhere across their geographic platform,” says Robert Andersen, founder and president of RC Andersen. “The merger also allows us to provide more opportunities for our employees, from the employee


ownership program to the extended resources and other benefits of being part of a larger group of companies.”

Founded in 2006 and based in New Jersey, RC Andersen is a general contractor in the industrial sector that offers comprehensive construction management and project management for property owners, developers and tenants. The company is focused on delivering high-quality projects as quickly as possible in a time when the demands of e-commerce have made it increasingly critical to generate warehouse distribution space and cold storage facilities expeditiously and efficiently. Some of the firm's key clients include Prologis, Trammell Crow Company, Amazon, Hillwood, Bridge Development, Matrix Development, Clarion and Bluewater Property Group.

“Our STO Building Group companies have been working across North America with clients in the booming industrial and distribution facility market, and we don't see that slowing down anytime soon,” says Robert Mullen, STO Building Group CEO. “RC Andersen's particular expertise will only enhance the specialized knowledge and experience we're able to offer clients in this sector, as well as provide RC Andersen's existing clients with extended services and geographic reach across our platform.”

STO Building Group's family of companies' model has helped the firm move up eight spots on ENR's Top Contractors list—from #14 to #6—in just the last two years, while allowing each member company to maintain its name, reputation and leadership structure. Most recently, Utah-based Layton Construction (2019) and Seattle's Abbott Construction (2020) merged with the organization.

“Opportunities to merge with great companies like RC Andersen are the very reason we shifted our company structure to the STO Building Group platform,” says James Donaghy, STO Building Group executive chairman. “We value the reputation and heritage of the firms who merge with our organization, and each has kept its name as a way to honor that legacy. As we continue to grow, we want to respect that history, but also reflect the collective expertise our companies offer and allow our employees to benefit from the larger organization's resources.”

RC Andersen will retain its name, logo and cultural identity, and its current leaders will retain an ownership position in the organization and maintain their roles as the senior leadership team of the business. It is anticipated that new job opportunities will be created as a result of the merger to support the company's projected growth for 2022 and beyond. 



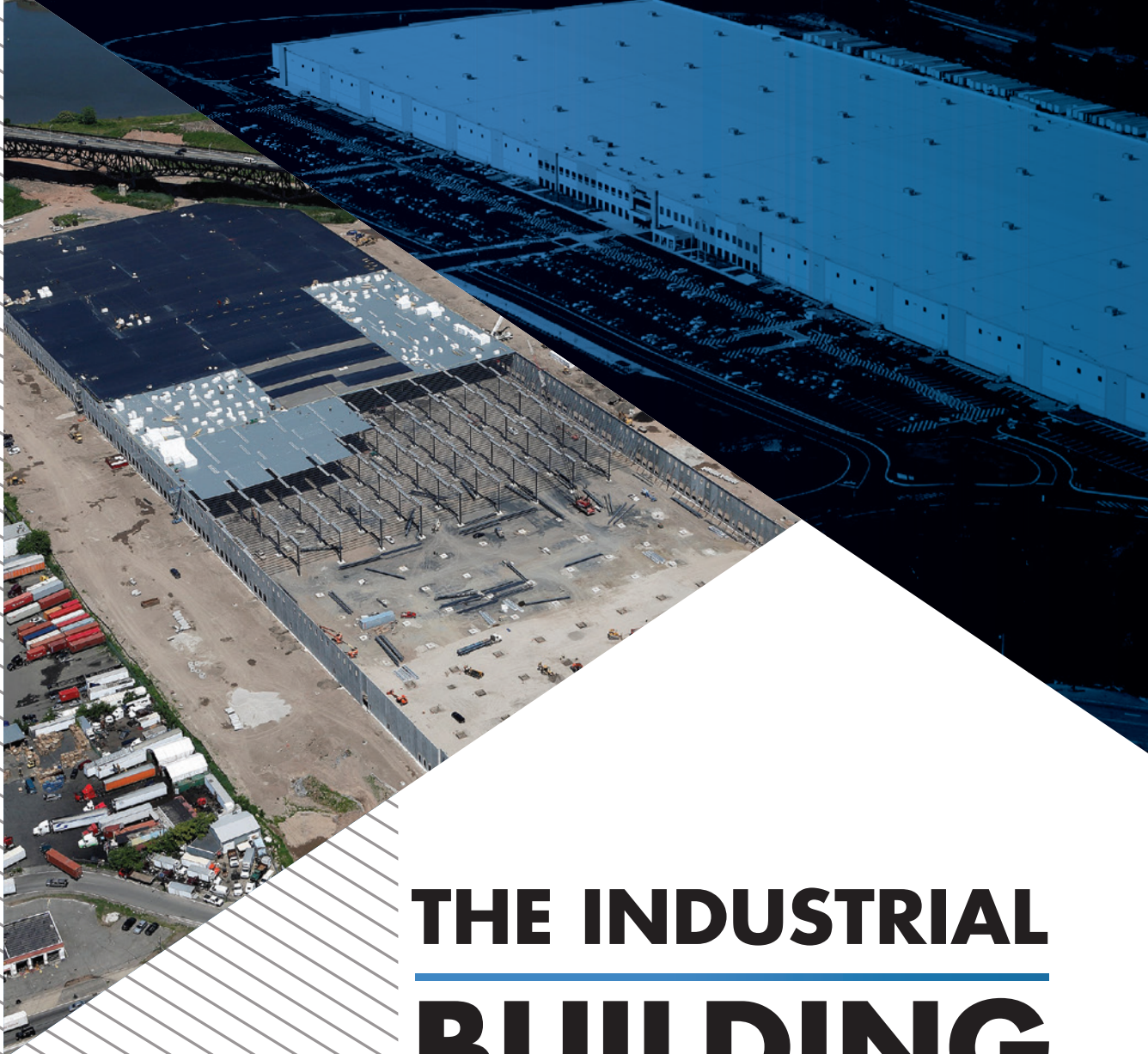
RC Andersen Founder and President Robert Andersen



STO Building Group Executive Chairman Jim Donaghy



STO Building Group CEO Bob Mullen



THE INDUSTRIAL BUILDING SPECIALISTS



695 US ROUTE 46 | FAIRFIELD, NJ
rcandersen.com

Aon's Real Estate Practice Leader Kevin Madden Identifies New Risks

Climate change and cybersecurity are key concerns in 2022.

