



PERSPECTIVE NEW JERSEY

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VOL. 6, NO. 1 Winter 2012 Issue



BIRDSALL SERVICES GROUP ...CLIENTS' TRUSTED ADVISORS



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...Clients Trusted Advisors

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For nearly a century the name Birdsall meant quality engineering consulting services. Over the past 16 years the firm has grown through the acquisition of some of the region's most reputable firms in complementary sectors of the engineering spectrum including surveying, structural, MEP and environmental engineering services. The new entity, Birdsall Services Group, has successfully melded the cultures and competencies of the six entities to form one of the tri-state area's leading engineering and consulting firms.

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This renowned architecture firm has built its reputation as a national force for new ideas about design for office environments, healthcare, teaching, and research. They are a trusted partner to clients throughout New Jersey. As experts in quality healthcare design, the firm is planning and designing all types of healthcare facilities for top healthcare institutions and academic medical centers across the state.

24 GREEN BUILDING AWARD NOMINATIONS

Perspective New Jersey is please to present 12 candidate projects across the fields of residential, commercial/office and educational facilities for your consideration in our annual Green Building Award competition.



*Explore your options
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Deregulation of the natural gas and electricity markets has created energy procurement opportunities for many companies. However, taking full advantage of these opportunities requires an in-depth knowledge of utility tariffs and rules, as well as an understanding of the potential risks and rewards.

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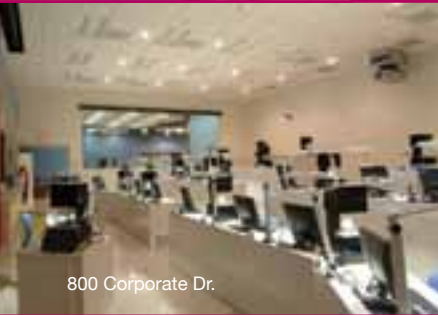
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COLUMNS

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...On the Way Back Up

The economic news has finally tipped into the positive category across many sectors of the U.S. economy—the unemployment has dropped to 8.3%, new unemployment claims hit a four year low last week, the manufacturing sector just had their best month in five years and the data center market, hospitality sector and rental residential markets are growing rapidly. It certainly has been a long time coming but a steady stream of good news is quite welcome. Locally, developers are putting shovels in the ground again and the flight to quality in Class A office buildings has pushed leasing velocity to the highest levels in four years. We are not out of the woods yet, but at least we can see the light ahead.

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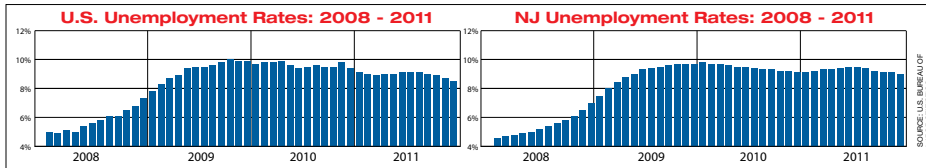
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...ON THE WAY BACK UP



IT HAS TAKEN THREE YEARS FOR THE UNEMPLOYMENT RATE TO RETURN TO the levels they were at the moment that President Obama was sworn in. The economy was shedding over 600,000 jobs per month at the end of the Bush Administration and had lost over 3.2 million jobs between January 2008 and January 2009, making 2008 the worst year for job losses since 1945, according to the U.S. Bureau of Labor Statistics. The unemployment rate was 8.3% in February 2009, rising rapidly from 5.0% in April 2008 as the Great Recession began before peaking at 9.9% in April 2010. January 2012's figures came in at 8.3% and the numbers keep improving as positive economic reports roll in.



In New Jersey, the unemployment rate was 4.9% in April 2008, 8.0% in February 2009, and peaked at 9.8% in January 2010. The rate stood at 9.0% at the end of 2011, as New Jersey continues to lag behind the national recovery. Overall, this translates into lower vacancy rates in New Jersey for Class "A" office buildings with a corresponding increase in vacancy rates in "B" and "C" class properties as the 'flight to quality' continues.

Cushman & Wakefield's Ken McCarthy, managing director, New York Area Research; Gil Medina, executive managing director, New Jersey; and Andrew Merin, vice chairman, Metropolitan Area Capital Markets Group, described 2011 as a challenging year in which we faced significant economic hurdles, making businesses and consumers more cautious. "And yet," said Medina, "the U.S. and New Jersey economies held up, with the U.S. generating 1.9 million net jobs and New Jersey creating almost 40,000 jobs, the best performance for the state since 2000. Layoffs declined and corporate profits are up, which should lead to falling unemployment." McCarthy added: "The state's real estate market reflects, for now, sluggish job growth, with an office vacancy increase of just 0.6% in Northern NJ in 2011 to 17.9% and a drop in Central NJ by 1.4%, though the rate is still high at 19.8%."

The industrial vacancy rate dropped 1.6% to 9.6% overall, ranking among the best improvements in the U.S. "The substantially increased activity in the industrial sector should see current vacancies begin to fill up," states Merin." Medina reports that "New Jersey's fundamentals continue to improve, setting this market up for a full comeback by 2015 with strong signs of growth in the next few years." [To view the webinar visit <https://go.webex.com/client/T26L/nbr2player.msi>].

In This Issue...

We shine the spotlight on **Birdsall Services Group**, who has been providing quality engineering consulting services since 1919. The firm has grown through the acquisition of complementary firms across the engineering spectrum and has successfully melded their cultures and competencies to form one of the tri-state area's leading engineering and consulting firms.

This issue also features **Francis Cauffman**, a renowned architecture firm, which has built its reputation as a leader in design and planning innovation in office environments, healthcare, teaching, and research facilities. The firm is designing facilities for top healthcare institutions and academic medical centers across the state.

We proudly present our nominees for the **2011 Green Building Awards**, our annual **Top MEP Engineers** list and highlights from the **7x24 Exchange's** New York Metro and Delaware Valley Chapters regional mission critical industry conference.

We seek to profile growing, dynamic firms and explore how they have achieved success. Please contact me to share your story.

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ON THE COVER: LEFT TO RIGHT: St. Joseph's Medical Center; Pier Village; Brick; Pocono Raceway; Saint Peter's College; MOTBY; Municipal Building; BCUA; Gagnon Heart Hospital
Photos courtesy of Birdsall Services Group

PERSPECTIVE REAL ESTATE MEDIA GROUP

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WOODMONT PROPERTIES BEGINS REMEDIATION WORK ON WOODMONT AT SOUTH AMBOY

WOODMONT PROPERTIES TODAY announced that it has begun remediation work on Woodmont at South Amboy, a unique mixed-use transit-village in this Middlesex County community. Woodmont secured site approval for the development of 84 townhomes, while Venetian Healthcare, LLC will independently construct an approximately 84,000 SF skilled nursing facility on a portion of the 14-acre site in the Lower Broadway Redevelopment Area, which is situated within walking distance of a New Jersey Transit station and downtown South Amboy.

The remediation work is expected to last throughout the winter with construction commencing in the spring. Implementing a New Jersey Department of Environmental Protection Remedial Action Plan, the work involves extensive remediation of PCB-contaminated soils on the site. Construction of the townhomes and nursing facility projects are expect-

ed to be completed in 2012.

"Woodmont specializes in this type of complex enterprise where we take a piece of land in an urban infill location, thoroughly clean the site, and develop a project that suits the community and meets a need for quality housing," said Stephen A. Santola, Esq., Executive Vice President/General Counsel for Woodmont Properties. "We are grateful to work with the mayor and the South Amboy Redevelopment Agency to realize a project that will vastly improve the community and return a formerly blighted site to the municipal tax rolls."

Previously, Woodmont donated a tract of land on the site for the new state-of-the-art South Amboy YMCA/Recreation Center, which opened in 2010 and offers numerous activities and programs for the community.

"Both of these worthwhile endeavors will add temporary and permanent

jobs, in addition to much-needed housing and services for our community," said South Amboy Mayor Fred Henry. "We are excited that these projects are moving forward because they are a large part of our ongoing efforts to revitalize the great community of South Amboy."

Since 1963, Woodmont Properties, based in Chatham, NJ, has contributed to the region's residential and commercial marketplace by developing homes and offices, retail centers and industrial space in various suburban communities, town centers and cities in New Jersey, New York and Pennsylvania. Woodmont Properties' success in the development of residential communities and commercial properties is derived from a unique blend of innovation, integrity, the selection of superior locations and quality design. For more information about Woodmont Properties visit www.woodmontproperties.com. ■





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PHOTO BY STEPHEN TROELL

UNIVERSITY MEDICAL CENTER AT PRINCETON TAPS JARMEL KIZEL TO DESIGN FITNESS/WELLNESS CENTER



JARMEL KIZEL ARCHITECTS AND Engineers, Inc., a full-service architecture and engineering firm based in Livingston, New Jersey, is currently providing architecture and engineering design services for a new 47,868 SF Fitness and Wellness Center in Plainsboro, New Jersey. The project is a joint venture between Fitness and Wellness Professional Services and the University Medical Center at Princeton. Jarmel Kizel is providing architectural, structural, mechanical, electrical, plumbing and fire protection design services for the project. The project is expected to be completed in the third quarter in 2012.

"The development of hospital-based fitness and wellness centers is emerging as a huge trend in New Jersey, and throughout the country," said Matthew B. Jarmel, AIA, MBA, and principal of Jarmel Kizel. "This will be a first-class facility for the hospital and will bring dozens of

highly sought-after jobs to the community. We are pleased to be working with University Medical Center at Princeton and Fitness and Wellness team, and we look forward to the completion of the project," Jarmel added.

Amenities of the fitness and wellness center are planned and will include a reception area, business office, child watch room, café, men's and women's locker rooms, fitness and cardio room, indoor pool, a spa and a community center, as well as physical therapy functions.

Extensive renovations to the existing facility include the complete demolition of the existing interior non-load-bearing partitions to accommodate the proposed fitness and wellness center, structural modifications to the building to accommodate new rooftop equipment, new entry canopies, a pool area, the installation of a new HVAC system for the building, and building additions for the new entryway.

