

APPENDIX

**Andrew W. Janiw, M.S.C.E., P.P., A.I.C.P. –** Mr. Janiw was born in Carteret, attended Washington and Nathan Hale Schools and graduated Carteret High School in 1980. Mr. Janiw is also a graduate of the New Jersey Institute of Technology with undergraduate and graduate degrees in Civil Engineering. Mr. Janiw is the founder and managing member of Beacon Planning and Consulting Services, LLC (BPCS). Founded in 1997, BPCS provides planning, economic development and technical due diligence services to a broad spectrum of clients, including municipalities, lenders, investors, corporations and developers. Mr. Janiw has over twenty-six (26) years of experience in the negotiation and finance of real estate transactions and the development of commercial and residential properties. Mr. Janiw has held positions which include Vice President of Real Estate for an international banking interest and Director of Acquisitions for a regional real estate development firm. Mr. Janiw's experience includes extensive representation of local governments and private clients in redevelopment negotiations. Mr. Janiw's current appointments include redevelopment planner and consulting planner for the Borough of Carteret, Borough of Neptune City, and the Township of Cranford. Bayonne, Edison, Keyport, Perth Amboy, Palmyra, Newark and Matawan are among the communities that have engaged Mr. Janiw for a variety of redevelopment, due diligence and negotiation support services. Mr. Janiw frequently lectures on the subjects of planning and redevelopment and was an invited speaker at this year's New Jersey Future Redevelopment Forum and the New Jersey Redevelopment Authority's Redevelopment Law and Planning Training Course. Mr. Janiw has served as a member of the New Jersey Builder's Association Land Use Committee and the ASTM Property Condition Survey Advisory Committee, the latter of which established industry standards for the performance of property condition assessments. He is currently a member of the American Planning Association and the American Institute of Certified Planners. Mr. Janiw is also an Advisor to Monmouth University's Real Estate Institute, which offers New Jersey's only accredited graduate and undergraduate curriculum in real asset development and finance.

**Victor Furmanec, P.P., A.I.C.P.** – Mr. Furmanec was born in New York City, but moved to Rahway, New Jersey at an early age. He attended Roosevelt Elementary School and Rahway Middle School, and graduated from Rahway Senior High School in 1975. Mr. Furmanec is also a graduate of Rutgers University with an undergraduate degree in Biology, and graduate degrees in Zoology (Ecological Theory) and Regional and City Planning. Mr. Furmanec started working with Beacon Planning and Consulting Services, LC, in 2004, and has been a member since 2005. Founded in 1997, BPCS provides planning, economic development and technical due diligence services to a broad spectrum of clients, including municipalities, lenders, investors, corporations and developers. Mr. Furmanec has over twenty-five (25) years of experience in community planning and design in both private and public sector positions. Mr. Furmanec's current appointments include redevelopment planner and consulting planner for the Borough of Carteret, the Borough of Neptune City, the Borough of Keyport, and the Township of Cranford. Matawan and Allenhurst in Monmouth County. Matawan are among the communities that have engaged Beacon Planning for a variety of community and redevelopment planning services. Mr. Furmanec formerly served as the Director of Planning and Zoning in Asbury Park where he initiated efforts to redevelop and revitalize the City's central business district. He solicited developer interest in redeveloping the former Steinbach department store for mixed-uses (first floor retail/restaurant with upper story apartments) during a period when the City's efforts to redevelop its waterfront were blocked by legal proceedings. Prior to working in Asbury Park, Mr. Furmanec was employed by Manuel S. Emanuel Associates, where he served as planning consultant to the Planning and Zoning Boards of Nyack, Ramapo, Spring Valley, Haverstraw, Stony Point, Upper Nyack, Orangetown, Suffern in Rockland County, Blooming Grove, Goshen, and Monroe in Orange County, New Paltz in Ulster County, and North Salem in Westchester County. He is currently a member of the American Planning Association and the American Institute of Certified Planners.

**Donald Moliver, Ph.D., C.R.E., M.A.I.** – Mr. Moliver with a doctorate in economics from Virginia Polytechnic Institute, is a Professor of Economics and Finance at Monmouth University where he has been a member of the faculty for 31 years. Dr. Moliver is the founder and Director of the Kislak Real Estate Institute, New Jersey's sole provider of executive and academic credit bearing real estate education. In 2010, Dr. Moliver was appointed as Dean of the Hess Business School at Monmouth University.

Having earned the C.R.E. and M.A.I. designations, Dr. Moliver has been actively engaged in the appraisal of real estate for about 19 years. Key corporate clients have included AT&T, Hilton Hotel, International Flavors and Fragrances, K. Hovnanian, and Roberts Pharmaceutical. He has prepared and reviewed hundreds of appraisals for financial institutions, as well as qualified as a valuation expert in New Jersey Tax and Superior Courts. Dr. Moliver has prepared written and oral testimony before tax, zoning and planning boards on a variety of valuation and consulting assignments. A former member of the Congressionally authorized national Appraiser Qualifications Board, he has also authored several articles on the valuation of real estate in international and domestic journals, including the Journal of Property Valuation and Investment and Appraisal Journal.

**Robert A. Buchsbaum** - As a native New Jerseyan, Mr. Buchsbaum was raised in Fair Lawn, Bergen County, went to public schools, and holds a MBA in Finance with a Concentration in Real Estate from Rutgers University Graduate School of Management. He currently advises municipalities, owners, investors and developers on economic best use strategies for development sites, as well as evaluated major projects for market and financial feasibility, need for municipal services and required municipal outlays. He has guest lectured at New York University's Real Estate Institute on these topics, and holds a BOMA Real Property Administrator designation. To date, Mr. Buchsbaum guided the reuse of approximately \$4 billion in commercial real estate in New Jersey, and validated over \$100 million of incentives necessary to facilitate local development projects. He has worked for the Municipalities of Bayonne, Edison, Perth Amboy and Carteret, as well as Pro Logis (Teterboro Town Center, former Honeywell Site), Tarragon Development (Aeromarine – Keyport NJ, Overpeck Creek & Highland Cross – Rutherford NJ) and the Hudson County School District (Disposition Strategy for School Sites in North Bergen and Jersey City NJ, and market evaluation for a consolidated school site in Secaucus NJ). Previously, Mr. Buchsbaum directed financial and market review for North American Realty Advisory Services, a boutique consulting firm with a nationwide client base. Mr. Buchsbaum's \$3.5 billion in projects for North American concerned the adaptive-reuse of corporate and public sector land and building assets. For his projects, Mr. Buchsbaum analyzed development opportunities, formulated financial models, structured transactions and evaluated their risk/reward potential. Mr. Buchsbaum also advised numerous regions located across nine states on varied economic and "Brownfield" adaptive reuse issues. He was also "point" on the team that created, structured and branded the economic development organization for the 7-county Hudson Valley region of New York. Prior to joining North American Realty, Mr. Buchsbaum managed 2.5 million square feet of commercial property, administered one million square feet in construction projects and marketed commercial and multifamily properties. Throughout his 24 year real estate career, Mr. Buchsbaum has worked with varied clients, including governments, financial institutions and Fortune 1000 corporations. Those include Dow Chemical, DuPont, BP Amoco, Exxon-Mobil, Astra Zeneca, Lucent, KeySpan, UPS, General Tire, Chevron Texaco, Unocal, BASF, Sherwin Williams, Weyerhaeuser and General Electric.