By Diane C. Walsh
Contributing Editor

Concerns over climate change and cybersecurity are stoking new risks in the commercial real estate market, according to an industry leader at Aon, a multinational professional service firm that sells a range of financial mitigation products.

Kevin J. Madden, CPCU, ARM, who has more than 20 years of experience running the real estate practice at Aon, identifies climate change and cybersecurity as “hot risks” affecting the market. Madden is in a unique position to assess the industry since Aon represents one third of the nation's large real estate owners, managers and developers.

While cybersecurity is a short-term risk that may be abated, Madden cautions that climate change will have an impact for years to come.

The advances in technology that enabled so many workers to conduct their business across the Internet on laptops from their homes has also exposed more companies to cyber threats. “If a bad guy wants to get into a computer, it's easier now,” explains Madden, who notes that cyber insurance rates are increasing more than any other line of insurance.

Premiums will continue to rise unless companies take steps to mitigate their situations, Madden says. Such measures would include creating redundancy in their system, implementing third-party authenticity checks and even tabletop exercises conducted to assess vulnerability.

Like many industries, the risks facing commercial estate have evolved over time. When Madden began his career as Aon's Real Estate Leader, terrorism was a critical factor in the wake of the 9/11 attacks on the World Trade Center and the Pentagon in 2001. Over time, it was supplanted by the Great Recession of 2007 and then natural disasters, like Superstorm Sandy in 2012. Now analysts are gaging the impact of the COVID-19 pandemic.

“Risks are highlighted more than ever and the risks that are most concerning are the ones we're not thinking about,” Madden says. Aon recently published a white paper on the different categories of risk. In the terminology outlined in the report, a “white swan” is an everyday risk; a “black swan” is something no one expected but a “gray swan,” is a low frequency occurrence which nonetheless has the potential to happen.

Risks associated with climate change often fall into the gray swan category. Madden says climate change is looming so large that many institutional investors want to study the data before committing to a project. They want to understand what effects a one- or two-degree change in temperature could have. Will it mean a rise in sea tides, drought, flooding, storm surge or even wildfires?

Their concerns are making a building's resilience paramount. In order to meet their net zero carbon commitments, Madden says he has seen instances where tenants would not even consider renting space unless a building was upgraded to an energy efficient and resilient structure. Retrofitting a building to achieve the new



Kevin J. Madden, CPCU, ARM, Managing Director, Real Estate Practice Leader, Aon

standards can be expensive. He also says some tenants want properties to have a goal of a net zero carbon footprint.

All these factors are impacting property insurance. Due to increases in values and catastrophic losses, Madden says some industry experts are expecting a 300 percent increase in property premiums over the next 10 years to 15 years.

He said most insurers are trying to work with their clients to create solutions because it is a robust market, and the industry has more than adequate capital.

But he said there are factors at play that may force change. For instance, Madden says the government-run National Flood Insurance Program is implementing changes that will result in 8 percent or more annual increases. That sort of upward pressure could result in private companies devising new solutions.

Madden says the best advice he can give real estate owners is to view their insurers as another capital source. He encourages them to have a “first-name relationship” with their insurers “because nobody can tell you about the risk better than the experts themselves.” If there is a close relationship, solutions can be fashioned to mitigate issues. 📌



Photo: Getty Images/Stockphoto/krum

Aon believes that climate change disasters, such as Superstorm Sandy, will have an impact for years to come.

CLEARLY UNDERSTOOD

Easy to read, clean graphic elements,
crisp pull quotes and images.

That's the **Clear Tunnels** style.

With extensive expertise and access
to significant outsource partners,
the **Clear Tunnels** team has developed,
designed and executed countless
editorial and marketing projects.

LET US HELP CLARIFY YOUR COMMUNICATIONS.



CLEAR TUNNELS

PUBLISHING SOLUTIONS

rich@cleartunnels.com 646 808 5114  tom@cleartunnels.com 917 733 5135

Energy Efficiency and Resiliency Fuel Development in New Jersey

Servicing New Jersey poses unique challenges for a utility.

By Diane C. Walsh
Contributing Editor

Jersey Central Power and Light (JCP&L) has embarked on a \$203 million energy efficient program that will continue through at least the next three years to bring energy audits, energy consultations and appliance rebates for upgrades to its residential and commercial customers.

Jim Fakult, president of JCP&L, says the efficiency program has “specific targets and goals to achieve for the utility to be sure the investment we are making on behalf of our customers pays dividends.”

In discussing the impact utilities have on New Jersey’s development, Fakult highlights the firm’s efficiency program. Throughout the industry, Fakult says there is a focus on renewable energy and enhancing efficiencies. The New Jersey Master Plan creates a greater emphasis on energy and the utility executive has no doubt that it will increase over time.

There is an adage in the industry that the “cheapest kilowatt or megawatt to generate

is the one you don’t use,” Fakult notes. “It sets the tone with regard to the importance of energy efficiency.”

JCP&L is the second-largest electric utility in the state, serving 1.1 million customers across 3,200 square miles of Northern and Central New Jersey. The territory stretches over 235 towns and in parts or all of 13 of the state’s 21 counties. In 2020 the firm paid \$6 million in state and local taxes and it employs 1,500 workers.

Servicing New Jersey poses unique challenges, Fakult says, noting the geography changes from the coastline, which has been battered by tropical storms, and hurricanes in the past few years, to rugged rural areas, which frequently experience high winds, ice and snow.

Since the state was racked by Superstorm Sandy and Irene nearly a decade ago, JCP&L has made extensive investments in its infrastructure to enhance resilience and reliability and the work is continuing. A five-year project to rebuild and reinforce the Monmouth County sub-transmission system over 63 miles is set to get underway with a pricetag of \$220 million.