"We are working with Jarmel Kizel on several of these fitness and wellness projects throughout the state including facilities in New Brunswick and Maywood, and we have already completed one center in Scotch Plains with the firm," said Gary Reidy, partner, Fitness and Wellness Professional Services. "We consider Jarmel Kizel our strategic partner for the development of these centers because they understand our needs, and their full-service architecture and engineering platform promotes quality control, enhances the design and creates optimum functionality of the center."

Jarmel Kizel Architects and Engineers, Inc. is a full-service integrated architecture, engineering, interior design and energy consulting firm serving a distinguished client base of commercial and residential real estate companies, and a myriad of corporations throughout the Northeast. ■

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BIRDSALL SERVICES GROUP

...CLIENT'S TRUSTED ADVISORS

by Marc Connor

Growth through acquisition can be a tricky business, as it requires companies to meld cultures and competencies, and still get the job done for their clients. Birdsall Services Group's success at doing just that has enabled it to become one of the tri-state area's leading engineering and consulting firms.

"Different facets of engineering have different cultures and relationships with their clients," says Howard Birdsall, Chief Executive Officer of Birdsall. "We recognize that, and therefore it makes sense to acquire companies that have expertise in different disciplines as a way to grow our business."

Indeed, the Sea Girt, New Jersey-based company is poised for continued growth in its core markets, and has most recently acquired the personnel, services and clients of CMX (formerly Schoor DePalma), that conform to their strategic plan. "We were able to get some of CMX's best professionals, particularly in the areas of water resources and land development," says Philip Angarone, Director of Marketing for Birdsall. "These service areas are key to our future growth strategy and enable us to fully leverage our collective strengths in an effort to provide quality services while continuing to serve as a trusted advisor to an expanded client base."



Howard Birdsall, President & CEO

A HISTORY OF GROWTH

Birdsall Engineering, Inc. was founded in New York in 1919 by Howard Birdsall's grandfather, Claude W. Birdsall. Mr. Birdsall moved the company to New Jersey shortly thereafter and concentrated on municipal work for decades. Following World War II, as more and more families moved to central New Jersey, especially towards the Atlantic Ocean, the firm expanded its engineering practice into private residential development. By the 1970s and 1980s, with Howard Birdsall now the president of Birdsall Engineering, it was determined that clients required more services, including structural and

electrical engineering, as well as environmental engineering. "They wanted more than someone who could design a parking lot and a road," Birdsall said.

By the mid-1990s, Birdsall Engineering offered a broad range of public and private engineering and consulting services to municipalities, public authorities, counties, and private residential and commercial developers.

Birdsall's plan for growth and expansion was through acquisition of similar family-owned engineering businesses. "We realized that each of those engineering firms had a culture," Birdsall said. "Rather than grow internally, we felt it would be better to go out and acquire firms whose culture was similar to ours."

AN ACQUISITION STRATEGY

In 1996, Birdsall acquired *Lynch, Giuliano & Associates*, which was formed in 1970 and provided consulting engineering and surveying services to a wide variety of residential and commercial developers, along with industrial clients. The firm fostered its reputation throughout New Jersey by offering premier land use permitting strategies, along with its marine and waterfront development engineering and sub-merged utility services.

The next year, Birdsall purchased Johnson and Associates, a mechanical, electrical, and plumbing firm, which had been in business since 1956. Birdsall combined Johnson & Associates with John C. Morris Associates, which was acquired in 2001 to form a new entity known as *Morris, Johnson & Associates*.



LEFT TO RIGHT FROM OPPOSITE PAGE: Pier Village; University Theater; Newark Public Schools Stadium; Union County Turf Field

This entity provided specialized consulting engineering in all aspects of heating, ventilation, air conditioning (HVAC), electrical, plumbing, fire protection, information technology, and building automation systems.

In 1999, Birdsall acquired *Di Stasio & Van Buren (DVB)*, a structural design services firm that was originally founded in 1914. DVB provided structural services to the professional building and development community, in addition to government entities in New York and New Jersey.

With four established engineering firms on board, Howard Birdsall, along with his majority partners, Al Hilla, Tom Rospos, and his brother Bill Birdsall, as well as other shareholders from the individual firms, formed Birdsall Services Group (BSG) in 2002 as a holding company with the intent to allow the individual firms to function independently of one another.

In 2008, *PMK Group*, a firm that specialized in providing environmental engineering and consulting services since 1986, was acquired and became BSG's fifth specialty engineering firm. In addition to providing environmental engineering and remediation services for landfills and brownfield sites, the firm had established itself as a leader in providing energy and sustainable consulting services, which helped their clients manage rising energy costs while also identifying renewable energy alternatives.

Following the acquisition of PMK Group, the BSG Board of Directors, chaired by Howard Birdsall, determined in 2008 that it was in the best interest of the growth of the firm to begin uniting the five firms with the intent to "Act as One". In early 2010, the Board made the decision to fully integrate the five firms into one cohesive entity so that moving forward the firm would be known solely as Birdsall Services Group (BSG).

In March of 2010, BSG continued on in its pursuit to grow by purchasing select assets of CMX, Inc., an engineering firm with offices located throughout the United States. "We have always

been impressed with the quality services provided by CMX to both the private and public sectors in the New Jersey, New York, and Pennsylvania region," said Howard Birdsall. The agreement expanded BSG's service capabilities throughout the tri-state area and strengthened the existing Land Development, Survey, Public Works, and Water Resources services. Over 90 former CMX, Inc. employees joined BSG and brought long-standing client relationships along with high quality design and engineering expertise. Through this acquisition, BSG has enhanced its services to new and existing clients in targeted core markets and geographic areas.

CLIENT MANAGEMENT STRUCTURE

While BSG has evolved and grown over the past 90 years, the values by which the firm conducts its business have not changed. BSG achieves its success by stressing the importance of client satisfaction and by recognizing the value of client relationships. In order to help facilitate this client-focused philosophy, the firm established a client management structure to provide one point of contact for the client, regardless of the service or services being provided.

The regulatory, logistic and engineering challenges that confront clients in the private and public sectors are abundant. These challenges require solutions that at times are not traditional or straightforward. BSG's client management structure allows for proper communication with all involved parties to ensure that appropriate resources are utilized to secure resolutions in a timely manner. This enables BSG's client management professionals to fully understand the challenges facing their clients, and often times, allows them to anticipate issues before they become problems for their clients. The ultimate goal of this structure is to be the client's trusted advisor and receive the "first call" when appropriate guidance is necessary.

"BSG's Client Management structure provides a seamless process for the delivery of Energy, Environmental & Engineering services to a County government."

Alfred J. Faella, County Manager, Union County

MARKET-FOCUSED APPROACH

BSG has become a recognized leader in providing full-service engineering and consulting services throughout New Jersey, New York, and Pennsylvania with the intention to expand geographically along the 'Acela Corridor'---the cities and states served by Amtrak's famous Northeast Corridor line. While their service offerings are comprehensive in nature, including **Building Systems Engineering, Environmental Consulting, Energy & Sustainability, Construction Administration, Land & Marine Engineering, and Public Engineering**, BSG's focus on specific core markets has allowed them to continue to succeed during these economically challenging times.

BSG has made significant in-roads in several core markets including healthcare, government, higher education, K-12 education, and private development. Together with their strategic partners that include architects, attorneys, bankers, builders, construction managers, and insurance professionals, BSG services the leading entities in each of their core markets.

A SUSTAINABLE VISION

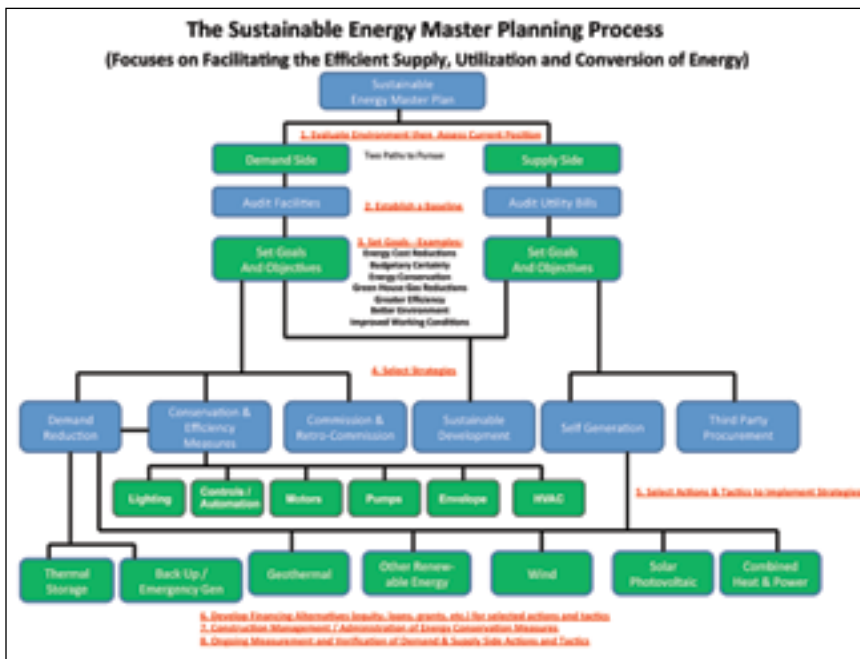
With the onset of electric and natural gas deregulation in the late 1990s, BSG recognized that energy prices would become more volatile and unpredictable. Coupled with the emergence of renewable energy technologies, energy deregulation presented an opportunity for BSG to expand and offer its clients more than traditional engineering and consulting services. In order to take a holistic view on energy related issues, BSG de-



veloped a sustainable energy master plan approach which addresses both the supply side and the demand side of the energy meter for their clients. This approach allows organizations to control and manage their energy costs and consumption practices while incorporating sustainable energy strategies into their future plans for expansion and growth.

