

GREEN

VOLUME XLI

SPECIAL EDITION

pastures

MEET *the* NEW KIDS *on the* MK BLOCK
MK FAMILY GROWS

**MASSEY
KNAKAL**

Realty Services

MEET *the* NEW KIDS *on the* MK BLOCK



James Bertluti
Associate - Brooklyn

I am 23 years-old and recently graduated from Vanderbilt University... Anchor Down. I grew up outside of Boston in a typical big Italian family, where there was constant yelling and a horde of people at every Sunday dinner table. Growing up, I was playing any sport I could compete in, whether it was football in high school or bocce at family BBQs. Somehow both seemed to get equally as competitive and physical.

Before Massey Knakal, I was working at Vornado in property management. After a couple months, I knew management wasn't for me. I couldn't be happier to join the MK team and I look forward to working with all of you.



Tanner Cain
Research Associate - Manhattan

Now, this is a story about how my life got turned upside down. I'd like to take a minute - just rest your hackles - and I'll tell you how I became a Research Associate with Massey Knakal. In Austin, Texas I was born and raised. In the lake was where I played away most of my days: Chillin' out, maxin', relaxin', my toes shrunken; shootin some b-ball, tryin' to copy Tim Duncan. When a couple of friends from summer camp came through, started making mention of a school called NYU.

I got in one little daydream of Manhattan and, although pricey, decided I'd be movin' with my dreams to NYC. Years later, hailed a cab, and when it came near, the license plate said 'real estate's your future', so clear. If anything, the fit seemed TOO perfect - I had to cackle. But I thought 'Nah, forget it' - 'Yo, homes to Massey Knakal!' I pulled up to Madison Avenue in April's first week, and yelled to the cabbie, 'May you too find what you seek!' I looked at my department. Finally, something worthy to tackle. To be the New Jersey Research Associate, at the kingdom of Massey Knakal.

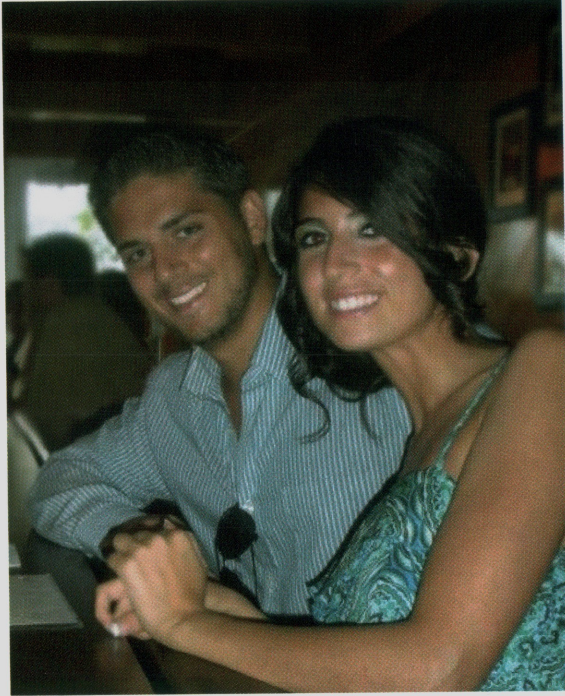


Mitzi Flexer
Director of Retail Leasing - Brooklyn

I was born in Panama and came to the U.S. when I was two-years old. I am the third out of four children. We grew up in south Brooklyn. Since my Dad is German and my mother is Panamanian, I spent most of my summers in either country or on a sailboat (my dad is an avid sailor, so we had no choice).

During college, I did an academic study on the Gypsies of Spain and was given the opportunity to live there for a year. I learned so much, specifically how to Flamenco! I am the mother of two boys and married to a wonderful man. I love life and my family and I am looking forward to creating more memorable experiences with the MK family.

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John Fontana
Analyst - Manhattan

I was born and raised in Brooklyn, New York, before moving to New Jersey in 2008. I graduated from New York University with a B.S. in Real Estate Finance and held leadership positions such as President of the Student Council and Co-Founder/President of the Undergraduate Real Estate Club. In addition to my academic career, I spent 6+ years working in the Mortgage Banking Industry most recently as a Junior Underwriter working on both residential and commercial loans.