Fakult says there are also plans for a \$60 million upgrade to the Montville-Whippany substation in Morris County. He says his company learned much from the damage caused by Sandy and Irene. Automatic flood walls now have been installed extensively to protect the substations. When Ida pummeled the state with 10 inches of rain in September, Fakult proudly notes that not a single customer lost service due to substation flooding.

Efforts to enhance the system’s reliability have also included extensive tree trimming to remove the possibility of fallen limbs breaking power lines and disrupting services. Thousands of “trip-saver fuses” were also installed on the power lines and they will automatically reset in case of outage. JCP&L also has a request before the state Board of Public Utilities (BPU) to approve a \$400 million investment to install “smart meters” that will give automatic readings and remove the guesswork from outages. Under the existing system, the utility must rely on customers calling in to report power failures.

There is also a “smart grid project” that has been piloted in Morris County, which eliminates the problem of outages by triggering circuits to take over in situations where others have failed.

One of the most innovative projects on the company’s drawing board is JCP&L’s foray into alternative energy. It is working alongside



JCP&L President James V. Fakult

Mid-Atlantic Offshore Development (MAOD) in a proposal to deliver offshore wind energy to 1.5 million homes.

MAOD is a joint venture between Shell New Energies and EDF Renewables North America. New Jersey has set a goal of facilitating delivery of 7,500 megawatts of offshore wind power by 2035.

JCP&L applied to PJM, which manages the electricity grid, and the state BPU for approval of the delivery system it is developing with MAOD. The project demands an investment of more than \$1 billion. Fakult says MAOD will be providing the cables to route the power from the windfarms to the shoreline. JCP&L will use its existing transmission lines to bring the electricity to its customers, minimizing impacts on communities and the environment by avoiding greenfield development.

“We’re willing to invest and we believe in it,” explains the company president, adding that the project will create good-paying union jobs. “We’ll all benefit from renewable offshore clean energy in New Jersey” he says.


The BPU is expected to make its decision in the coming year. 



Photo: JCP&L

JCP&L is the second-largest electric utility in the state, serving 1.1 million customers across 3,200 square miles of Northern and Central New Jersey. Pictured: A JCP&L Careers in Utilities Event

THE CHÂTEAU GRANDE HOTEL



The Château Grande Hotel offers extraordinary refinement in a destination setting for executive retreats and social events. Centrally located within the Tri-state area in East Brunswick, NJ, our idyllic French-American facilities suggest a proper measure of grandeur fit for your most important occasions. Superb dining & catering by chef innovator, David Burke, enliven rehearsal dinners and day-after brunches.

EXCLUSIVE HOTEL FOR THE PARK CHÂTEAU
(732) 724-4600 | [INFO@CHATEAUGRANDEHOTEL.COM](mailto:info@chateaugrandehotel.com)

Vapor Intrusion Business Leader Heads New Industry Association

Clean Vapor CEO Tom Hatton is president of the group.

By Diane C. Walsh
Contributing Editor

An entrepreneur's boyhood enthusiasm for model airplanes laid the groundwork for an environmental business that has become a leader in a nationwide effort to create standards for excellence in solving buildings' vapor intrusion problems. Tom Hatton, the CEO of Blairstown, New Jersey-based Clean Vapor, is the president of the newly formed Association of Vapor Intrusion Professionals (AVIP).

The non-profit defines its mission on its website, vi-pro.org. It seeks to build a community of professionals dedicated to advancing the industry and provide a forum for an informational exchange of knowledge and science related to vapor intrusion. The association also wants to establish a central resource for technology, guidance, standards, credentialing and best practices for both those in the industry and those seeking vapor intrusion-related services.

"A monolith of excellence is the goal," explains Hatton, a pioneer in the field, who, over the past several decades, has developed a reputation as

an international expert and speaker. He invites other industry leaders who share his enthusiasm and dedication to join the new professional association. Hatton says he and his colleagues are united in their goals. They have encountered many people who believe they have contracted cancer from chemicals in the environment. "And on a personal level we want to see an end to that," he says.

His career trajectory reflects the growth in the industry. Early in Hatton's career, he learned about soil mechanics and air and soil construction while working for a geo-technical engineering company in Sarasota, Florida. He then added construction to his resume after working for custom home builder in Mountain Lakes, New Jersey.

That unique skill set resulted in him being recruited by Weston, which was establishing itself as one of the nation's leading environmental companies in the 80s. It won many of the contracts to consult or remediate the country's Superfund sites. Hatton was hired as a member of a team that advised the U.S. Environmental Protection Agency (USEPA) on technical matters regarding spills, midnight dumping and chemical discharges. In that role, Hatton says



Clean Vapor CEO Tom Hatton

he was "fortunate" to be drafted to participate in the EPA's first vapor intrusion project in Bowling Green, Kentucky in 1985.

At the time, Hatton explains, the conventional wisdom reasoned that vapor intrusion resulted from a concentrated diffusion of chemicals in the soil below the slab that break through the concrete barrier into the home or building. But he rejected that notion after analyzing the indoor air quality data. Instead, he concluded there are other factors that impact vapor intrusion from a pressure standpoint, such as indoor to outdoor temperature differential, weather, rainfall and wind speed.

He credits his unique perspective on the effects of differential pressures to his boyhood hobby building and designing unconventional model airplanes. His understanding and observation of aerodynamics led him to devise new solutions for vapor intrusion. "It launched my career," says Hatton, who was on the USEPA's first team of researchers tackling radon—the naturally-occurring gas that can cause lung cancer. Radon has been detected across the country and in a geological formation known as the Reading Prong that starts in Pennsylvania, stretches across New Jersey and ends in Connecticut. He was on the team that wrote "Reducing Radon in Structures," one of the industry's first authoritative guides.

Continued On Page 32



The AVIP has surveyed environmental regulators and they overwhelmingly want a standardized approach to vapor intrusion mitigation, training and collaboration.

