

M ANN R EPORT

The People Behind
the Deals in the NY
Real Estate Scene

AUGUST 2021

The
Design
Issue

Getting on Board with
Blockchain

Diane
Ramirez

Robert D.
Pearson

Ada Wu

John T.
Farrell

Ariel
Garcia

Kent Swig

Julia
Ferdowski

Future- Proofing

Healthcare
Facilities for a Post-
COVID-19 World

**BOMA
NY's**
Energy Action
Day 2021

OUT OF CRISIS:

With Young, New Leadership, the National Realty Club Is Reborn

NEW YORK | LOS ANGELES | MIAMI | HAMPTONS

EXECUTIVE CHANGES

Buono Joins B6 As Director

B6 Real Estate Advisors continues to grow its Capital Advisory Division with the appointment of Nat Buono as a director and the promotions of Lynn Marcello and Nicole Schmidt.

Buono specializes in debt and equity placement for commercial real estate owners with a focus on the middle-market space in Northern New Jersey. Formerly an associate director, Marcello has been promoted to director. In this role, she structures and sources debt and equity on behalf of clients with a focus on the middle-market space in Northwest Queens, New York. Schmidt, formerly a senior associate has also been promoted to director. Schmidt

specializes in debt and equity placement for commercial real estate owners with a focus on the middle-market space in Central Queens, New York.

Before joining B6, Buono was the analytical and execution lead at Wells Fargo in the Commercial Mortgage Banking group (CMB). During his three-plus years at Wells Fargo, the group of eight individuals arranged in excess of \$3 billion of financings. Prior to working at Wells Fargo, Buono was a senior analyst at Kroll Bond Rating Agency.

A native of Philadelphia, Pennsylvania, he earned his Bachelor's degree in business administration from Temple University.



Nat Buono



Lynn Marcello

Essensys Names Brown as VP, West Coast Business Development

Essensys, a global provider of software and technology to the flexible workspace industry, has appointed Brian Brown vice president of its West Coast business development team.

Brown most recently led Irvine Co.'s Flex Workspace+ offering across its 50-million-square foot national office portfolio. He previously served as head of real estate and business development, West at Knotel. At Essensys, he will provide strategic direction in helping West Coast landlords leverage

software and technology to enable next generation flexible real estate solutions.

"I'm very pleased to welcome Brian to the Essensys team. He brings a depth of experience and knowledge from previous roles in managing millions of square feet of real estate and enabling flexible office solutions," said Essensys CEO North America Jeremy Bernard. "Having worked on the landlord, brokerage and flexible side of the industry, he's uniquely positioned to understand the challenges and needs of the customers we serve and their tenants."



Nicole Schmidt

D'silva Joins Greystone as Deputy Chief Credit Officer for Healthcare Finance

Commercial real estate finance company Greystone has named Sampada D'silva as a deputy chief credit officer, reporting to Scott Thurman, Greystone's head of credit for the FHA lending platform.

D'silva is based in Chicago and will help meet the growing demand for Greystone's debt offerings in healthcare, including skilled nursing and assisted living assets. Greystone currently ranks as the #1 HUD lender for multifamily and healthcare loans.

Her 20-plus years of experience in healthcare and

senior housing investment and lending includes serving as a senior managing director for Cambridge Realty Capital Companies. She brings a wealth of experience in structuring and closing healthcare and senior housing loans with a variety of financing solutions, including HUD-insured and conventional bank mortgages. In her prior role, she also focused on evaluating and closing healthcare and senior housing acquisition, sale and leaseback opportunities.

D'silva holds an MMS, finance degree from the University of Mumbai, and an MBA from the Quinlan School of Business at Loyola University in Chicago.



Brian Brown



Sampada D'silva

EXECUTIVE CHANGES

Ariel Property Advisors Adds Investment Sales Directors



Benjamin Vago

Ariel Property Advisors is growing its investment sales footprint, adding Rowen Giles and Benjamin Vago as director of investment sales.

In addition to originating and executing exclusive listings, Giles is responsible for leading business development and networking initiatives primarily in Brooklyn. Before joining Ariel, he helped institutional investors acquire and dispose of commercial real estate assets, forming strategic relationships with a diversified and extensive group of principals in the New York area. He holds a B.S. in physics from St.

Joseph's University in Philadelphia and an A.S. in specialized technology from the Computer Technology Institute in Philadelphia, Pennsylvania.

Vago executes listings and business development primarily in Brooklyn, with a focus on Greenpoint and Williamsburg. He is a licensed attorney in the State of New York and, prior to joining Ariel, practiced real estate law at two Manhattan firms. He holds a J.D. from the Benjamin N. Cardozo School of Law at Yeshiva University, an M.A. in Judaic studies from Concordia University in Montreal, Canada and a B.A. in political science from Yeshiva University.



