

WHO'S NEWS

Vantage Properties has named three new regional directors to its team of experienced professionals. **Edward J. O'Grady** has joined Vantage as a regional director of property management; **Ralph Rivera** has been named regional director of Vantage's Queens portfolio; and **Brian M. Saft** has been named a regional director of leasing.

• Edward J. O'Grady, whose impressive resume in the field of facilities and property management extends over nearly three decades, joins Vantage as regional director of property management after serving as the director of property management for Northbrook Partners, LLC where he oversaw every aspect of operations for a portfolio of 19 luxury high-rise residential properties. Mr. O'Grady began his career as a facilities coordinator for Consolidated Edison Company of New York and then served as property management consultant to both Bell Atlantic and Prudential Securities. Mr. O'Grady later held management positions with Cohen Brothers Realty, Inc. and Newmark & Company Real Estate before joining Northbrook Partners.

• Ralph Rivera, who will oversee operations for 40 buildings comprised of nearly 2,000 residences as the new regional director of Vantage's Queens Portfolio, has more than 10 years of residential experience in the Queens market. Before moving to Vantage, Mr. Rivera served as assistant general manager and then general manager of Parker Towers in Forest Hills on behalf of the Jack Parker Corporation. In that position, he managed a three-tower, 1,300-unit residential complex as well as a five-story commercial building and accompanying parking facility.

• As regional director of leasing, Brian M. Saft, will coordinate leasing strategies, supervise all lease transactions and create and monitor pricing and inventory for the entire portfolio. Mr. Saft joins Vantage from Tishman Speyer where he was a manager of residential leasing, overseeing the largest on-site

leasing center in New York City for a complex of 110 buildings comprised of more than 11,000 apartments. Before joining Tishman Speyer, he served as a leasing manager for Rose Associates, and prior to that he was the assistant community manager for Avalon Bay Communities in Long Island City and Mamaroneck, N.Y. Mr. Saft began his career in real estate as a leasing agent with ERA Northeastern Metro Realty in Boston.

• Newmark Knight Frank's Long Island office starts the new year with the promotion of **Scott Berfas** and **Richard Perna**. Berfas has been promoted to the position of managing director and Perna is now an associate director.



• Berfas, a specialist in office tenant representation with a focus on the Long Island and metropolitan New York markets, joined the global real estate services firm in 2004 as an associate director, and achieved the rank of director in 2007. Over the course of his real estate career, his clients have included Citibank, with its 210,000 s/f operations center in Melville, N.Y.; Danaher Corp., in its disposition of 180,000 s/f in Port Washington, N.Y.; Merrill Lynch in its 53,000 s/f lease in Garden City, N.J., and a 32,250 s/f lease in Great Neck, N.Y.; Professional Orthopedic & Sports Physical Therapy in its 20,000 s/f lease in Garden City; and the Medical Society of the State of New York in the sale of its 72,000 s/f corporate headquarters and subsequent lease in Westbury for 30,000 s/f. Berfas is a member of Commercial Industry Brokers Society of Long Island, Long Island Elite Business Group, Long Island Chapter and ExecuLeaders.

• Richard Perna, son of executive managing director Ralph Perna, entered real estate through Newmark Knight Frank's Long Island office the winter of 2004, as an intern. He joined the company as an associate in 2005. Specializing in industrial and office tenant representation, Richard brings substantial leadership skills to his work with Newmark Knight Frank. Recently, he participated in Perfume Center of America's acquisition of 11 acres of land on Ocean Avenue in Ronkonkoma, as well as a 12,000 s/f lease at 901 Motor Parkway in Hauppauge to US Carpet Installations. Perna is currently a member of the Commercial Industrial Broker Society.

• Jane G. Greenblatt, CCIM has joined Washington Square Partners as senior vice president for development. She has over twenty-five years of diversified real estate experience in development, leasing and asset management with a specific focus on new development and redevelopment of office, retail and industrial properties. Ms. Greenblatt is project coordinator for the 1.9 million square foot mixed-use City Point project in downtown Brooklyn. As part of the City Point development team, she is responsible for coordinating predevelopment work and is supervising office leasing. She was formerly senior director of leasing

and development for Mack-Cali Realty Corporation.

• Russo Development has announced the appointment of **Jo Ann DiGiacomo** as vice president of property management. In this role, Ms. DiGiacomo will be responsible for managing Russo's 3 million square-foot portfolio of industrial and office properties in northern New Jersey. Additionally, Jo Ann will oversee property operations, direct construction management, facilitate marketing/leasing programs and develop and implement tenant retention programs. Prior to joining Russo, Jo Ann DiGiacomo worked for Mack-Cali Realty Corp as director of property management located in Paramus, where she managed a 1.1-million-square-foot portfolio of owner-managed and third-party fee managed industrial, commercial and mixed-use properties throughout northern New Jersey. She is a member of BOMA New Jersey.

