

Marriott at Glenpointe Unveils Guestroom Renovations

An extensive multimillion-dollar renovation to the 353 guestrooms at the Marriott at Glenpointe is now complete. The renovation encompasses updates to every aspect of the hotel's oversized guestrooms through contemporary modifications including new furniture, bathroom fixtures, flooring, increased electrical outlets and USB placement, and luxurious showers. Every guestroom now includes a mini-refrigerator and a safe, making the Marriott at Glenpointe the perfect destination for guests who travel for business but expect the comfort of home.



A renovated guestroom at the Marriott at Glenpointe

The Marriott at Glenpointe is managed by Merrillville, Ind.-based White Lodging, one of the fastest-growing, fully integrated independent hotel ownership, development and management companies in the country.

"We look forward to taking our proven recipe of exceptional guest service and combining it with our beautifully-appointed guestrooms

to become your home away from home when traveling to the northern New Jersey area," said General Manager Keith Shopnick. "It's also been great to see the initial reaction from our guests and associates, who have been impressed and energized by the new updates."

The hotel also features the exclusive Marriott M Club. Open 24/7 with key access, the M Club Lounge has connectivity and technology to meet business professionals' every need. Located at 100 Frank W. Burr Blvd., the full-service Marriott

at Glenpointe is ideal for getaways, business meetings and social functions, and features 21 meeting and event rooms. A multimillion-dollar renovation recently transformed the Marriott at Glenpointe's lobby, ballrooms, restaurants and 26,500 square feet of meeting space. Key to the lobby renovation was the adaptation of Marriott's "Great Room" concept, which incorporates comfortable seating and plenty of room to work, socialize or relax.

Alfred Sanzari Enterprises Remembers Mike LeMay

Alfred Sanzari Enterprises is saddened by the passing of one of its valued employees, Clifford Michael LeMay, 57, who died unexpectedly on March 29. LeMay, who went by the name Mike, was known by colleagues and tenants as a kind and hardworking employee that was good at his craft. He joined Alfred Sanzari Enterprises four years ago as a building manager at the Glenpointe complex.



Mike LeMay

"No matter what Mike was in the middle of doing or how busy he was, if someone needed a hand he always stopped to help," said Brad Porrino, Glenpointe Property Manager. "More importantly, he was a teacher and mentor to many in our department. Rather than telling a co-worker what to do, he would take the time to make sure that person understood how to perform a job the correct

way. Many of us spend more time at work than we do at home, and the workplace becomes like a second home. Mike was more than a co-worker – he was part of all of our extended families."

A lifelong resident of Fair Lawn, LeMay was an avid fisherman. He enjoyed surf casting and spending time at the beach. He was a loyal fan of the New York Giants and New Jersey Devils, and will be remembered for his love of dogs and his skill as a handyman. "I look at my staff together as a well-oiled machine – everyone plays an important role to keep the machine running smoothly. Mike was a valued member of our team who consistently gave of his time and expertise. His passing is a huge loss for those who knew him, and he will be missed by many," concluded Porrino.

Marriott at Glenpointe Staff Exceeds Guest Expectations

Exceptional customer service is one of the keys to success in any business, but is particularly important in the hospitality industry. The Marriott at Glenpointe consistently is recognized for its ability to deliver quality customer service and exceed guest expectations. "Our team of outstanding hosts has a passion for genuine hospitality," said Keith Shopnick, General Manager. "Each of our hosts – whether newly hired or a seasoned veteran – collectively share their 'spirit to serve' energy and warm smile with guests every day."

With many departments coming together for one common goal, communication is vitally important. Shopnick said this is achieved through twice daily departmental meetings. "Each department receives a daily 'Brilliant Host' document that includes business demands for the day, noted VIPs and any group activities in our meeting space. We also use this to recognize birthdays or anniversaries of our hosts. Additionally, our leadership team is expected to have a visible presence – being in the right place at the right time – to support their hosts and the operational functions of the business."

Today's digital world is drastically different from 1983 when the hotel first opened. "Consumers shop for their accommodations via social media or third-party travel sites, rely on mobile check-in applications and use their phone as a key to bypass the front desk. What has not changed is the need for guests to feel valued and appreciated. We have a proven track record of making experiences brilliant by welcoming guests into our family. We recognize them by name, anticipate their needs, learn their preferences and find



Keith Shopnick

ways to establish a personal connection."

For example, upon entering the Marriott at Glenpointe lobby, guests are greeted by a host who will establish their needs and escort them to where they need to go. "Guests also learn about the hotel's amenities such as Pancetta Regional Kitchen & Wine Bar, the Glen Bar, the M Club Lounge and Glenpointe Spa & Fitness Center. Generating repeat business, specifically positive word of mouth via social channels, is critical to our sustained success. Our team truly understands the ramifications of a negative guest experience and works hard to ensure every guest leaves 100 percent satisfied."

The Marriott at Glenpointe consistently is ranked in the top 30 percent of all Marriott hotels in North America for "Overall Satisfaction." Ending 2015, the hotel's Event Satisfaction Score positioned it at No. 4 out of 363 Marriott hotels in North America based on "Overall Meeting Planner" results. "We understand technology and speed of service is of the essence in today's digital age, but we also realize genuine interactions are the differentiator in why guests make their choice to return to the Marriott at Glenpointe," concluded Shopnick.