Photo: Getty Images/Stockphoto/Anton Alekshenko



Reducing Risk through Vapor Intrusion Mitigation
Better Air. Better Environment. Better Health.



www.vaporintrusion.org

Specializing in
Brownfield Redevelopment
...including Teterboro Landing

THE CLEAN VAPOR PROCESS:
Diagnose the Site | Design the VIMS |
Build the System | Monitor for Long-Term Liability

www.CleanVapor.com

WITHOUT AN EMERGENCY PLAN
YOUR BUSINESS CAN END UP HERE.

Ready.gov/business

Up to 40% of businesses never recover after experiencing a major disaster. Do you have a plan to keep your business running if disaster strikes? For a free online tool that helps you develop an emergency plan, visit Ready.gov/business.



NJEDA Brownfields Impact Fund to Support Cleanup of NJ Sites

Compiled by John Joseph Parker
Contributing Editor

The New Jersey Economic Development Authority (NJEDA) will launch its new Brownfields Impact Fund later this winter. The program will provide grant funding and low-interest loans to public sector and non-profit organizations, as well as low-interest loans to for-profit organizations, to carry out cleanup activities at brownfield sites throughout the state.

Brownfields are former commercial or industrial sites that are vacant or underutilized and are suspected or known to be contaminated. These properties have a negative impact on New Jersey's economy because they lower property values, decrease employment opportunities and lead to a loss of tax revenue. Brownfields are diverse in terms of shape, size, contamination level and location. A brownfield can be a large, former industrial property or a small, local site such as an abandoned gas station in a downtown area.

The Brownfields Impact Fund will make low-interest loans up to \$350,000 available to for-profit organizations and will make grants up to \$350,000 available to nonprofit organizations and units of local governments. Grants may be combined with low-interest loans to help facilitate the redevelopment of brownfields by addressing funding gaps to make the remediation phase of the project financially viable. Once a site has been remediated, construction financing may be more readily obtained by a developer. The goal of the Fund is to advance cleanup activities that will in turn help promote the redevelopment of brownfield sites for productive reuse.

"As we continue to build a stronger, fairer New Jersey economy, Governor Phil Murphy has identified the remediation and redevelopment of brownfield sites as an important component of smart planning that will allow our state to meet its goals for economic growth," says NJEDA CEO Tim Sullivan. "The Brownfields Impact Fund will increase the economic impact of the state's investment, reactivating long-stalled sites and encouraging job creation through productive reuse of long dormant properties."

Eligible uses of the loan and/or subgrant funding include remediation activities necessary to clean up the release or mitigate the threatened release of hazardous materials and other activities approved by the U.S. Environmental Protection Agency (USEPA).

To be eligible for a loan under the Brownfields Impact Fund, entities must be able to demonstrate site control or a path to site control of a brownfield property at time of application. Nonprofit organizations and local government entities applying for subgrant funding must own the brownfield property at the time of application and retain ownership for the term of the subgrant.

Furthermore, all applications for either the loan or subgrant must be accompanied by a letter of support from the mayor or, if the position of mayor does not exist, from the governing body of the municipality in which the brownfield site is located. Applicants must also be in good standing with the NJ Department of Labor and Workforce Development and the NJ Department of Environmental Protection.

"The Brownfields Impact Fund is part of NJEDA Community Revitalization, a suite of solutions designed to support development that transforms underutilized and contaminated spaces into community assets, with the goal of achieving a greener, fairer New Jersey."

Applications for the Brownfields Impact Fund are expected to open in early 2022. For the first 90 days after the date the NJEDA begins accepting applications, eligibility will be limited to federally designated Opportunity Zones in the states' Community Collaborative Initiative (CCI) cities. After the 90 days, the NJEDA will accept applications from projects located throughout the entire state.

Loans or subgrants cannot be provided to entities who are liable under federal law for contamination at the property. Private developers will not be eligible to apply for grant funding. Funds will be awarded on a first come, first serve basis upon receipt of a completed application.

The Brownfields Impact Fund is part of NJEDA Community Revitalization, a suite of solutions designed to support development

that transforms underutilized and contaminated spaces into community assets, with the goal of achieving a greener, fairer New Jersey. This includes ensuring that residents living in communities that have historically suffered from disinvestment, environmental contamination and health disparities benefit from brownfields redevelopment.

The USEPA to Appoint Lisa Garcia as Region 2 Regional Administrator

U.S. Environmental Protection Agency (USEPA) Administrator Michael S. Regan has announced that President Biden will appoint Lisa Garcia to become the USEPA's Regional Administrator for Region 2. Garcia will lead the implementation of the Biden-Harris environmental agenda in New Jersey, New York, Puerto Rico, the U.S. Virgin Islands and eight Indian Nations.

"Lisa's leadership will be instrumental to the USEPA's work addressing the complicated intersection of environmental and economic challenges in Region 2. She brings a wealth of experience in fighting for climate justice and equity that will be invaluable as we deliver on our mission to protect communities from Puerto Rico to the U.S. Virgin Islands, and in New Jersey and New York, from pollution," says Regan.

"I am honored to be appointed as Regional Administrator for EPA Region 2, and to help advance President Biden's and Administrator Regan's priorities to integrate environmental justice in all we do to tackle climate change, ensure all communities have clean drinking water and reduce toxic pollution in our air, water and soil," says Garcia. "With the passage of the historic infrastructure deal in Congress, I stand ready to serve with the amazing USEPA staff and take action toward a more just and resilient planet."

Garcia is a lawyer that has been using the power of law and policy over the past 20 years to advocate for environmental and climate justice. Garcia was appointed to the USEPA in 2009, serving as associate administrator and advisor to USEPA Administrators Jackson and McCarthy. She helped to lead the team responsible for the creation and implementation of Plan EJ 2014—the USEPA's first EJ strategic plan—and the design of EJSCREEN. Garcia then worked as Vice President for Litigation at Earthjustice, and in 2019 joined *GRIST* magazine to lead a new program called Fix, the publication's climate solutions lab focused on amplifying the voices of climate justice leaders.