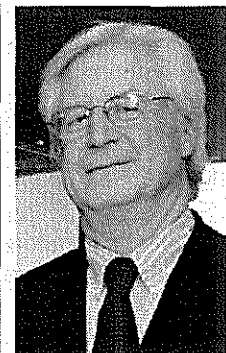
• Conquest Advisors announced that **Brandon A. Maltzman** has joined their boutique real estate firm as vice president of sales and leasing. Brandon, formerly of Leslie J. Garfield, has nine years of experience, where he was director of sales specializing in commercial sales and high end luxury townhouses. He has joined Conquest Advisors, where he will be responsible for their Residential and Commercial sales and leasing team. In addition to selling Luxury Townhouses, he has sold commercial buildings, and has done several lease deals, including numerous famous art dealers. Such notable Art Icons as Larry Gagosian, Ranked #2 in the Power 100 by Art Review, the art world's equivalent to the Forbes, leased his space on 21st Street from Mr. Maltzman. Among many others, Blue Chip French Art Dealer Yvon Lambert rounded out his global presence with Mr. Maltzman's help. Brandon is also a member of REBNY.

• John C. Giordano, III, executive vice president at Jones Lang LaSalle Incorporated has been recognized for completing the professional development series for the CoreNet Global Master of Corporate Real Estate (MCR) Designation. The CoreNet Global MCR program is a professional development program, which provides essential skills that focus on urgent and critical business issues and communicates competence and successful experience as a corporate real estate expert. At Jones Lang LaSalle, Giordano represents the real estate interests of the firm's corporate clients, providing valuable insight and experience in all phases of acquisition and disposition structures. Giordano was previously a principal of The Staubach Company's New Jersey corporate services division. His 26 years of extensive experience has resulted in 400 transactions with an aggregate value in excess of \$500 million. Giordano's disciplines include comparative market analysis, municipal utility incentives as well as financial negotiation and analysis.

• Ted Hampe has joined Prudential

Connecticut Commercial Real Estate as senior vice president in Westport Conn. effective Feb. 1, 2009. Mr. Hampe has compiled a 28-year record of successful commercial real estate performance – first at New York-based Cross & Brown, next at H.T. Hampe Associates and finally, seven years as chairman of HK Group at the same address. Hampe has earned two of the highest commercial real estate designations – CCIM and SIOR – through educational courses, examinations and excellent transaction records.

• Larry A. Silverstein announced that **Thomas Dowd** has joined Silverstein Properties as chief financial officer of the company. Mr. Dowd will supervise



Silverstein Properties' accounting departments, manage the company's tax work and auditors and help direct the organization's financial goals and budgets. Mr. Dowd replaces Mike Levy, who has been promoted to president of Metro Fund, LLC, a joint real estate development venture between Silverstein Properties and the California State Teachers Retirement System. Mr. Dowd comes to Silverstein Properties after three decades at Cushman & Wakefield where he held various officer positions including controller; vice president property accounting; vice president director of planning, and vice president finance. During his last 13 years with there, Mr. Dowd served as executive vice president and CFO. In 2002, he was the recipient of the Cushman & Wakefield's prestigious George E. Lee Award as the firm's employee of the year.

• NAI Global announced that industry veteran **Paul Waters** has joined the company as executive vice president of brokerage for the Americas region. Based in NAI's New York office, Waters is responsible for business development and client relationships among major corporate end users of office and industrial space. He will work closely with NAI Global's corporate services team to expand the firm's relationships with major corporate space users, and enhance strategic occupancy programs that help corporate clients achieve substantial cost savings. Waters has more than 20 years of experience across multiple disciplines within the commercial real estate industry, with extensive expertise in the industrial and office representation sectors. Prior to joining NAI Global, he was senior managing director of CB Richard Ellis' North American Industrial Services and was responsible for the direction, development and operations of CBRE national industrial tenant representation practice. Prior to joining CBRE, Waters served as senior vice president with The Staubach Company, where he helped develop and expand the firm's national occupier practice. Prior to joining Staubach in his national role, he was regional director for United Systems Integrators' Southwest operations.

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CHRISTOPHER HAGEDORN
Editor & Publisher

ALBIN ZEZULA, Associate Publisher
LINDA BARR O'FLANAGAN, Managing Editor
editor@rew-online.com

MEMBER:

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Editorial and Advertising Office
20 West 22nd Street
New York, New York 10010
212-777-6611
Subscription information at
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