BSG's engineering and energy professional staff has extensive experience and expertise in all aspects of energy master planning, including energy efficiency analysis; sustainable buildings; LEED consulting; building commissioning & retro-commissioning; measurement & verification; greenhouse gas emissions; renewable energy consulting, including solar PV; wind; geothermal; and biomass and energy procurement. One of BSG's newest sustainable service offerings is Responsible Property Management for building and property owners to ensure optimum building functionality with a reduction in energy expenditures and consideration for renewable energy sources.

There are currently 450 MW of solar capacity in New Jersey and almost half of these projects were designed by BSG for both public and private clients, including Woodbridge Township. "The folks from Birdsall Services Group were instrumental in helping us achieve the level of success on our Township-wide Solar Project, both financially and from an energy savings standpoint," states John McCormac, Mayor, Woodbridge Township. "Ours was the largest municipal solar installation in the State. BSG handled the financial analysis, sale of SRECS, plans & specifications, the bidding process, and installation for us. They take a comprehensive approach, listen to what the client has to say, and provide a wide range of services. We are pleased to be working on other projects with them. I look forward to continuing to work with them in the future."



WATER RESOURCE CHALLENGES

Drinking water supplies are rapidly becoming a limited natural resource due

"BSG and Francis Cauffman have collaborated on some of the largest, most complex projects in the region. We have learned to work seamlessly in support of our clients. They realize this value in the form of leading edge healthcare facilities."

James Crispino, AIA, NCARB, President, Francis Cauffman

“Birdsall Services Group was instrumental in helping us achieve the level of success on our Township-wide Solar Project both financially and from an energy savings standpoint. They take a comprehensive approach, listen to what the client has to say, and provide a wide range of services. We look forward to continuing to work with them in the future.”

Mayor John McCormac, Woodbridge Township

to the ever-expanding demand on raw water quality. BSG recognizes the challenges of safe drinking water and other water and wastewater challenges faced by their public and private clients and has built a team of recognized leaders and



ABOVE: Municipal Building Solar; BELOW: Pocono Raceway solar photovoltaics



talented professionals with years of project experience that can meet the technical and management requirements of all types of water-related projects. In addition to participating in public hearings, serving on public commissions, and continually researching new laws and regulations to ensure that their engineering designs are current and effective, these BSG professionals offer innovative and energy efficient solutions for water and wastewater treatment, water storage and distribution, wastewater collection and conveyance, and operations and maintenance services. BSG has also excelled in the area of stormwater management and planning, where their designers work closely with their environmental specialists to design stormwater facilities that meet or exceed water quality discharge requirements, protecting our environment in the process.

Not only does BSG have the technical expertise to meet water resource challenges, their internal engineering and consulting specialists eliminate the need to engage other professionals. With expertise in areas such as geotechnical and structural engineering, mechanical, electrical and plumbing design, regulatory compliance and permitting, and sustainable energy, the collaborative structure creates the foundation for a well-organized project team and ensures timely project completion.

WATERFRONT REDEVELOPMENT

BSG has built a strong reputation for providing marine and land engineering services to support development and redevelopment along the waterfront. Their experience ranges from re-creating waterfront communities, such as the Long Branch



ABOVE: BCUA was awarded the 2009 New Jersey Clean Energy Award in the category of Government Partnership; BELOW: In response to federal and state stormwater regulations, BSG designed several vehicle wash facilities for Ocean County.



“The ability of BSG to provide multiple engineering services and solutions—especially in the areas of mechanical, electrical, plumbing, and structural engineering—on St. Joseph’s Master Plan expansion and renovations has allowed the various projects to be delivered on time and on budget.”

William McDonald, President/CEO, St. Joseph’s Regional Medical Center



LEFT: Royal Caribbean Cruise Terminal at MOTBY, Bayonne, NJ; RIGHT: Pier Village, Long Branch, NJ

Pier Village, to overseeing and managing former waterfront industrial sites such as the **Military Ocean Terminal at Bayonne**.

BSG brings a comprehensive approach, incorporating both the upland and marine disciplines under one roof, so that these projects are designed with a coordinated development plan and construction process which can achieve the clients' goals in the most efficient manner. Their combination of marine scientists, engineers, and specialists, working together with their environmental, geotechnical, civil, and structural engineers allows for the delivery of comprehensive solutions to the complex challenges presented by waterfront development.

BUILDING SYSTEMS SOLUTIONS

BSG not only designs high-performance buildings, they also incorporate environmental and economic sustainability into every project. Their Building Systems engineering professionals are experts in all aspects of heating, ventilation, and air conditioning (HVAC), electrical, plumbing, fire protection, information technology, building automation systems, and structural engineering.

With every project, they strive to design and create modern systems that provide the best environmental climate; the highest level of energy efficiency; optimized economy of operation and the infrastructure; and systems that can easily adapt to the changing needs of clients and occupants. This is evident at the new Critical Care Building at **St. Joseph's Regional Medical Center**, where approximately 174,000 square feet of new construction is being added to the existing Paterson campus including pedestrian corridors between new and existing buildings. In addition to providing all structural engineering related services, BSG also developed chilled water, fire protection, domestic water system, and essential and normal power system improvements to existing systems in parallel with the new building's infrastructure, while operating within the overall project budget and with minimal disruption to hospital operations and patient care.

BSG's experience with the technology and design tools available today en-

ables them to provide a well-engineered and safe structure through the use of a diverse range of building systems engineering services. They provide the technical assistance their clients need in order to understand the integrity of their existing inventory of structures, the experience to rehabilitate these structures, and the knowledge to design new structures.

CHANGING TECHNOLOGIES

BSG remains at the forefront of ever-evolving design technologies, meeting the stringent demands of the engineering profession. Currently recognized as the industry's benchmark, Building Information Modeling (BIM) three-dimensional design software optimizes the design and construction of today's complex, energy-efficient buildings from initial conception to the highly coordinated construction schedules. With their expertise in this modeling software, BSG provides a multitude of extraordinary benefits to their clients.

Working together with the project architects, construction managers, and building owners, BSG has skillfully utilized BIM for over 500,000 square feet of projects in healthcare, higher education, municipal government, and commercial office marketplaces. While BSG has been using this cutting-edge modeling tool for their structural design projects for many years, they now integrate this technology into their mechanical, electrical, plumbing, and fire protection designs, allowing building owners an opportunity to view three-dimensional

model designs for critical MEP systems. One of the uses of this type of model is to detect and resolve interferences in the 3D space between all of the elements of the building systems. An excellent example of BSG's success in utilizing BIM technology is their work at Saint Peter's College.

BSG utilized Revit MEP BIM software for the construction of a new six-story Student Center located on **Saint Peter's College** campus. The use of BIM on this project allowed the creation of 3D models of the entire building, coordinating all architectural,

“Birdsall Services Group has supported Atlantic Health on numerous projects at both Morristown Memorial Hospital and Overlook Hospital over the past ten years. Not only do they provide quality engineering services, but they also anticipate and address potential problems before they become significant issues on a project.”

Robert Peake, Director of Facilities & Construction, Atlantic Health System



LEFT: St. Joseph's Regional Medical Center in Paterson, NJ; RIGHT: The new Gagnon Heart Hospital at Atlantic Health Systems Morristown Medical Center, Morristown, NJ



Saint Peter's College Student Center, Jersey City, NJ

structural, mechanical and electrical systems. BSG's ability to bring all of their development services to the table allowed seamless coordination for the College and an interactive engineering process that resulted in a cost-effective design.

ENVIRONMENTAL LEADERS

With the adoption of scores of federal and state environmental regulations over the years, the services of BSG's qualified environmental consultants and professional engineers have become a necessary component of virtually all development and redevelopment projects.

BSG's Environmental Consulting services meet the growing challenges that continually confront property owners in the private and public sectors. From the initial assessment of contamination to the design of appropriate remediation solutions, BSG professionals have the experience and the regulatory knowledge to address all types of environmental challenges.

"We have used Birdsall Services Group for most of our Engineering and Consulting needs for the last 15 years. With their assistance, our company has successfully completed approximately \$1 billion in construction. BSG has proved invaluable in solving problems quickly and effectively and have been critically important to the growth and success of our company."

David Barry, President, Applied Companies

A major area of BSG's environmental services is the design and construction, redevelopment, and closure of landfills. Landfill regulatory issues often plague design, construction, closure, and redevelopment efforts. BSG's technical expertise, accompanied by a familiarity with the issues, facilitates the successful implementation of engineered solutions for solid waste disposal. Their work at the Overpeck Landfill in Bergen County, NJ is a noteworthy example of how a former 100-acre municipal landfill site can be developed into a beautiful county park using imported recyclable fill.

BSG's environmental services, tied together with the sustainable energy solutions offered by the firm, allow for previously undesirable properties to become revenue-generating, sustainable properties. Whether it is the closure of the landfill and the extraction of methane gas to power an electric turbine or the placement of solar PV panels on the site, BSG can turn a brownfield into a profitable, functional property for both the owner and the community.

LAND ENGINEERING EXPERTISE

Site development in this age of numerous and varied regulatory requirements demands professionals who are skilled in grading, drainage, roadway, earthwork and site lighting design, as well as environmental impact and land use permitting. BSG's Land Engineering professionals specialize in the design and permitting of subdivision and site plans ranging from the routine to the complex, and serving residential and commercial developers, as well as governmental and industrial clients. Their premier land use permitting strategies continue to be in high demand by clients needing experienced guidance to



Overpeck Landfill, Bergen County Improvement Authority in Leonia, NJ

PROJECT TEAM MEMBERS

A/Z Corporation

Services: Construction Management & Specialty Construction Services

Conner Strong & Buckelew

Services: Insurance, Risk Management, Employee Benefits

Enduregy Partners, LLC

Project: *Abundant Life Fellowship Church*
Services: Renewable Energy Services Installation

ENK Solutions, LLC

Services: Electrical Engineering

Francis Cauffman Architects

Projects: *Our Lady of Lourdes Medical Center, St. Joseph's Medical Center*
Services: Architecture, Planning, Interior Design

Investors Bank

Services: Commercial Mortgages, Construction Loans, Business Loans and Lines of Credit

J. Ford Electric

Service: Electrical Contractor

Kaplan Gaunt DeSantis Architects

Projects: *Monmouth County Services Building, Deal Country Club, SPCA, Shrewsbury Borough Hall, UCP-Tewksbury*
Services: Architecture, Historic Preservation, Accessibility

Mack-Cali Realty Corp.

