

# NORMANDY REAL ESTATE PARTNERS

## NEW YORK TRI-STATE EDITION



CenterPointe at Bridgewater, New Jersey

Normandy has seen a significant amount of leasing activity at multiple locations, including recently renovated Class A office space at both Continental Plaza and 20 Independence Boulevard.

"In a historically challenging market and economy, Normandy is well positioned to continue to suc-

## SUCCEEDING IN A CHALLENGING ECONOMY

ceed based on the quality of our portfolio and our emphasis on tenant service," said Ray Trevisan, Normandy principal. "Both Continental Plaza and 20 Independence Boulevard have done well in attracting and retaining a high caliber roster of tenants."

Continental Plaza has recently had 30,029 square feet of leasing activity for both new leases and renewals. Old tenants and new tenants have recognized the unmatched amenities this complex offers including a tenant exclusive gym, 24/7 security, an interconnected parking garage and a great location only 5 miles from the George Washington Bridge.



Continental Plaza, Hackensack, New Jersey

Additionally, 20 Independence Boulevard recently saw a total of 45,500 square feet of leasing activity. Located

in the highly desirable Somerset Hills Corporate Center, this complex continues to yield new leases and renewals. The complex, renovated in 2007,

features a 30-seat café, upgrades to all common areas, new restrooms and an enhanced entrance lobby. ■



20 Independence Boulevard, Warren, New Jersey

## FROM HO JO'S TO THE CHELSEA

Normandy has partnered with Cape Advisors, Inc., to successfully transform the former Howard Johnson and Holiday Inn into The Chelsea, a stunning, luxury, non-gaming boutique hotel on the Boardwalk.

Neighboring the Tropicana Casino & Resort, the Chelsea is

Atlantic City's first non-gaming boutique hotel to open on the boardwalk since the early 1960s. The 330-room, retro-chic hotel was revealed with a ribbon cutting ceremony on July 18, 2008, and is acclaimed to be ushering in a new "Hollywood" era in Atlantic City.

The Chelsea underwent \$110 million of renovations and now features two signature Stephen Starr restaurants, a salt-water inspired spa, a state-of-the-art fitness center and the only full-service beach in Atlantic City.

"We are pleased to have played a role in this historic redevelopment in Atlantic City," stated Gavin Evans, principal of Normandy. "The Chelsea fills a void in the Atlantic City market for a luxury, non-gaming hotel that caters to an eclectic mix of demographics." ■



Newly renovated Chelsea Hotel, Atlantic City, New Jersey

## Green News

### NORMANDY LAUNCHES GREEN BUILDING INITIATIVE

Normandy Real Estate Partners has appointed David Bury, Vice President in Normandy's Property Management Group to head up our Green Building initiatives. David is based at Normandy's Manhattan office and will be working with regional team members in New England, New York/New Jersey and Mid-Atlantic regions to coordinate the company's Green Programs. These programs include Normandy's ongoing Energy Star Compliance, LEED

Certification and other energy conservation programs. David will also provide oversight of Green Purchasing and recycling standards for the Normandy portfolio. Normandy's commitment to "Green Thinking" will be evident at our properties in the coming months as tenant educational seminars are held and new environmentally-friendly products are introduced. Please contact your management office if you would like to know more about Normandy's plans for "Going Green". ■

## CONTINENTAL PLAZA RENOVATIONS COMPLETE

Normandy's multi-million dollar renovation program at Continental Plaza in Hackensack, NJ, is now complete. Continental Plaza, a complex providing 650,000 square feet of Class A office space throughout three contemporary office tow-

ers, is located on 11.9 acres in the heart of Bergen County.

The upgrades at the complex started from the ground-up. Interior improvements on all three buildings (401, 411, and 433 Hackensack Avenue) included renovating the ground floor in the



Continental Plaza's new canopies, one the many complex upgrades



Newly renovated lobby at Continental Plaza

lobbies, installing distinctive wood ceilings, cherry wood paneling, high-end carpeting and lighting, contemporary furnishings and new state-of-the-art touch screen directories and flat panel LCDs.

"With the completion of these extensive renovations at Continental Plaza, we have created one of the finest office environments in all of northern New Jersey," said William O'Keefe Jr., vice president of Normandy.

Other renovations included all of the complex's elevators, which

were refurbished with wood wall panels, stone flooring and stainless ceiling modules. The lower course level between buildings 401 and 411 was given a new high-end image, which included an upgrade to the full-service cafeteria, tenant exclusive gym, a conference center, dry cleaning and a newsstand. Additional on-site amenities include 24-7 security, T.G.I Friday's, US Postal Service substation, FedEx/UPS drop, full-service bank and a multilevel and interconnected garage with parking for 2,500 vehicles. ■

## NORMANDY VICE PRESIDENT COMPETES IN 2008 SUMMER OLYMPICS

Paul Teti, vice president of leasing for Normandy, made his third trip to the Olympics and competed in the 2008 Summer Games on the U.S. Men's Four Olympic Rowing team.

"Rowing is the ultimate team sport," Paul Teti said. "It's very much a team effort. One of the reasons I love the sport is because of the clear connection be-

tween the training you go through and the results you achieve. I consider myself very lucky to be part of an incredible team in the boat and at Normandy."

Teti joined Normandy four years ago just after competing at the Olympics in Athens, Greece. He currently serves as vice president, responsible for managing leasing activity in the Mid-Atlantic region. He spent three years underwriting and closing acquisitions and financing as part of Normandy's acquisition team prior to taking on his current role. ■



Normandy vice president Paul Teti

## Community Corner



## MARCH OF DIMES HONORS DAVID WELSH

The March of Dimes recently honored David Welsh, a founding managing principal of Normandy. The national non-profit organization dedicated to improving the health of infants and preventing birth defects and infant mortality, noted Welsh's outstanding accomplishments in the real estate industry and his record of philanthropy and community service. Welsh received the honor at this year's Real Estate Award Breakfast held in West Orange, NJ.

The annual breakfast, which attracts hundreds of professionals from the real estate industry, is a major

networking event that raises awareness about the efforts of the March of Dimes. Prior to the event, Mr. Welsh and the Normandy team led a successful fundraising drive that exceeded expectations. Mr. Welsh commented, "We are very pleased with the commitment our many friends and partners have made to help the March of Dimes. There's no doubt that this charity touches all of our hearts. Despite challenging economic times, we attracted a full house for the annual breakfast as everyone rose to the challenge of supporting this special organization." ■