Planning a business meeting, conference, banquet, social function or any other special event? Visit the Marriott at Glenpointe or contact the sales team directly at (201) 836-0600, ext. 2304 for more information. Our dedicated professionals are focused on making every event perfect from start to finish.

Summer Open Houses Announced at The Ivanhoe, Nottingham Manor

A series of weekend open house events will take place this summer at The Ivanhoe in Hackensack and Nottingham Manor in Montvale. The open house events are scheduled at Nottingham Manor from noon to 6 p.m. on Saturdays starting June 4 and continuing June 18 and 25, July 9 and 23, and August 6 and 20. At The Ivanhoe, open houses will be held from 11 a.m. to 6 p.m. on Sundays starting June 5 and again on June 19 and 26, July 10 and 24, and August 7 and 21.



The Ivanhoe

Located at 130 Overlook Ave., The Ivanhoe offers studio, junior one-bedroom, one- and two-bedroom apartments ranging from 450 to 1,230 square feet and appointed with every modern luxury. Amenities include a fitness center with state-of-the-art equipment, an outdoor pool, a sauna, 24-hour concierge service, a business/multipurpose room, and

secure card access both to the building and underground parking lot.

Nottingham Manor, located at 1-186 Nottingham Court, is a mix of one-bedroom apartments ranging in size from 700 to 750 square feet, and two-bedroom duplex apartments ranging from 1,040 to 1,140 square feet. Units include ample closet space and hardwood flooring, on-site laundry facilities and a parklike setting.

For more information or to inquire about leasing specials, contact June Wagner at (201) 342-2777 or via e-mail at junewagner@sanzari.com. Prospective renters also can visit www.bergencountyapartments.com to view property photos and download rental applications. There is no broker fee to the tenant.

Comings and Growings

When a new tenant moves to one of our properties or an existing tenant expands its space, the Alfred Sanzari Enterprises team earns another opportunity to demonstrate its commitment to creating the best commercial and residential portfolio in Northern New Jersey. Highlights of tenants who have recently joined or expanded follows:

Glenpointe, Teaneck

Cargill, Inc. renewed its 4,800-square-foot lease at Glenpointe Centre West.

Treetop Development LLC has leased an additional 4,300 square feet at Glenpointe Centre West, more than doubling its headquarters office space to 8,500 square feet.



Court Plaza

Court Plaza, Hackensack

Employment law firm **Deutsch Atkins P.C.** has renewed its 9,000-square-foot lease at Court Plaza North.

First Bergen Title Agency LLC renewed and expanded its headquarters office lease to 2,800 square feet at Court Plaza North.

Heimbuch & Solimano P.C. renewed its 2,800-square-foot lease at Court Plaza South.

SteelCore Capital Management LLC renewed its lease for 680 square feet at Court Plaza South.

Elmwood Corporate Park, Elmwood Park

BioReference Laboratories has renewed its laboratory and warehouse lease for nearly 160,000 square feet at 481 and 487 Edward H. Ross Drive.

Heights Plaza, Hasbrouck Heights

Kemper System America Inc. leased 3,400 square feet of space, relocating its sales offices from Closter.

Mobile Media Partners Inc. renewed its 3,300-square-foot lease.

Unichem Pharmaceuticals (USA) Inc. leased 5,200 square feet of headquarters office space, relocating its headquarters from Rochelle Park.

See more at www.sanzari.com/press

New Hire, Promotions Announced in Property Management Department

Alfred Sanzari Enterprises is pleased to announce that Kelly Buckley has joined the firm's leadership team as vice-president of property management. Buckley brings almost 20 years of diverse commercial real estate experience to her new role. Prior to joining Alfred Sanzari Enterprises, she was vice-president/Northeast regional property manager for Prologis, a global leader in industrial logistics real estate. She previously held management positions at Hampshire Companies and CBRE.



Kelly Buckley

Buckley is a member of the New Jersey chapter of NAIOP (National Association of Industrial and Office Professionals) and BOMA (Building Owners and Managers Association). Active in her community, she is a regional advisory board member for Comfort Zone Camp, a bereavement camp for children who have experienced the death of a parent, sibling or primary caregiver.

Other positive changes within the property management department include two key staff promotions. Erin Mays, formerly a property administrator, has been named assistant property manager for two of the company's office properties, Heights Plaza in Hasbrouck Heights and Elmwood Park Plaza in Elmwood Park. Additionally, Greg Drelich has been named senior building tech for Court Plaza and the Alfred N. Sanzari Medical Arts Building, both located in Hackensack.



Erin Mays

"In-house property management has always been one of our company's strongest assets," said Buckley. "These promotions will further enhance our ability to provide outstanding service to tenants through the Alfred Sanzari Enterprises portfolio of properties. Both Erin and Greg have been with the company for a number of years and have proven their dedication and commitment. These are well-deserved promotions."