Services: Developer/Landlord

Premier Energy Group LLC

Projects: *Atlantic Health Systems, Bergen County Utilities Authority, Meridian Health, Jersey Shore Medical Center-Neptune, NJIT, Passaic Valley Water Commission Union County*
Services: Energy Procurement Consulting & Brokering

Premier Office Supply

Service: Office Products

Prime Environmental, Inc.

Services: Waste Disposal and Remediation Services

RSC Architects

Projects: *Union City High School, Secaucus Recreation Center, BCIA-Overpeck Landfill*
Service: Architecture

Stillwell-Hansen Inc.

Services: Liebert, HVAC and Fire Suppression

Summit Drilling Co.

Projects: *Overpeck Landfill, Lowes Store-Linden*
Services: Environmental Drilling and Remediation

Treycon Construction Co., Inc.

Projects: *MOTBY, Pier Village-Long Branch, Residences at Liberty*
Services: Marine and Heavy Construction

WHR Architects

Projects: *Jersey Shore University Medical Center-Neptune, Morristown Memorial Hospital-Morristown, Overlook Hospital-Summit*
Services: Architecture, Interiors, Medical Technology, Planning

“Birdsall Services Group provides more than engineering services to Brick Township; they use their expertise and knowledge to help us get things done and have even helped us reorganize one of our largest municipal departments. Currently, the Township is partnering with BSG on the long-awaited closure of French’s Landfill, a Superfund site that is slated to become the home of a solar panel field that will become an invaluable revenue producing resource for our taxpayers. From renewable energy projects to traffic solutions, Birdsall Services Group has helped move our community forward.”

Stephen Acropolis, Mayor, Brick Township

navigate the regulatory challenges in these areas. Their experience in navigating the state, county, and municipal permitting process, and the engineering expertise to provide designs that meet their client’s specific development goals, is unmatched by other engineering firms.

BSG’s residential projects range from dense urban apartments to detached suburban single-family lots, including the design of numerous age-restricted communities. Their commercial projects include “big box” shopping centers, retail strip malls, and office buildings. Industrial projects typically entail 30 to 40-acre warehouse sites, enhancements to large manufacturing facilities, or heavy marine waterfront sites overseen by their marine engineers.

The BSG Land Engineering design team, which includes other services such as land surveying, planning, traffic, and environmental, focuses on creating site plans that are sensitive to the community and environment, while achieving land improvements that are functional and aesthetic.

PUBLIC ENGINEERING PROFESSIONALS

From its initial roots, BSG has maintained a solid reputation when it comes to serving their municipal and other public clients.

Their history of successful service to the public sector is beyond compare. Numerous communities throughout the area rely on BSG’s professionals in the roles of Engineer of Record, Planner of Record, Planning/Zoning Board Engineer, and Special Projects Engineer to design and develop municipal improvements in a timely, cost effective manner.

BSG’s professionals have the unique ability to deal with all aspects of municipal planning by implementing policies that lead to land use in concert with long-term visions for development. It is BSG’s personal service that sets them apart from their competition. Getting to know the town, its visions, and its citizens, helps them lay down a strong baseline for future projects.

BSG’s work in **Brick Township**, the 12th largest municipality in NJ, provides an example of their strong municipal engineering and planning talents.

While BSG’s municipal engineering services continue to be in demand, the firm has also provided additional engineering and consulting services to counties, authorities, and other public entities for the past 25 years. The BSG Public Engineering team combines the efforts of civil, structural, transportation, and construction management professionals under one umbrella to ensure that all aspects of public engineering projects are met—from conceptual design and preparation of bid documents, to construction management and project closeout. From easing the traffic congestion on Route 70 in Brick Township to the reconstruction of Beach Boulevard Bridge in **Lacey Township**, BSG professionals have provided time and budget-sensitive solutions to wide-ranging issues facing municipalities.



LEFT: Solar Photovoltaic System at Brick Municipal Complex; RIGHT: Beach Boulevard Bridge, Lacey Township

EYE ON THE FUTURE

BSG has truly prospered through its acquisition strategy by molding a wide-variety of engineering and consulting expertise into one culture that focuses on being the client’s trusted advisor. As CEO, Howard Birdsall has continually stated that the firm is poised for continued growth in its core market sectors providing services and solutions not commonly found in the traditional engineering and consulting world. While its history and reputation are steeped in providing exceptional engineering in the public sector, its acquisition of quality firms and expansion into service areas such as water resources, marine engineering, and sustainable energy, will continue to help drive the firm’s growth. BSG will continue to look for new and innovative ways to engineer success for their current and future clients. ■

“Birdsall Services Group is poised for continued growth in its core market sectors by providing services and solutions not commonly found in the traditional engineering and consulting world.”

Howard Birdsall, President & CEO



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CBRE REPORT: 'FLIGHT TO QUALITY' AND RENEWALS IMPACT OFFICE MARKET

NEARLY A QUARTER (23.6%) OF THE YEAR'S leasing velocity was committed to new construction or redevelopment projects. As companies upgrade the quality of their office space, new availabilities will enter the New Jersey office market in 2012, according to results from CBRE's Fourth Quarter 2011 New Jersey Office MarketView report. Four of the largest transactions completed in the year, which totaled over 900,000 SF, involved new construction. This pre-leasing activity in both the third and fourth quarters pushed the year-end velocity to the highest level in four years. To further illustrate this "Flight to Quality" trend, the report found that of the 7.26 million SF of space leased in 2011, 72.8% occurred in Class A properties, as did 22 of the year's top 25 transactions. However, renewals still continued to impact the market, with 30.9% of the overall activity in the fourth quarter was

renewals.

"As tenants relocate to fill these new Class A office assets, naturally the availability rate will rise," said Joseph Sarno, Executive VP, CBRE New Jersey. "Tenant demand is just not strong enough yet to absorb that second- or third-generation space, as job creation in both markets is still lukewarm and there is weak rental growth." "Landlords who have reinvested in their buildings are reaping the rewards due to this trend," said Jeremy Neuer, Senior VP, CBRE. "Adding amenities such as fitness centers, common conference rooms, renovated cafeterias and lobbies, deliver a better tenant experience. With the compression on rents, tenants are willing to pay more, albeit still in line with the market, to be in better buildings."

Leasing activity totaled 1,988,855 SF for 4Q 2011, which surpassed the five-year quarterly average by 12.1%. The

submarkets with the highest leasing activity in the fourth quarter included the Waterfront at 429,955 SF, Morristown with 314,033 SF, and Parsippany at 241,655 SF. Select submarkets, especially those proximate to mass transit such as the Parkway Corridor and the Waterfront, have fewer large Class A blocks available; Metropark has just one such block remaining.

At the end 4Q 2011, the state's office vacancy rate remained high at 21.4%, with 33.8 million SF available, yet 20 basis points lower than 2010 and 2009. The improvements have not been enough to significantly reduce the amount of available office space or raise average asking rates. In the past 20 years, the overall average asking rate has fluctuated in an \$8.00 range. This quarter, the average asking rate rose just \$0.01 over last quarter and \$0.08 over year-end 2010. ■

RIVER DRIVE CONSTRUCTION NEARS COMPLETION OF LAKEWOOD, NJ HEALTHCARE FACILITY

RIVER DRIVE CONSTRUCTION CO., A leading New Jersey construction company based in Elmwood Park, NJ, has announced the firm is nearing completion of a \$3.6 million construction project for the Ocean Health Initiatives (OHI) Lakewood Health Care Center.

Serving as general contractor for the project, River Drive is building the two-story, 16,000 SF building, which will serve as additional space for the healthcare facility, which currently occupies a one-story, 9,000 SF building at the same location. The new building will house an obstetrics/gynecology and pediatrics wing. The main challenge was to build the two-story building on top of the one-story structure, which OHI already occupied, while ensuring the operation of the healthcare facility did not experience any significant interruptions. River Drive was able to meet these objec-



tives, with the facility being closed for only one three-day span.

"This project was uniquely challenging because we had to maintain the integrity of the original structure while also working around the day-to-day operations," said Joseph Langan, CEO of River Drive Construction. "We had a great experience working with the River Drive team," said Michael Getty, project

facilities manager at OHI. "The project is running on schedule and on budget, and River Drive is going to complete a very difficult project with a high-quality result."

The project was financed through stimulus funding awarded in 2009; OHI received a Facility Investment Program Grant as part of the American Recovery and Reinvestment Act. ■

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JLL ARRANGES FINANCING

JONES LANG LASALLE CAPITAL Markets experts announced the firm has arranged \$32 million in permanent financing for 30 Independence Boulevard on behalf of an affiliate of Beacon Capital Partners. The 210,524 SF Class A office building is 100 percent leased to Verizon Wireless. Located in Warren, NJ, the property is less than a half mile from I-78 and 2.5 miles from I-287, and nearly seven miles from the Verizon Wireless headquarters. Managing Director Wes Boatwright, Executive Vice Presidents Jon Goldstein and Mike Yavinsky, and Senior Vice President Dustin Stolly led the Jones Lang LaSalle team on the financing, securing the loan with Sovereign Bank. ■

HARTZ MOUNTAIN HAS BANNER LEASING YEAR IN 2011

HARTZ MOUNTAIN INDUSTRIES, LEASED and renewed more than 5.7 million square feet of commercial real estate in 2011 and notably diversified the company's portfolio into residential real estate in an unexpectedly robust year. Emanuel Stern, President and COO of Hartz, pointed to industrial leasing as "the star of 2012" as the Port business continued to grow in the New York region.

"For the last several years conversion of warehouses for data center use kept the market lively, but the traditional users are back and growing," says Mr. Stern. "But this year we had a back-up deal to many of our basic space transactions, and it has been a long time since we saw that kind of velocity in the market."