Rowen Giles

Nelson Worldwide Taps Otto As Director of Retail

Architecture, design and strategy firm Nelson Worldwide, has strengthened its leadership with the addition of Philip Otto as director of retail. Based in Cincinnati, Ohio, Otto will work closely with clients and project teams throughout the design process to create spaces that build emotional connection and elevate the experience.

Consumer behaviors and preferences will evolve post-COVID, and Otto's brand strategy expertise will allow for continued innovation that results in cultur-

ally-based projects, the firm said.

Previously, Otto served as creative director on projects for museums, retailers and developers. He has worked with some of the premier brands in the world, including Anthropologie, Coca-Cola International, Levi's, Nike, The North Face, Urban Outfitters and REI Co-op. He has also worked as an educator at the University of Cincinnati and is teaching an undergraduate course on design trends and a graduate level course on design issues in the Design, Architecture, Art and Planning (DAAP) program.



Philip Otto

Greystone Names Niraj Patel Chief Information Officer

Commercial real estate finance company Greystone has named Niraj Patel chief information officer and head of the firm's technology organization. Jonathan Russell, president and CEO of Greystone's corporate operations IT group, will retire at the end of 2021.

Patel brings more than two decades of IT leadership experience to Greystone and joins Greystone from DMI, a digital services and consulting agency, where he served as global head of artificial intelligence (AI) and analytics. Prior to DMI, he was the chief information officer of Lending Platforms at IBM Global

Business Services. Before joining IBM, he worked as the chief strategy officer at Selex ES in New York and has also served as a group president & co-founder of ISGN and CIO of GMAC Commercial Holdings.

Patel holds degrees in management information systems and finance from Temple University, a Management Certificate from the Wharton School of The University of Pennsylvania, and serves on the board of directors for Savana, Inc. He is a founding member of Temple University's Fox School of Business MIS Advisory Board and is a former Board director for Mismo.



Niraj Patel

EXECUTIVE CHANGES

M&S Mechanical Grows Corporate Interiors Construction Team

M&S Mechanical has expanded its corporate interiors construction division with the hiring of Salvatore Cammalleri, vice president of estimating, and Kristin Haufmann, assistant estimator. The two boast more than 35 years of combined experience.

Cammalleri recently served as director of estimating for Donnelly Mechanical, helping to double their construction revenue and securing more than \$300 million in project awards. Prior to Donnelly, he worked as estimator/project manager and purchaser for BP Mechanical Corp.

Haufmann most recently worked with Donnelly Mechanical and BP Mechanical, supporting their estimating departments. She will be a key team member in coordinating timely responses to general contractors and working with project managers to stay proactive with project scope and data.

“Salvatore and Kristin have a proven track record of success in the estimating field and have been essential to their teams’ success,” said Sal Amato, president and CEO of M&S Mechanical. “We look forward to their helping M&S continue to grow its tri-state presence.”



Kristin Haufmann



Salvatore Cammalleri

Pedulla Named Director of Community at Mission 50 in Hoboken

Mission 50 has appointed Claire Pedulla to the newly-created position of director of community. She will be responsible for spearheading the firm’s efforts to foster productivity, flexibility and community in a reimagined workplace environment.

and is home to the “original” Mission 50 coworking space, founded in 2011 by JDA CEO Greg Dell’Aquila. In 2020, Dell’Aquila launched a multi-million-dollar renovation that included expanding the coworking space and dedicating the remaining space to private for-lease offices.

Owned and managed by JDA Group LLC (JDA), the Mission 50 building — formerly the Hoboken (New Jersey) Business Center — is located at 50 Harrison Street. The 80,000-square-foot boutique office property offers traditional for-lease office space

Pedulla’s previous positions include Midtown manager and community manager at The Yard in New York City. She has also served as a creative consultant to the hospitality industry and an executive operations associate with Topology in Newark, New Jersey.



Claire Pedulla

Clements Named President of Windward Engineers & Consultants

Multidisciplinary minority engineering and consulting firm Windward Engineers & Consultants has named Michael Clements as president. Previously director of operations, Clements has more than 15 years of experience as a subject matter expert in leading multifaceted engineering, consulting and design efforts.

Most recently, Clements served as associate vice president and director of engineering at AECOM. He led the East region’s building engineering team and was responsible for project delivery, mentorship of future leaders and the supporting of business development and strategic planning.

As president, he will lend his engineering know-how to projects ranging from higher education, mission critical, and infectious disease research facilities.

He has led teams through complex projects like The Florida Advanced Manufacturing Research Center in Kissimmee, Florida; MD Anderson Sheikh Zayed Research Laboratory in Houston, Texas and the Texas Biomedical Research Institute in San Antonio, Texas.



Michael Clements