Continued On Page 32

Providing Creative Solutions to New Jersey Clients for over 30 Years

- Brownfields Redevelopment
- Solid Waste Management
- Renewable Energy Development
- Geotechnical Services & Testing
- LSRP Services
- Site Remediation & Development
- Soil & Groundwater Remediation
- Landfill Closure & Redevelopment
- Land Use & Environmental Permits
- Isotopic & Fingerprinting Studies
- Wetlands & Habitat
- Air Pollution Control
- Expert Testimony & Litigation Support
- Energy Service

1545 Lamberton Road * P.O. Box 4129 * Trenton, NJ 08610
Phone 609-826-9600 * info@sadat.com * www.sadat.com



Environmental sampling at brownfield site



Foundation recommendations for warehouse development



Land use consulting

INTEGRATED SERVICES SOLVING COMPLEX DEVELOPMENT CHALLENGES

Our engineers and scientists provide geotechnical engineering, environmental services, and land-use consulting, supporting New Jersey's development:

- Over five decades of award-winning geotechnical experience
- LSRP leadership and four decades of award-winning environmental experience
- Resiliency, dam engineering and other water resources consulting
- Comprehensive ecological and land-use planning and permitting experience

For more information about GZA's services:

Southern NJ/Philadelphia

John J. Oberer, LSRP
John.Oberer@gza.com
215.591.3800

Central NJ

Melick-Tully, a Division of GZA
Eugene Gallagher, P.E.
Eugene.Gallagher@gza.com
732.356.3400

Northern NJ

David Winslow, Ph.D., PG
David.Winslow@gza.com
973.774.3300



Known for excellence.
Built on trust.

www.gza.com

Continued From Page 30

Earlier in her career, Garcia served as the Director of EJ and Indian Affairs at the NYS Department of Environmental Conservation and as Assistant Attorney General at the NYS Attorney General's Environmental Protection Bureau. She was also an Associate Professor at Rutgers Law School, staff attorney at NYPIRG, and a legislative fellow for Senator Robert Torricelli and NJ State Senator Byron Baer.

Rowan University's National Search for 10 Sustainability Catalysts

Rowan University is conducting a national search for 10 new faculty to develop, advance and communicate solutions to humanity's most pressing existential threats posed by the climate and biodiversity crises.

Its university-wide Catalysts for Sustainability cohort will lead and collaborate across its colleges, disciplines and communities, driving new initiatives in sustainability research, advocacy and education.

"Higher education must adapt now to not only meet the needs of this generation, but the generations to follow," says Rowan University President Ali A. Houshmand, Ph.D. "Investing in sustainability education across every discipline ensures every student can take part in reshaping our planet's future."

The top 100 public research university is recruiting a diverse pool of researchers with

expertise in one or more of the following areas: environmental justice; education and public engagement including storytelling; public policy and advocacy; discipline-specific sustainability scholarship; and sustainability practice.

The catalysts will represent each college and school on the university's Glassboro campus, connecting every academic division through a common purpose. Ranked the fourth fastest-growing public doctoral institution in the country by the *Chronicle of Higher Education*, Rowan is driving rapidly toward R1 status, attracting innovators and experts whose ambitions match those of the institution.

"This is an exciting opportunity for innovative and entrepreneurial scholars who want to make impactful change—they will be the groundbreakers," says Rowan University Provost Tony Lowman. "We are driving our research by appointing a catalyst in every college and school on our main campus to position Rowan as a thought leader in sustainability research, education and policy."

The initiative advances Rowan's investment in sustainability as a priority. In the last five years, Rowan has: opened the School of Earth & Environment; established the university-wide Center for Responsible Leadership, based in the Rohrer College of Business; formed the University Sustainability Committee; begun construction of Edelman Fossil Park Museum, a net-zero facility whose themes are centered



Rowan University President Ali A. Houshmand, Ph.D.

around exploration, discovery and responsible stewardship of our planet; created a certificate program on food systems planning in the Department of Geography, Planning and Sustainability; hosted a global conference on bio-based and sustainable materials and technologies; and launched the Sustainable Facilities Center to help public and private entities sustainably manage facilities by reducing the environmental, economic and social impacts of buildings. ♣

Vapor Intrusion

Continued From Page 28

In 1987 Hatton opened his own business and was hired to solve the radon problem in the nation's parklands. As his business grew, he was asked to provide input to other states and help write guidance documents in the field. Hatton is proud of his company's ability to protect the public's health, while offering energy-efficient solutions that lower the risk of liability through remote management and precise monitoring systems.

One of his crowning achievements was the Advancement in Science and Technology Award given by the Association of Radon Scientists and Technologists for the passive mitigation system design criteria Clean Vapor developed, which is 22 percent more efficient than previous methods.

The industry has taken huge strides. But without accepted standards and best practices, Hatton fears there will be missteps. While most states have enacted regulations that are based in science, Hatton says there have been unintended consequences because regulations were drafted by people without strong scientific backgrounds. Hatton's own education is deeply rooted in chemistry and physics. The fledgling AVIP has already surveyed environmental regulators and they overwhelmingly want a standardized approach to vapor intrusion mitigation, training and collaboration.

Along with Hatton, there are five other founding members: Jim Fineis of Total Vapor



Vapor intrusion is caused by a variety of factors, such as indoor to outdoor temperature differential, weather, rainfall and wind speed.

Solutions; Craig Cox of Cox-Colvin & Associates, Inc.; Harry O'Neill of Beacon Environmental; Laurie A. Chilcote of Vapor Pin Enterprises Inc.; and Frank Nagy of Vapor Dynamics.

"They are an amazing group of people focused on improving the industry and the health of people who occupy buildings," Hatton says. ♣



HISPANIC BUSINESS COUNCIL SCHOLARSHIP
FOUNDATION OF NJ, INC. (HBCSF)

Annual Scholarship & Stipend Awards Program for NJ Residents of Hispanic Heritage

Visit www.hbcsf.org for eligibility requirements, the deadline, an application, and frequently asked questions.