Hartz's big portfolio shift this year was

driven by the residential renters-by-choice market, where they are on their way to creating a 5000-unit portfolio. The housing market's recent volatility created an appetite for luxury rentals, especially with spectacular views and condo-inspired amenities. New construction beginning on New Jersey's 'Gold Coast' at high-end buildings including The Estuary in Weehawken, which will be managed by Roseland Properties, in which Hartz holds an interest. Among Hartz's most significant industrial leases in 2012 were 595,000 SF leased to NJ Transit, 225,000 SF leased to National Retail Transportation, 185,000 SF leased to Meadowlands Distribution, 31,000 SF leased to St. Luke's Roosevelt Hospital, and 32,000 SF leased to Yusen Air. ■

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Francis Cauffman

CREATING NEW JERSEY'S FUTURE

by Heidi Reisner

Architecture firm Francis Cauffman – which has built its reputation as a national force for new ideas about design for office environments, healthcare, teaching, and research – has been a trusted partner to clients throughout New Jersey for many years. “We know the importance of understanding our clients’ markets and the issues they face. Our clients tell us they appreciate the level of expertise we bring to their projects,” explains James Crispino, AIA, NCARB, president.

Francis Cauffman’s New York and Philadelphia offices are the two cornerstones of its operations in New Jersey, and they facilitate the firm’s ability to stay in close contact with its clients. Francis Cauffman also maintains an office in Washington, D.C. and currently employs 130 people nationwide. Founded in 1954, the firm is building on its decades of experience with a new generation of leadership that is creating award-winning, high quality, sustainable design projects in New Jersey, the U.S., and beyond. Francis Cauffman provides comprehensive architecture, interiors, and planning services to several core markets; in New Jersey, the firm is particularly known for its creative and expert approach to projects for healthcare, biotechnology, and pharmaceutical clients.

EXPERTISE IN QUALITY HEALTHCARE DESIGN

Francis Cauffman’s healthcare group plans and designs all types of healthcare facilities for top healthcare institutions and academic medical centers – whether they want to expand, replace older facilities, build new projects, and/or consolidate. “We work closely with our clients to determine the long-term implications of their facilities decisions so they understand their value,” says Harry H. Hummel, AIA, NCARB, LEED AP, principal and director of the healthcare group. “Together, we make smart strategic decisions that ultimately create better facilities.”

Francis Cauffman’s master plan for Atlantic Health’s Morristown Memorial Hospital in Morristown focuses on consolidation, with a 206,000-sq.-ft. addition that contains the Gagnon Cardiovascular Institute. The expansion allowed Morristown to upgrade its cardiology services, streamline its operations, and increase its capacity. Similarly, Francis Cauffman’s work for the Catholic Health East-owned St. Michael’s Medical Center in Newark adds a new campus entrance drive, main lobby, preadmissions testing, central registration, breast center and an expanded emergency department.

Francis Cauffman also works to engage local partners in healthcare-related developments. The firm recently complet-

ed the strategic facility plan for St. Joseph’s Regional Medical Center in Paterson, including a new, 175,000-sq.-ft. Critical Care Building. The renovations and new additions upgrade the hospital’s services and simultaneously help revitalize the city. Francis Cauffman identified new development around the hospital, including a city operated parking garage, a new hotel and office building, a transit station, affordable housing, and a new high-rise apartment building for local residents and medical students.

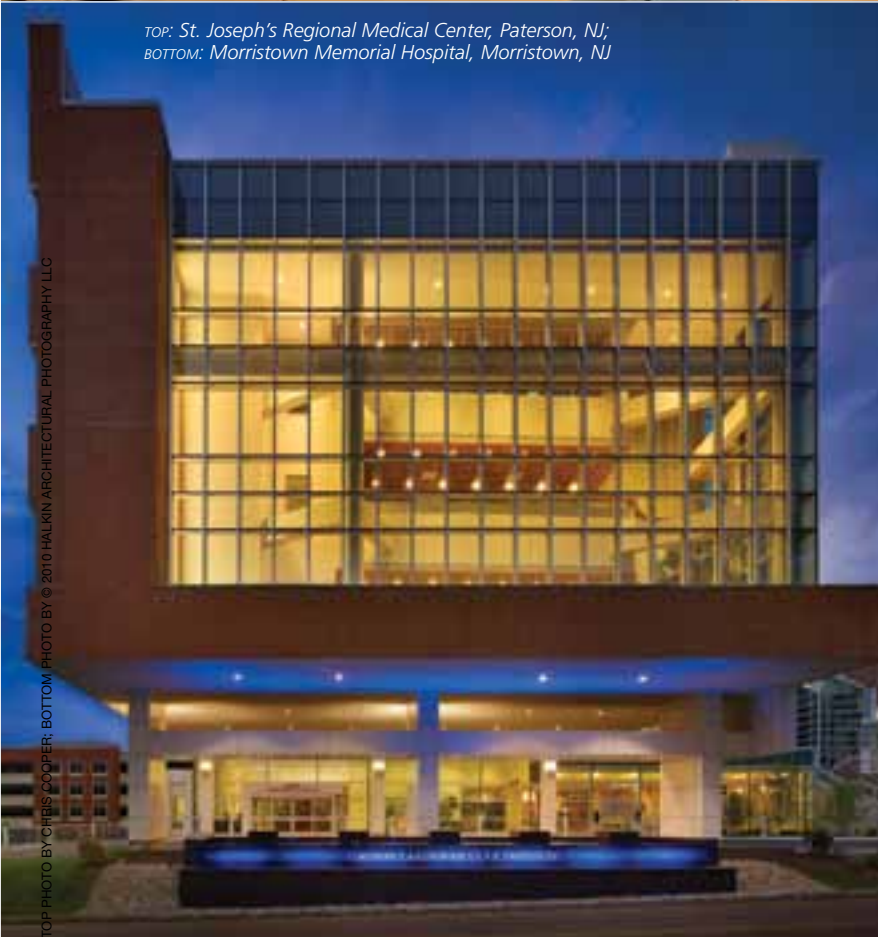


BUILDING THE FUTURE OF SCIENTIFIC RESEARCH

With 400,000 sq. ft. of science and technology facilities currently underway in New Jersey – and 1 million sq. ft. completed in the past few years – Francis Cauffman is also taking an active role in shaping the future of scientific innovation in the state. Francis Cauffman’s current projects in this sector range from pharmaceutical, biotech, chemical, and medical device research labs and manufacturing centers to corporate offices, cafeterias, and conference centers. “We work togeth-



TOP: St. Joseph's Regional Medical Center, Paterson, NJ;
 BOTTOM: Morristown Memorial Hospital, Morristown, NJ



TOP PHOTO BY CHEIS COOPER; BOTTOM PHOTO BY © 2010 HALKIN ARCHITECTURAL PHOTOGRAPHY LLC

er with effective solutions to their needs, leveraging our expertise to devise efficient, cost-effective research facilities and support spaces," says Mary F. Carroll, AIA, NCARB, LEED AP, senior associate in the science and technology group.

Careful planning and design are key to creating safe, efficient research and manufacturing facilities that streamline workflow. For Lifecell Corporation in Branchburg, Francis Cauffman began with a facility master plan to maximize the utility of the company's existing building. The design team completed an expansion that modifies Lifecell's laboratories for greater efficiency and flexibility, as well as a renovation of the company's clean rooms, manufacturing areas, and executive offices.

Each institution has its own goals and research processes, so a thorough understanding of the industry is essential to achieving positive results. Francis Cauffman applies lessons learned from its years of experience with life sciences laboratories to create facilities that are adaptable for today's sophisticated research needs.

In Hightstown, Francis Cauffman carried out programming and space planning activities for 40,000 sq. ft. of office space and 15,000 sq. ft. of lab space for the relocation of a chemical engineering company. The project is under construction, with completion set for the spring of 2012.

In Branchburg, Francis Cauffman undertook research and design laboratory renovations and expansion work for Imclone Systems before overseeing the company's relocation to Bridgewater. When the Bridgewater site was completed in December 2010, it freed up space at the company's Branchburg location for future expansion. Recently, Francis Cauffman finished a new training center for Imclone and is now working to complete three additional projects that will further expand and rework Imclone Systems' facilities for new products.

TRUSTED PARTNERS

Francis Cauffman is proud of its role as an information resource to its clients and a source of new ideas for positive change through design. And because many of Francis Cauffman's staff members come from its client industries, they have a deep understanding of their clients' business practices. "Francis Cauffman acts like a partner with our clients," explains Crispino. "We don't just help them solve their immediate problems, but we help them to conceptualize and realize new futures for their businesses. We are committed to continuing this tradition in New Jersey and beyond." ■

PERSPECTIVE NEW JERSEY 2012 GREEN

RESIDENTIAL BUILDINGS



THE BERKSHIRE

Profile: The Berkshire is the new 13-story, (93) unit residential/retail development completed on the north end of Hoboken. The Berkshire has its own parking garage, which seamlessly blends into the existing neighborhood fabric. On top of the structured parking, there is an 11,000 SF roof garden and recreation area, accessible to all residents.

LEED Certification: The project has received a LEED Gold certification.

Developers: Applied Companies & Ironstate Development

Architect: Minno & Wasko Architects and Planners

MEP Engineer: Barone Engineering

Structural Engineer: GACE Engineers

Civil Engineer: Birdsell Services Group

General Construction:

AJD Construction

Facade Consultants: Edwards & Company

Commissioning: Fulcrum Technical Services

Sustainability Factors:

The project, New Jersey's tallest residential high rise, incorporates innovative green features such as automated lighting controls, high performance thermal envelope, and recycled and renewable finish products. Even the poured in place concrete structure is made of recycled materials. The largest amenity is the green roof garden which uses the storm water for irrigation, so only a small amount of rain water flows to the city's storm system. Residents benefit from the close proximity to the NJ Transit system, as well as the New York Port Authority. There are nine bus stops within a quarter mile of the site that services both sides of the Hudson River in addition to connecting to rail lines at Hoboken Station. The NY Waterway ferry is within walking distance that travels to midtown Manhattan and the World Financial Center. Bike racks are provided to cyclists to encourage and support their use. ■

STAFFORD PARK

Profile: A mixed-use brownfield redevelopment, featuring apartments and a 650,000 SF retail complex. The project included the clean up and resolution of two landfills, the preservation of land through the use of a development credit program; a plant and animal species management plan; and storm water management for irrigating landscape. Enhancing the LEED certification is a 6.5 MW solar farm atop the closed/capped landfill. When completed, this will be one of the state's largest solar projects. The first phase involved the construction and installation of 3,302 photovoltaic panels.