Greg Drelich

These promotions underscore the company's corporate culture of promoting from within, added Buckley. "It is very important to us to grow organically and to develop people within our organization," she said. "I was very fortunate to come onboard and have these great people in place and well-prepared to take on these new assignments."

For all property management related questions, please contact Kelly Buckley, Vice-President of Property Management at (201) 968-4807 or via email at kellybuckley@sanzari.com

SINAI Schools Honors Alfred Sanzari Enterprises with 'Community Partnership Award'



Pictured (from left) are Jerry L. Barta, Vice-President/Director of Leasing and Marketing; Esti Herman, SINAI Schools' Chief Development Officer; and David Sanzari, President and CEO.

Alfred Sanzari Enterprises recently was honored with SINAI Schools' prestigious Community Partnership Award. The award was presented during the SINAI Schools annual benefit dinner, which for the last 30 years has been held at the Marriott at Glenpointe hotel in Teaneck.

SINAI's Community Partnership Award recognizes a business or organization that has helped SINAI achieve its mission to provide an excellent, inclusive special education to its students, and to foster the inclusion of individuals with disabilities within the broader community.

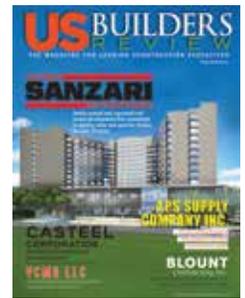
Jerry L. Barta, Vice-President/Director of Leasing and Marketing accepted the Community Partnership Award on behalf of Alfred Sanzari Enterprises. He and David Sanzari, President and CEO both spoke about the ties that bind their company to SINAI.

"During the Great Depression, to help his parents make ends meet, Alfred Sanzari shined shoes in front of the City National Bank building at 241 Main Street in Hackensack. Some years later, Alfred Sanzari owned that building, an astonishing story of success. SINAI, too, is all about enabling astonishing stories of success for its students," said Barta. "With that kindred spirit, it is not surprising that Alfred Sanzari Enterprises has been so helpful to SINAI in achieving its many successes. Community involvement, faith, family, education and hard work are important strands in the Sanzari DNA, qualities so closely aligned with the values of SINAI. Together, we can do great things for those who need it most."

"I would like to thank the SINAI Schools for recognizing Alfred Sanzari Enterprises with this year's Community Partnership Award, and encourage you to keep up the wonderful work that you do for your students," added Sanzari.

Alfred Sanzari Enterprises Featured in 'US Builders Review'

Alfred Sanzari Enterprises is being featured as the cover story in the spring issue of *US Builders Review* magazine. The nationally-recognized trade publication is read by a targeted audience of general contractors, developers and other leaders in the construction industry.



The case study article highlights Alfred Sanzari Enterprises' history, operating philosophy and property portfolio, including the company's latest ground-up real estate project, a dual-branded hotel under development at Glenpointe in Teaneck.

"Since Alfred Sanzari Enterprises' inception our company has established an impeccable industry reputation based on the quality design and construction of our buildings, a hands-on approach to property ownership/management, and a commitment to integrity," said Ryan Sanzari, Director of Operations. "We are excited to be featured in *US Builders Review*, and look forward to sharing our company's story with a national audience."

Message from David Sanzari

On behalf of Alfred Sanzari Enterprises, I would like to extend our deepest sympathy, thoughts and prayers to the family and friends of Mike LeMay during this most difficult time. Mike was a valued employee, colleague and friend to all who knew him. He was a dedicated and passionate member of the Alfred Sanzari Enterprises' family, and we will miss his gentle presence and caring spirit.

As we move into spring and summer, we encourage you to take advantage of the many outdoor opportunities that exist throughout our portfolio. At Court Plaza, tenants are soaking in the warm weather on our landscaped plaza and in the Alfred and Mary Sanzari Garden. At Glenpointe, tenants can take a peaceful walk through the nearby Teaneck Creek Conservancy. Park-like settings also bring out the best in our garden apartments, while at The Ivanhoe, an outdoor pool is the perfect place to swim, sun and relax.

As always, we welcome your comments and feedback.

Sincerely,
David Sanzari, President/CEO

To learn more about leasing opportunities at Alfred Sanzari Enterprises' properties, following are key leasing contacts:

Commercial Leasing: Office, Industrial and Retail

Glenpointe
Richard Baumstein of Cushman & Wakefield
(201) 460-3366 or via e-mail at richard.baumstein@cushwake.com

Summit Plaza
Stephanie Greco of The Greco Realty Group (201) 567-0477 or via e-mail at stephanie@thegrecorealtygroup.com

Norwood Industrial Portfolio
Andrew Somple of NAI James E. Hanson (201) 478-7396 or via e-mail at asomple@naihanson.com

For all other commercial properties, contact **Jerry L. Barta** at (201) 968-4811 or via e-mail at jerrybarta@sanzari.com, or **Stephen C. Jennings** at (201) 968-4819 or via e-mail at stephenjennings@sanzari.com.

Residential Leasing:

Please contact **June Wagner** at (201) 342-2777 or via e-mail at junewagner@sanzari.com. Prospective renters also can visit www.bergencountyapartments.com to view property photos and download rental applications.

Visit us online www.sanzari.com



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