Advancing the educational aspirations of Hispanic students to become professionals, leaders and valued citizens of the community

Sponsorship opportunities are available.

Contact: 492-C Cedar Lane #413 • Teaneck, New Jersey 07666 • info@hbcsf.org

WHAT IS GETTING INTO YOUR GROUND WATER?



KEEP POLLUTION OFF YOUR SITE WITH THE CWS SOLUTION

CWS has established itself as the Best Available Technology (BAT) and the Best Management Practice (BMP) when it comes to concrete washout and wastewater containment and recycling.



CONCRETE WASHOUT SYSTEMS

179 Ryerson Avenue,
Paterson, NJ 07502

Phone: 973.942.3131

Fax: 973.956.8056

www.concretewashoutnjny.com



New Jersey's First Home Infusion Program for Cancer Patients

This pilot program can reduce exposure to hospital settings during chemotherapy.

Compiled by John Joseph Parker
Contributing Editor

Rutgers Cancer Institute of New Jersey and RWJBarnabas Health have partnered with Horizon Blue Cross Blue Shield of New Jersey (Horizon BCBSNJ) to launch a collaborative pilot program that provides home infusion cancer treatments for eligible patients. The Horizon Home Infusion Pilot Program, which first launched in September 2020, delivers oncology care to patients in the comfort of their own home with the goal of preventing disruption of chemotherapy during the coronavirus pandemic and limiting exposure to hospital settings.

The presence of COVID-19 has caused many people to fear venturing out for vital medical services like cancer treatment, resulting in an increased emphasis on telehealth and home care. Home infusion offers many potential benefits for patients, including the ability to stay in a safe and protected environment without having to travel or risk exposure to infectious disease, one-on-one care and close monitoring by the home healthcare provider throughout the entire infusion period, and the convenience of scheduling treatments around their personal schedule. The pilot program, which currently treats patients with varied types of cancer, also leverages the use of telemedicine and is expected to achieve similar or improved cost impact while enhancing overall patient experience.

"Offering the opportunity to transition eligible patients from infusion centers to



Rutgers Cancer Institute Director Steven K. Libutti, M.D., FACS, Senior Vice President of Oncology Services, RWJBarnabas Health

home-based infusion of chemotherapy for the first time in New Jersey speaks to our mission of providing the most compassionate world-class cancer care and is what we strive to do with this pilot program," notes Rutgers Cancer Institute Director Steven K. Libutti, M.D., FACS, who is also the senior vice president of oncology services at RWJBarnabas Health.

Eligibility for participation in the pilot is based on chemotherapy regimen and level of



Sharyn Lewin, M.D., Chief of Gynecologic Oncology, Holy Name's Patricia Lynch Cancer Center

safety. The patient's infusion regimens are then assessed, the most appropriate infusion system and medications are selected, and care is coordinated by home health aides and oncology-trained infusion nurses.

"The pandemic challenged Horizon to close gaps in care that were emerging in real time and required creative solutions, especially for members who could not travel to receive their oncology treatments," says Allen J. Karp, Executive Vice President for Healthcare and Transformation Management at Horizon BCBSNJ.

Holy Name First to Enroll Patient in PICCOLO Study

Holy Name is the first site in the nation to open ImmunoGen's PICCOLO study, a single-arm clinical trial evaluating the safety and efficacy of mirvetuximab soravtansine (mirvetuximab) as a single agent in patients with folate receptor alpha high, recurrent platinum-sensitive ovarian cancer. The first patient in the country to participate in this cutting-edge clinical trial was enrolled at Holy Name's Patricia Lynch Cancer Center in November 2011 under the supervision of Sharyn Lewin, M.D., chief of gynecologic oncology.

ImmunoGen is a leader in the expanding field of antibody-drug conjugates (ADCs) for the treatment of cancer. ADCs are targeted therapies

Continued On Page 36



Rutgers Cancer Institute of New Jersey (pictured) and RWJBarnabas Health have partnered with Horizon Blue Cross Blue Shield of New Jersey.

Continued From Page 34

designed to kill cancer cells and spare healthy cells. To date, mirvetuximab has generated promising data in patients with platinum-resistant ovarian cancer; this study in platinum-sensitive ovarian cancer is designed to address another patient population with high unmet need.

The PICCOLO study is among a significant and growing portfolio of groundbreaking clinical trials offered through Holy Name's Institute for Clinical Research. Right now, there are more than a dozen investigational studies—and several more in the pipeline—that specifically involve treatments for gynecologic cancers. All studies are carefully controlled and closely monitored to ensure the safety of participants.

“Holy Name is proud to provide access to this important clinical trial to our patient population and women around the tri-state area. Participating in national trials puts Holy Name in a league with some of the most respected research and medical centers in the country,” says Dr. Lewin. “Through our continued participation in clinical trials like PICCOLO, we’re contributing to studies designed to improve outcomes, including quality of life and progression-free survival for the women who trust us with their care.”

The Cancros Pledge \$10M to Hackensack Meridian Health

Hackensack Meridian Health Foundation has announced an extraordinary gift of \$10 million from Jersey Mike's Founder Peter Cancro and his wife Tatiana to benefit Hackensack Meridian Health.

“This tremendous commitment of \$10 million from Peter and Tatiana will benefit the communities we proudly serve in extraordinary ways and we are so grateful for their



(L-R) Keith Banks, co-chair, Hackensack Meridian Health Foundation Board of Trustees; Kenneth N. Sable, M.D., MBA, FACEP, regional president, Southern Market, Hackensack Meridian Health; Joyce P. Hendricks, president and chief development officer, Hackensack Meridian Health Foundation; Peter Cancro, founder and CEO, Jersey Mike's; Tatiana Cancro; Robert C. Garrett, FACHE, CEO, Hackensack Meridian Health; Vito Buccellato, MPA, LNHA, chief hospital executive, Jersey Shore University Medical Center; Walter (Rob) Earle, vice chairman, Jersey Shore University Medical Center Foundation; and Paul Huegel, vice president of Development, Jersey Shore University Medical Center Foundation.

generosity,” says Robert C. Garrett, FACHE, CEO, Hackensack Meridian Health. “Peter and Tatiana have been dedicated to Hackensack Meridian Health and our medical centers for more than 25 years. This exceptional gift will support our bold mission to transform healthcare in New Jersey and beyond.”