LEED Certification: The majority of the retail portion meets the requirement for LEED®-Silver, and the residential component qualified for LEED®-Gold certification.

Developer/Owner: Walters Group

Architect: Herschman Architects [retail section] and Minno & Wasko Architects and Planners [residential section]

MEP Engineer: Herschman Architects

Civil Engineer: Speitel & Speitel

Green Consultant: MaGrann Associates, Consilience

Sustainability Factors:

- Spray foam insulation for air sealing and thermal resistance
- High efficiency on-demand hot water heaters for domestic hot water and heat to the warm air ducted HVAC system.
- Mechanical ventilation to ensure proper fresh air supply
- Low VOC adhesives, sealants and paints.
- MERV 11 – very high air filtration effectiveness.
- Sealed combustion appliances to prevent combustion gas spillage or back drafting
- Recycled content and local construction materials
- Photovoltaic panels to supply common area electricity
- Rooftop PV panels supply roughly 30% of electricity to retail stores
- Drought tolerant plants
- High efficiency irrigation – utilizing recaptured rain water as irrigation water source
- Apartments: 63% of the construction waste was diverted from landfills or incinerators.
- Entire site: At least 60% of landfill waste was diverted.
- Permanent walk off mats at each entry to reduce contamination. ■



WOODMONT AT SOUTH AMBOY

Profile: Woodmont at South Amboy is a mixed-use, transit-oriented development comprised of 86 townhomes and a skilled nursing facility, all located on a 14-acre parcel in South Amboy's Lower Broadway Redevelopment Area. Vertical construction on the nursing facility is planned to commence in the spring of 2012. Woodmont previously donated a portion of the property to South Amboy for the creation of a new, state-of-the-art YMCA and Recreation Center, which opened in 2010.

Developers: Woodmont Properties, Peron Development

Architect: EDI Architecture

MEP Engineer: French & Parrello

Green Consultant: EDI Architecture

Sustainability Factors:

The property is located within walking distance of South Amboy's downtown and its historic New Jersey Transit train station and is an excellent example of transit-oriented development and New Urbanism, which stresses a walkable, environmentally friendly environment rich with amenities. The site is designed to be pedestrian-friendly with wide, tree-lined boulevards and vehicular entry at the rear of the townhomes. The YMCA facility, which provides numerous activities and programs for the community, as well as a number of amenities open to the public, includes a 6,000 SF health and wellness center, full-court gym and competitive level swimming pool. The site work includes the demolition of existing, blighted and abandoned industrial buildings. In December 2011, Woodmont Properties began remediation work on site, implementing a NJ Department of Environmental Protection Remedial Action Plan, which involves extensive remediation of PCB-contaminated soils on the site. ■

JOHN C. BARTLETT HALL, OCEAN COUNTY COLLEGE

Profile: DMR designed the new academic building, John C. Bartlett, Jr. Hall, at Ocean County College to address a 7% annual increase in enrollment. The building is in a prominent location on the main campus. The design complements the traditional exterior of neighboring buildings. The 32,000 square foot building features computer labs, faculty offices, student areas, staff lounges, a college-wide conference room, meeting spaces and storage areas. Exterior details and construction amenities create a sleek design that is well tailored and pleasing to the discerning eye.

LEED Certification: The building achieved LEED® Silver Certification

Architect: DMR Architects

MEP Engineers: French & Parrello

Green Consultant: DMR Architects

General Contractor: Tormee Construction

Sustainability Factors:

The building achieved and addressed specific client requirements concerning programming, lighting levels, air quality and acoustic levels. During design and construction, there was an emphasis on environmentally friendly materials. The building features roof top solar modules, Energy Star rated light fixtures, high efficiency windows, sun shades, no irrigation and a 40.1% water use reduction. 23% of building materials were recycled and 32% of building materials were manufactured locally. The building is 26% energy efficient over the baseline design. More than 23.2% of the building materials contain, in aggregate, a minimum weighted average of 20% post-consumer recycled content or a minimum weighted average of 40% post-industrial recycled content. More than 32% of the building materials, by cost, were manufactured within 500 miles of the project site. 50% of that material was extracted or harvested locally. DMR designed permanent educational signage as a teaching tool highlighting sustainable aspects of the building. ■



BUILDING AWARDS NOMINEES

EDUCATIONAL & INSTITUTIONAL BUILDINGS



BERGEN COUNTY PUBLIC SAFETY BUILDING

Profile: DMR designed the \$15 million, 30,000 square foot, 24-hour a day, 7-day a week, 365-day a year specialized building to assist the County of Bergen with emergency management services. The building houses a 911 Command Center, Communication Center, Emergency Operational Center, Office of Emergency Management, Radio Shop and key personnel offices. The overall design of the building boasts a state-of-the-art, official look with glass and steel, however softened with brick exterior to fit in with the surrounding wooded area.

LEED Certification: The building was designed to be equivalent to LEED Silver certification.

Architect: DMR Architects
MEP Engineer: Linwood Engineering
Civil Engineer: Birdsall Services Group
Structural Engineers: Consulting Engineers Collaborative
General Contractor: Benard Associates
Green Consultant: DMR Architects

Sustainability Factors:

Compared to other buildings, it is 23% more energy efficient and consumes 40% less water using half flush toilets and waterless urinals. The roof includes 20 kw Solar Panel System to power 75% of the interior light. Interior finishes have a minimum of 25% recycled content. 75% of construction waste was diverted from landfills. Other sustainable features include high performance, Low-E Argon filled windows, occupancy and daylight sensors, no VOC paints and sealants, FSC certified woods for doors, trims, veneers and furniture and the use of local and regional materials. The building also includes an under floor air distribution system to provide individual thermal comfort to occupants, exterior sunshades that reduce heat gain and reduce the size of the HVAC system, high reflectance roofing materials which reduce internal heat gain, drought tolerant landscaping and no irrigation system to promote water conservation. ■

CRABIEL HALL, MIDDLESEX COUNTY COLLEGE

Profile: Middlesex County College retained DMR to provide architectural and engineering design and construction administration services for the new David B. Crabiel Hall. The building is approximately 36,383 square feet and contains 13 general purpose classrooms, a 1,500 square foot office for the Division of Corporate and Community Education, four computer labs, one culinary demonstration lab, two conference rooms, a student lounge, three meeting rooms and administrative spaces. The building serves the College's nearly 13,000 students.

LEED Certification: The building is in construction review and seeking LEED® Silver Certification from the United States Green Building Council.

Architect: DMR Architects
MEP Engineer: Concord Engineering
Civil Engineer: Remington and Vernick
General Contractor: Arco Construction
Commissioning: Dome-Tech

Sustainability Factors:

DMR achieved the primary goal of the project, to design and create a healthy environment to further the College's mission, and increased the value of the building. Water use reduced 55% from a standard design through low-flow fixtures, waterless urinals and sink faucets. Energy use reduced 24% through efficient, correctly-sized mechanical equipment. 97% of all construction waste was recycled and 100% of materials were manufactured locally to reduce emissions during transport.

Other sustainable factors include occupancy sensors in each room, day lighting, drought resistant plantings, high tech air conditioning units and boiler and a highly reflective elastomeric roof coating. In addition, Low-VOC materials were specified and installed in construction documents to ensure that VOC limits were stated in each section where adhesives, sealants, paints, coatings, carpet systems, composite wood and agrifiber products were used. ■



NJIT OAK HALL RESIDENCE

Profile: Jarmel Kizel's team of architects and engineers designed a solar photovoltaic (PV) system for The New Jersey Institute of Technology (NJIT) at its Oak Hall residence located at 155 Summit Street in Newark, New Jersey. This renewable energy design significantly reduces annual utility costs for the 230-bed dormitory.

Architect and MEP Engineer: Jarmel Kizel Architects and Engineers, Inc.
General Contractor: Managed by NJIT Physical Plant

Sustainability Factors:

In keeping with the institution's goals to reduce its carbon footprint, Jarmel Kizel's Energy Solutions Studio designed a 50 kilowatt (kW) solar PV system that includes roof and building façade-mounted solar arrays, along with a solar thermal domestic hot water system. Essentially one of the first solar thermal hot water systems of its kind to be used in New Jersey, the system will use the energy generated from the new solar panels to pre-heat the city-supplied water in the building before it reaches the hot water heater. In turn, the hot water heater works less, and on some days will not be needed at all, therefore requiring less energy to run. The solar thermal hot water system is anticipated to reduce annual energy costs for domestic hot water by over 50 percent. For this project, Jarmel Kizel's Energy Solutions studio was led by Matthew B. Jarmel, AIA, MBA. Jarmel Kizel also provided Mechanical, Electrical and Plumbing Engineering services and Structural Engineering services. ■

RICHARD STOCKTON COLLEGE OF NEW JERSEY CAMPUS CENTER

Profile: Located in the New Jersey Pinelands, Stockton College is naturally situated to become a leading practitioner of sustainable design. As the college continues to grow, it seeks to simultaneously celebrate its integration and place in nature. The growth has also exposed the need for a campus focal point, a destination where students, faculty, and visitors can mingle, and a landmark that can become synonymous with Stockton College. The campus center has become a destination that greets visitors and fulfills everyday services of the community.

LEED Certification: Pursuing LEED Gold certification.

Architect: KSS Architects LLP [lead]; VMDO Architects [associate architect]

MEP Engineers: Vanderweil Engineers

Structural Engineers:

MPP Engineers, LLC

Civil Engineers: Marathon Engineering & Environmental Services

Green Consultant: Viridian Energy & Environmental LLC

Landscape Architect: Andropogon Associates Ltd.

Sustainability Factors:

The design uses organic, nature-inspired architectural details such as soaring columns topped by outstretched trusses reminiscent of tree limbs, and a drop ceiling canopy created from wood panels. Tapping into the college's Geo-exchange well field, the Campus Center utilizes an Aquifer Thermal Energy Storage system, which significantly outperforms traditional heating/cooling systems in efficiency and carbon footprint. In addition, visitors and students enjoy ample daylight in public areas and adjacent spaces due to a fully sky lit roof along the east/west axis of the building. To conserve water, the Campus Center collects roof water and distributes it to a rain garden, which allows water to be absorbed into the soil and recharge groundwater sources. Artistic recycling receptacles are prominent features in the building's public spaces, and all food waste is recycled as compost through local farmers. To educate the community about sustainability, KSS created graphics on the construction fences to explain and illustrate the sustainable features and are illustrated within the permanent graphics of the building. ■



BERGEN COUNTY PUBLIC COURTESY OF DMR ARCHITECTS; CRABIEL HALL COURTESY OF JARMEL KIZEL ARCHITECTS AND ENGINEERS, INC.; STOCKTON CAMPUS BY BARRY HALKIN

GREEN BUILDING AWARDS NOMINEES

OFFICE/INTERIORS & INDUSTRIAL BUILDINGS



COCA-COLA REFRESHMENTS DISTRIBUTION CENTER

Profile: Coca-Cola Company is consolidating multiple facilities to a new, state-of-the-art, and sustainable distribution center in central New Jersey. With proximity to major interstate highways and access to the seaports, the facility reinforces the increasing industrial activity in the regional market. The new facility also aligns with the company's corporate values of sustainability. It will use at least 20% less energy than a comparable building type through strategic sustainable design measures. With a fast-paced construction schedule of one year, Coca-Cola's new facility exemplifies an economic, efficient, sustainable, and high-performance design solution.

LEED Certification: It is anticipated to achieve a LEED Silver Certification.

Developer/Owner: Forsgate Industrial Partners

Architect: KSS Architects LLP

Structural Engineers: Harrison-Hamnett, PC

Energy Modeling: Brice E. Brooks & Associates

Green Consultant: KSS Architects LLP

General Contractor: Herrod Construction Co., Inc.

Sustainability Factors:

The facility sets a new model for sustainable industrial architecture. It features a fully day lit interior, integrated day lighting sensors, solar tubes, clerestory windows and a rooftop photovoltaic array to produce 1 megawatt of energy. On an average cloudless day require no use of interior artificial lighting. Insulated precast wall panels will improve the thermal performance of the building envelope and required less time and energy for construction. Energy-efficient, hi-bay fluorescent light fixtures will operate on occupancy sensors. The new facility parallels Coca-Cola's own "live positively" standards for sustainability and incorporates a number of other LEED features to conserve water and reduce waste. Water efficient plumbing fixtures will reduce water usage by 35% of U.S. Environmental Protection Agency standards, and a white roof will mitigate heat island effect. Interior finishes will include both renewable and regionally-manufactured materials. Coca-Cola's new facility exemplifies an economic, efficient, sustainable and high-performance design solution. ■

REALOLOGY CORPORATION HEADQUARTERS

Profile: The Hampshire Companies has pioneered a major change in commercial real estate development in New Jersey. The building, located at 175 Park Avenue in Madison, NJ, has been designed to be sensitive to the neighborhood and its surrounding natural environment. The 270,000 SF Class A office building will feature a full range of amenities, including a fitness center, full-service cafe, and conference/team room facilities. Occupancy will take place in late 2012.

LEED Certification: Upon completion the property will be LEED Silver Certified.

Developer: Hampshire Companies
Architect: Kohn Pederson Fox

Sustainability Factors:

The greatest impact that can be achieved regarding sustainability is the adaptive reuse of an existing building and its transformation to a new and fully functional life. Kohn Pederson Fox, an international architectural firm recognized for design excellence and innovation in its buildings throughout the world, was selected to reposition a functionally obsolete building into a LEED-certified, state-of-the-art headquarters. The overall design combines a great use of space, natural light and the latest technologies with superior design. The building will have cutting edge green roof technology and utilize highly efficient energy efficient mechanical systems. In addition to its central location for easy access to major highways, Convent Station is also minutes away and offers 45-minute midtown direct NJ Transit service to New York City. ■



SIMON BUILDING, MORRISTOWN MEMORIAL HOSPITAL

Profile: Part of Atlantic Health Systems, a 15,000-square-foot renovation of Morristown Memorial Hospital's 5th Floor of their Simon Building was completed in 2011. The renovations were done to achieve higher energy efficiency standards and to create a high-performance green interior that is less costly to operate and maintain.

LEED Certification: This project has received LEED Gold Certification for Commercial Interiors

Owner: Atlantic Health System

Architect: WHR Architects

MEP Engineer: PWI Engineering

General Contractor: WM Blanchard

Commissioning Agent: Birdsall Services Group

Sustainability Factors:

- Reductions of Heat Island Effect.
- Development Density and Community Connectivity
- Alternative Transportation
- Design factors reduced potable water consumption by 22.8% from the calculated baseline design fixture performance requirements
- Lighting
- HVAC Energy Performance optimized providing separate active HVAC controls in solar exposure areas, interior spaces separately zoned
- Appliance Energy Efficiency
- Energy Star rated equipment equal to 92.53% by rated power installed throughout space
- Renewable Energy – Tenant has 2-year purchasing agreement to procure 100% of the space energy requirements through Green-E defined renewable power.
- Project diverted a total of 77.66% of the on-site generated construction waste to recycling facilities, keeping them out of landfills
- Project re-used 68.6% of the furniture and furnishings salvaged from the previous space before renovations
- 12.4% of all building materials content has been manufactured using recycled materials
- 61% of the total building materials and products have been harvested/ manufactured locally, within 500 miles of the project site.
- Indoor Air Quality (IAQ). ■

UNION COUNTY VEHICLE STORAGE BUILDING

Profile: The Union County Vehicle Storage Facility will include vehicle storage for the Union County Police and Emergency Management, as well as the UC Sheriff, UC Prosecutor's SWAT team, and Building Maintenance. The new building will also replace the existing Venneri Building and provide space for the Clerk's Passport office, Rape Crisis Center, Rutgers' Cooperative Extension of UC, Weights and Measures, Consumer's Affairs, Medical Examiner, and the Superintendent of Schools.

LEED Certification: Seeking LEED certification

Owner: County of Union

Architect: The Musial Group

General Contractor: Chanree Construction

MEP Engineer: The Musial Group

Other Engineers: Birdsall Services Group (Site Civil, Survey & Environmental)

Green Consultant: Birdsall Services Group

Other Consultants: Joseph Jingoli & Son (Construction Manager); ESMG (Construction Action Plan Manager for the GC)

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To cast your vote for First, Second and Third Place for each of the three categories—Residential Buildings, Educational and Institutional Buildings, Office/Interiors & Industrial Buildings—please send an email to GBA2012@perspectiverem.com. Your votes will be counted, along with those of our Editorial Board, and the winners will be announced in our next edition.

PROCIDA DIRECT CLOSES ON \$21 MILLION OF RESCUE LOANS

IN ITS FIRST YEAR BACK IN THE lending business, Procida Funding and its "100 Mile Fund" provided \$21,000,000 in "rescue loans" involving the purchase of over \$30,000,000 of debt and providing the additional capital to finish construction and reposition assets.

A "rescue loan", as Procida refers to it, gives a borrower in default another chance to get their equity back by buying the debt from the bank on behalf of the borrower at a discount and passing the whole discount through to the borrower. Procida also provides the capital and expertise to complete construction, reposition the asset, and then have it sold or refinanced. While most

of Procida's competitors are buying debt and then trying to foreclose, Procida prefers the more efficient route of helping the borrower and the bank come to a settlement, and then provides the money to finish. Vulture buyers spend most of their time with lawyers and occasionally get in a courtroom.

Procida provided loans on The Gulls Cove Condominiums in Jersey City, Freehold Commons a newly built office building in Freehold, NJ, a commercial building in Brooklyn, and a half-built (now complete) apartment building on Park Avenue in Union City---all rescue loans. It also provided one loan-on-loan for the half-built Ocean Breeze Condominiums in Belle

Harbor, Queens. Procida's Fix-and-Flip Program for 1 to 4 family renovators closed \$4,000,000 in loans in Northern New Jersey. As an investment banker and advisor, Procida worked on an additional \$220 million of loans, equity and debt placement, and the restructuring, financing, completion, and sellout of condominiums in projects throughout New York, New Jersey and Pennsylvania.

Procida expects to complete \$100 million in bridge/rescue loans in 2012 through its "100 Mile Fund" and in participation with Fidelity and Guarantee Life Insurance. It will also continue to provide investment banking and advisory services on special situations. ■



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7x24 EXCHANGE

NORTHEAST REGIONAL CONFERENCE

by Bob Greenberg, AICP

The New York Metro and Delaware Valley Chapters of the 7X24 Exchange, an organization dedicated to the sharing of knowledge and resources across the mission critical and data center field, recently held its regional conference at The Borgata in Atlantic City. The two chapters represent more than 1100 members from Delaware to southern Connecticut and a cross section of corporate end users, co-location and data center developers and experts in real estate, design, IT, project management and construction. The following are excerpts of two of the event's educational sessions. For further information please contact Brian Schafer, Highland Associates and New York Metro Chapter President at bschafer@ha-ny.com or Tom Reusche, Bala Consulting and Delaware Valley Chapter at TMR@bala.com.