Cancro, the founder and chief executive officer of Jersey Mike's Franchise Systems, is a graduate of Point Pleasant Beach High School. He began his business career in 1971 when he

was employed at Mike's Subs. Shortly thereafter, at age 17, he decided to forego a potential college football career and purchased Mike's Subs. In 1987, Cancro changed the name of the original Mike's to “Jersey Mike's” and began his national expansion.

“Philanthropy has been a part of my life and a guiding principle of Jersey Mike's success,” he explains “Tatiana and I are pleased to be able to support Hackensack Meridian Health.”

Cancro is chairman emeritus of Hackensack Meridian Jersey Shore University Medical Center Foundation's Board of Trustees, serving on the board from 1994 to 2003 and then 2005 to 2016, five of those years (2012-2016) as Chairman.

\$125M Fundraising Campaign for The Valley Hospital in Paramus

With the opening of The Valley Hospital in Paramus scheduled for the end of 2023, The Valley Hospital Foundation has announced a \$125 million fundraising campaign, *Serve. Care. Transform. The Next Chapter of The Valley Hospital*, in support of the project. The Foundation also announced that Vincent Forlenza, Chairman, Valley Health System Board of Trustees; Carol Gillespie; and Michael A. Ietta, M.D., Bergen Anesthesia Group; will serve as Campaign Co-Chairs. To date, more than \$90 million has been raised toward the *Serve. Care. Transform.* campaign goal, which is scheduled to run through 2024.

The new 40-acre campus will house an acute-care, 372-bed hospital; a medical office building; and the Luckow Pavilion, Valley's

Continued On Page 38



The Valley Hospital in Paramus, to open in late 2023 (rendering)



Health care from anywhere

Can't get to a health care provider right now? Holy Name has you covered with North Jersey Telemedicine. You get the care you need, right from home—or wherever you may be. Not sure if it's allergies or a cold? Worried that scrape or burn might be infected? Need a medication refill? Our primary care and specialty physicians and nurse practitioners are ready to see you, safely and conveniently.



Visit NorthJerseyTelemedicine.com to learn more and link to a Holy Name telemedicine provider.



THIS PLACE IS DIFFERENT

718 Teaneck Road, Teaneck, NJ 07666 - Tel: (201) 833-3000

Copyright © 2021 Holy Name. All rights reserved.

Continued From Page 36

comprehensive cancer and same-day surgery center. The new hospital will incorporate the latest advances in healthcare while retaining Valley's renowned personal touch, featuring single-patient rooms and a vastly expanded emergency department, growing from the current 39 exam rooms to 72 individual treatment rooms.

More than 30 percent of the campus has been dedicated to gardens, lawns and walking paths to provide a beautiful, serene and park-like setting for patients, families and visitors. The new campus will be easily accessible to major highways and access points, including Route 17 and the Garden State Parkway; conveniently located to public transportation; and will have ample parking for patients and visitors, including an enclosed parking deck. Not only will Valley's presence in Paramus provide exceptional healthcare to the region, but it will also serve as a driver of economic growth for Bergen County and surrounding areas.

"The Valley Hospital in Paramus will provide first-class facilities and will create a health and wellness destination for the entire region," says Valley Health System President and CEO Audrey Meyers.

Atlantic Health System's New Cardiac Program

Atlantic Health System has announced the launch of its Atlantic Health Cardiovascular Rescue and Recovery Program at Morristown Medical Center. Under the leadership of Drs. Dimitrios Karpaliotis and Amirali Masoumi, the Cardiovascular Rescue and Recovery Program will provide advanced treatment for patients in need of complex percutaneous coronary intervention (PCI) due to severe, total or multiple difficult-to-treat blockages of their coronary arteries (PCI is angioplasty with or without a stent).



Linda D. Gillam, M.D., MPH, MACC,
Morristown Medical Center



3d rendering of endoscope with monitor displaying intestine

The program will also expand the advanced support capabilities for patients who are gravely ill with acute cardiac problems such as cardiogenic shock, in which the heart suddenly can't pump enough blood to meet the body's needs.

Serious and complex artery blockages are becoming more common and more difficult to treat. Therefore, highly specialized and experienced teams are needed to deliver life-saving treatment. State-of-the-art technologies and teams with advanced training and technical skills are essential for optimal treatment for those who have complex cardiovascular problems. The program's philosophy is that every PCI, whether simple or complex, should be assessed and performed at the highest level of precision.



Arkady Broder, M.D., FACC, FASGE,
Saint Peter's University Hospital

The Cardiovascular Rescue and Recovery team will also address other serious cardiac conditions, including cardiogenic shock. Cardiogenic shock most commonly occurs after a heart attack and is frequently lethal, but with coordinated, 24/7/365 multidisciplinary care, including mechanical support, PCI and surgical revascularization, Morristown provides improved outcomes for these complex patients. The Cardiovascular Rescue and Recovery Program will expand these capabilities at Morristown and will further support the program by expanding its advanced medical imaging tools and clinical trials for complicated heart conditions.

"World-class cardiac centers such as our Cardiovascular Rescue and Recovery Program continue to evolve to successfully care for patients who, just a few years ago, could not be treated," says Linda D. Gillam, M.D., MPH, MACC, Dorothy and Lloyd Huck Chair, Department of Cardiovascular Medicine and Medical Director, Cardiovascular Service Line, Morristown Medical Center/Atlantic Health System.

Saint Peter's University Hospital Endoscopy Unit Recognized

The American Society for Gastrointestinal Endoscopy (ASGE), a leading gastrointestinal medical society, has recognized the Endoscopy Unit at Saint Peter's University Hospital as part of its program specifically dedicated to promoting quality in endoscopy in all settings where it is practiced in the United States. The ASGE Endoscopy Unit Recognition Program honors endoscopy units that have demonstrated a commitment to patient safety and quality in endoscopy as evidenced by meeting the program's rigorous criteria, which includes following the ASGE guidelines on privileging, quality assurance, endoscope reprocessing, Centers for Disease Control and

Continued On Page 40

I've got cancer

but I also have researchers who will stop at nothing until there's a cure.



The National Cancer Institute recognizes only the nation's most elite cancer centers as Comprehensive Cancer Centers for their groundbreaking research, innovative clinical trials, scientific leadership, resources, and impact on their community. Rutgers Cancer Institute of New Jersey in partnership with RWJBarnabas Health is New Jersey's only NCI-designated Comprehensive Cancer Center. But with 12 locations across the state, NCI-designated cancer care is never far from home. [Visit **rwjbh.org/beatcancer**](http://rwjbh.org/beatcancer) or call **844-CANCERNJ**.

RUTGERS

Cancer Institute
of New Jersey

RUTGERS HEALTH

RWJBarnabas
HEALTH

Let's beat cancer together.



Continued From Page 38



Bergen New Bridge President and CEO Deborah Visconi

Prevention infection control guidelines and ensuring endoscopy staff competency. Saint Peter's Endoscopy Unit is one of more than 600 endoscopy units to be granted the recognition since 2009.

Recognized for Quality and Safety

Bergen New Bridge Medical Center earned a prestigious Leapfrog Top Hospital award for fall 2021 after it ranked top among its peers on the Leapfrog Hospital Survey, which assesses hospital performance on the highest standards

for quality and patient safety. This is the hospital's second quality and safety recognition in two months. Bergen New Bridge also earned a coveted 'A' safety rating by The Leapfrog Group, because of its achievements in protecting patients from preventable harm and medical error. With the 'A' safety rating, New Jersey's largest hospital—which also is a not-for-profit, safety net facility—qualified for the Top Hospitals distinction and met all criteria to be named a Top Teaching Hospital.

"This Leapfrog designation does more than recognize our team's commitment to quality—it validates what we have always known—the care at Bergen New Bridge is among the safest in the nation," says Bergen New Bridge President and CEO Deborah Visconi.

Englewood Health Named a Top Teaching Hospital


Englewood Health was named a Top Teaching Hospital nationally by The Leapfrog Group, a national watchdog organization dedicated to healthcare quality and safety. The Leapfrog Top Hospital award is widely acknowledged as one of the most competitive awards American hospitals can receive. Englewood Health is one of only 72 hospitals in the country, out of 2,200 considered, to receive the 2021 Top Teaching Hospital distinction.

"We are so excited to be recognized as a 2021 Top Hospital nationally," says Warren Geller,



Englewood Health President and CEO Warren Geller

president and CEO of Englewood Health. "To be among the top teaching hospitals is a testament to the commitment to safety and high-quality care from all members of our team, including trustees, physicians, leaders and staff at all levels."

Englewood Health's distinction as a Top Hospital follows its recent achievement of an "A" Hospital Safety Grade, also from The Leapfrog Group. This is the 17th "A" Hospital Safety Grade for Englewood Health since 2012. 

BUSINESS & LIFESTYLE

Did Someone Say... Resolutions?

By Wendy Tait,
CIANJ's EVP,
Business Development and
Strategic Initiatives,
Sommelier

It wouldn't be January if we didn't hear the echo of the phrase heard around the world: "My New Year's resolution this year is..." It's enough to make some people jump in joyful anticipation while others shudder in contempt and frustration. In the end, a resolution is an opportunity to arbitrarily rewrite one's own script, create a new beginning, get right what may have been gotten wrong all of those months, years or a lifetime ago.

If I asked you what the most statistically popular resolution is, I bet that you would probably answer the question correctly—and that is, you guessed it, exercise. Let's for a moment remove all things vanity when talking about exercise




Organize activities outside, support 5k walks, host a parking lot Olympics or volunteer on a home build for Habitat for Humanity.

and pause for a moment on the actual benefit, which is simply feeling better.

In business we are always looking for ways to enhance our teams' morale, mental health, productivity, work environment and quality of life. Some simple inspiration in support of this is to organize activities outside, support 5k walks,

host a parking lot Olympics or volunteer on a home build for Habitat for Humanity.

This New Year, I challenge you to be creative and motivate yourself, your bosses, employees and colleagues to "exercise" in whatever way moves them, knowing that, in the end, everyone will feel just a little bit better. 

Nationally Recognized for Patient Safety

Care Like No Other®



The Valley Hospital is proud to have been recognized with an "A" grade for patient safety for an extraordinary 17th time with the release of The Leapfrog Group's Fall 2021 Hospital Safety Grade.

The Hospital Safety Score assigns letter grades based on more than 30 national performance measures reflecting errors, injuries, accidents, and infections, as well as systems hospitals have in place to prevent patient harm.

This distinction, coupled with Valley's recent honors from *U.S. News and World Report*, are reflections of a longstanding commitment to excellent clinical care and service.

To make an appointment or for a second opinion,
call 1-800-VALLEY 1 (1-800-825-5391).

Care Like No Other®
ValleyHealth.com





EAI, INC.

**ENVIRONMENTAL MANAGEMENT SERVICES
SPECIALTY CONTRACTING AND COATINGS**

Services:

- Vapor Barrier Installations
- Waterproofing
- Sub-slab Depressurization System Installation (SSDS)
- Venting/Monitoring System Installations
- Liquid Boot/GeoVent Installations
- Air Barrier Installations
- Tank Services
- Remediation
- Air Monitoring System Installations
- Asbestos/Lead Services
- Sandblasting
- Specialty Contracting Services

EAI, INC.

50 PRESCOTT STREET • JERSEY CITY, NJ 07304

TEL: (800) 886- EAI 1 (3241)

WWW.EAIENVIRO.COM