CHASING YOUR ASSETS

This presentation focused on Managing Assets in the Data Center, and how this task can be made easier and more efficient using passive RFID technology. Comcast is the nation's largest provider of cable services and a giant in the entertainment industry, with an immense number of technology assets. The complexity and costs of tracking these



Sean Cotter,
Asset Vue



Gary Aron,
Asset Vue



Rich Werner,
Comcast



Andrew M. Graham,
PTS Data Center Solutions

assets can be staggering. With ongoing growth, mergers/acquisitions, regulatory requirements, along with the daily challenges of managing the Data Center, tracking assets is one of the most challenging tasks facing the Data Center management team. Comcast now has the ability to maintain an updated inventory of equipment, its location and current disposition. The time it takes to perform the initial inventory is halved, validation is completed in a fraction of the traditional time, and accuracy of information increases to 99%. RFID technology is not new, but until recently it has been cost prohibitive for most companies to leverage. With the advent of new technologies and application strategies, managing these resources has become more efficient and cost effective.

UNDERSTANDING DATA CENTER & IT ENERGY USAGE: DEVELOPING AN OPTIMIZATION PLAN

Data Center performance, capacity and availability often trump efficiency, which is why Data Centers need to incorporate these factors into an efficiency plan to be successful. Many analogies were utilized to tie creating and implementing an ef-

ficiency plan to coaching a winning football team. Data Center operators need to create and execute an effective playbook while managing the coaches and players on both Offense (IT) and Defense (Facilities). If IT and facilities come together on this issue and present a precise game plan to management, they will get the buy-in to support required resources for a program which will deliver efficiency and a more resilient, higher performing Data Center. IT and facilities metrics can be used to benchmark improvements. Consistent measurements are critical in understanding the impact of IT and facilities improvements made. This premise was demonstrated with a highlight film of PTS' own efficiency game plan, showing how the company developed an efficiency playbook to effectively benchmark the improvements it made to its Data Center. ■

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athibeault@a-zcorp.com

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INDUSTRY EVENTS

MARCH

March 26

IOREBA

20TH Annual Developer's Night
Marriott at Glenpointe Hotel,
Teaneck, NJ
For further info go to www.ioreba.com

APRIL

April 18

IFMA NJ

Save the Date—for event details
check www.icrewnj.org

April 19

ICREW NJ

Save the Date—for event details
check www.icrewnj.org

MAY

May 2

ICREW NJ

Save the Date—for event details
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May 2

IFMA NJ

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ICREW NJ

Golf Classic & Reception
Fiddler's Elbow Country Club,
Bedminster Township, NJ
To register go to www.icrewnj.org

May 9

IFMA NJ

Save the Date—for event details
check www.icrewnj.org

May 16

**ATLANTIC CITY HOTEL &
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Revel-Atlantic City, at the East
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9:30 am – 2:30 pm: Scheduling by
Product/Service
10:15 am: Ribbon-Cutting Ceremony
10:30 am – 5:00 pm: Exhibit Floor Open
2:00 pm – 5:00 pm: Three Sessions
For further info email info@achla.org

The following organizations had no
events listed at press time. Please visit
their websites for further information.


Corenet NJ - www.corenetnj.org

SMPS NJ - www.smpsny.org

USGBC - www.usgbcnj.org

BOMA - www.bomanj.org

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Genova, Burns & Giantomasi is pleased to announce the promotion of four attorneys in the firm: Dena B. Calo and Jason L. Sobel have been named Partners, and Dina M. Mastellone and Jisha V. Dymond have been named Counsel.

"We congratulate these members of the firm for their dedication and excellence," said Angelo J. Genova, the firm's co-founder and Senior Partner. "These promotions demonstrate the increasing depth of expertise and talent at Genova, Burns & Giantomasi as we continue to expand across geographic locations and practice areas. Each new Partner and Counsel brings to the table a valuable perspective which will benefit all of our clients across many areas of service."



DENA B. CALO

New partner **DENA B. CALO** is Director of the firm's Human Resource Practice Group. Ms. Calo provides employment law counseling, including preparing and reviewing employee handbooks, establishing and auditing human resources policies and procedures, and conducting on-site investigations. Ms. Calo also trains organizations on best human resource practices. She is an adjunct professor at Holy Family University, teaching employment law and labor relations at the undergraduate and graduate levels.



JASON L. SOBEL

New partner **JASON L. SOBEL** is a member of the Commercial Real Estate, Redevelopment and Environmental Law Practice Group. Mr. Sobel's practice focuses on all aspects of commercial real estate transactions including leasing and financing. He serves as a member of the Board of Trustees for Community Health Charities and Chairman of the Board Development Committee, is a member of the Board



DINA MASTELLONE

of Trustees and Chairman of the Legal Committee for the Boys and Girls Clubs of Newark and belongs to the Real Property, the Probate & Trust Law, and the Land Use Sections of the New Jersey State Bar and the ABA.

New counsel **DINA M. MASTELLONE** is a member of the Employment Law & Litigation Practice Group based in the firm's Newark, New Jersey office. Prior to joining the Firm, Ms. Mastellone served as an Assistant Corporation Counsel for the City of New York. Ms. Mastellone is a member of the Association of the Federal Bar of New Jersey and the New Jersey Bar Association's Labor & Employment Law Section, Federal Practice and Procedure Section



JISHA V. DYMOND

(continued on page 32)

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and the Women in the Profession Section. From 2008 to 2011, she served as an Investigator for the Supreme Court of New Jersey District V-B Ethics Committee.

New counsel **JISHA V. DYMOND** is a member of the Corporate Political Activity Law and Appellate Law Practice Groups. Ms. Dymond represents for-profit and non-profit corporations, trade associations and PACs on the legal aspects of their political activities, including federal and state campaign finance, pay-to-play, and federal and state lobbying laws. She also advises candidates and elected officials on state and federal campaign finance law and ethics obligations. ■

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Editorial Calendar 2012

ISSUE	SPECIAL FOCUS/CITY & REGIONAL SPOTLIGHT	INDUSTRY TRENDS	TOP LISTS
MAR GBA Awards	Atlantic City: From the Developers' View Atlantic City Spotlight: The Tourism District Master Plan	The Regional Casino Market: "How to Stay Ahead of the Competition" Presenting...Revel Atlantic City	Hospitality Architects
APRIL Healthcare Spotlight	Healthcare Design & Construction Trends: Going Hi-Tech and Green Union County	Healthcare Facilities in New Jersey: Are Consolidations Affecting Quality of Service? Big Pharma: Its Effect on Jobs and Space	Healthcare Architects, Engineers and Consultants, Hospital CEOs
MAY	The Industrial Sector: Going Strong Middlesex County	Special Report: NAIOP—Advocate for Our Industry	Industrial Brokers
JUN Newark Spotlight	Downtown Newark: Still Rising Port Newark and Port Elizabeth	Public Schools: Cities vs. Suburbs; Innovations in Building Infrastructure	Education Architects & Engineers; Land Use & Environmental Attorneys
Mission Critical Issue	The Three Faces of the Meadowlands: "Data Centers, Distribution Hub, and Entertainment Mecca"	Turning Brownfields into Green: Encap, American Dream, and Meadowlands Stadium	Commercial Brokers; Industrial Architects & Engineers
JUL	The Future of the Corporate Campus Passaic County	New Paradigms in the Office Environment; "Stay or Go? The Art of Renegotiating Leases	Commercial Developers, Interior Designers, Office Furniture Dealers
AUG Smart Growth	Revitalizing City Centers: "Smart Growth Initiatives Thrive Across North Jersey" Bergen County	NJ's Smart Growth Program; Upgrading & Repositioning Downtowns	Project Managers & Owners Representatives, Retail Developers
SEP	The Gold Coast: Heating Up Again From Fort Lee to MOTBY	Cutting Red Tape: CAFRA, DEP, and Water Management; "Leaving Wall Street: New Demand for Back Office & Data Centers"	Industrial Developers & Landlords; Public Relations Firms/Ad Agencies
OCT Senior Living	The 55+ Market: "Growing Every Day"; Redevelopment of the Older Suburbs Suburban Essex County	Reimagining Downtowns & Highway Malls; "Aging in Place: The Path from Senior Living to SALS to Skilled Nursing Facilities"	Site/Civil/Structural Engineers, Real Estate Accountants
NOV	The Residential Recovery Begins; Mercer & Burlington Counties	The NJEDA Preferred Lenders Program; Disaster Recovery & Business Continuity	Residential Developers; Real Estate Lenders; IT & Security Consultants
DEC	Redefining Mixed Use Developments Morris & Sussex Counties	Living in Edge Cities; Green Building Award Nominations	General Contractors & Construction Managers
Green Building Nominations	Hottest Retail Properties in New Jersey Somerset, Hunterdon & Warren Counties	Repositioning Strip Malls, Big Box Retail and Shopping Centers; 2013 Green Building Nominations	Property Management Firms; Retail Brokers

Starting in 2012, Perspective New Jersey is increasing frequency from quarterly to bi-monthly and later monthly and will also include a "Development Spotlight" featuring the hottest new projects, and a new column - "Improving New Jersey", highlighting the political views from both sides of the aisle. Our issues regularly feature our Calendar of Events, Professional Organizations Spotlight (CoreNet, NAIOP, ICREW, BOMA, IOREBA, 7x24 Exchange and IPMA), Industry News, Recent Transactions and Executive Moves. Please contact Bob Greenberg, President/Editorial Director, (201) 585-1572 or rgreenberg@perspectiveNJ.com to share a story of interest on regular topics.

- Architectural Perspective
- "It's Easy Being Green" - Sustainable Design
- "Behind the Façade": Site/Civil/Structural and Foundation Engineering
- MBE/WBE "Firms of the Month"
- Dollars & Sense (Real Estate Financing, Tax and Legal issues)
- Product & Services Spotlight
- "Improving New Jersey: (State, County & City Programs & Incentives)
- The Residential Marketplace

- Innovations: IT & Security Issues Affecting Real Estate
- SBE Firms: "Rising Stars"
- The Interior View (Interior Design)
- "We Built This City" (Construction Trends and Ideas)

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