My passion for Real Estate began as a child growing up. Witnessing my grandfather acquire, maintain, and sell an array of different real estate assets really piqued my interest and led me to pursue a career in the industry. Massey Knakal presents me with a great opportunity to utilize my knowledge, interest, and experience in both Real Estate and Finance by working as an Analyst for “Team Knakal”. When I am not working, I like to play golf, baseball, fish, boat, travel, watch sports, and spend some quality time with my family. I am very excited to be part of the Massey Knakal family and look forward to an exciting career.



Wendy Qiu
Retail Leasing Associate - Manhattan

I grew up in Maine, with pit parties and four-wheeling, moved to Boston for school, and most recently Manhattan. I try not to take myself too seriously, and believe that laughing is the key to good health. My take on life is like a five year-old wanting to do/see/try/explore everything. When I was 13 running for VP of my middle school, I said during my speech “reach for the stars if anything you’ll land on the moon” still one of my favorite quotes today, more so cause I won.

Some fun facts about me are, I won a watermelon eating contest, not once but twice (see picture, I’m in blue!). I own too many shoes to count but not a single pair of blue jeans. I am a huge foodie and love trying new restaurants (nothing below a four on yelp) I also have the oddest of taste buds. The other day I ordered a Thai peanut chicken wrap at Au Bon Pain, with pesto. And for my normal side, read my website bio.

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Matthew Tarpley
Analyst - Manhattan

I am absolutely honored and thrilled to be the newest member of James Nelson's team. I grew up in a suburb of Minneapolis, Minnesota. I attended the University of Mississippi, better known as OleMiss, where I played football and graduated in three years. Ever since I was a kid I dreamed of moving to New York and after graduation was fortunate enough to receive a full academic scholarship to Pace University (Downtown) where I received my master's degree in finance. I am a very big sports guy, I love watching the Stanford Cardinal and the Rebels on Saturdays, as well as the Yankees, Nets, and Minnesota Wild when it comes to professional sports. One thing that may come as a surprise is that I enjoy history and I have read countless books about the civil war and various political figures. I have always had a passion for the real estate industry ever since my father stuck me out on a job site at the age of 11. I look forward to working with all of you.



Jennifer Djurkovic
Associate - Manhattan

I am a Long Island native, growing up in Dix Hills. I am one of three girls, so my dad definitely had his hands full, and I also have a little brother named Harry. I'm an avid tennis player and enjoy hitting the slopes in Utah (Snow Bird) where I feel the most alive. The Hamptons is my happy place, where I partake in clambakes on the beach and being an all-star Bocce player.

I have a big passion for sustainability, and the New Energy Revolution. I attend weekly green meetings with Professor Robert Bell, who is one of the most influential people in my life. He proposed Green Redemption Funds to finance the transition to renewable energy.

I like being the stranger in town and traveling all over the world. I love the opportunity to step into different cultures and different ways of life. I've always been the most social toddler in the sandbox and definitely try to capitalize on this skill in the real estate industry.

I am enjoying my move to Massey Knakal, Bob and Paul have the best business model in the world, and I'm excited to be a part of all the success.

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Betty Castro

Director of Operations - Brooklyn and Queens

I grew up in Flushing, Queens, where I met my husband and soul mate of 35 years, Tony Castro. We have two wonderful children. Our son, Hamid is 24 years old and our daughter, Amina is 20. After many years of living and working on Long Island, I'm happy to be back in the city and very excited about the Brooklyn and Queens offices.

With over 25 years of sales management experience, my position at MK is a natural fit. Everyone has been very welcoming. I think the Real Estate market in the boroughs is poised for substantial growth in the coming years and MK is well positioned to take advantage of that growth. I'm very excited to be part of the winning team of professionals at MK.



Brandon Polakoff

Associate - Manhattan

I was born and raised in Princeton, New Jersey. As demonstrated by my picture, I was born to work in sales. My dad is an orthopedic surgeon and specializes in hip and knee replacements. My mom started out as a nurse, but is now a medical practice consultant. I have two siblings, Robby (28) and Lauren (31). My sister had a baby recently, so I am officially an uncle. In my free time, I like to take long walks on the beach followed by candle lit dinners. In addition, I like to play sports, watch sports and spend time with friends and family. I am really excited to be here and look forward to working with everyone.

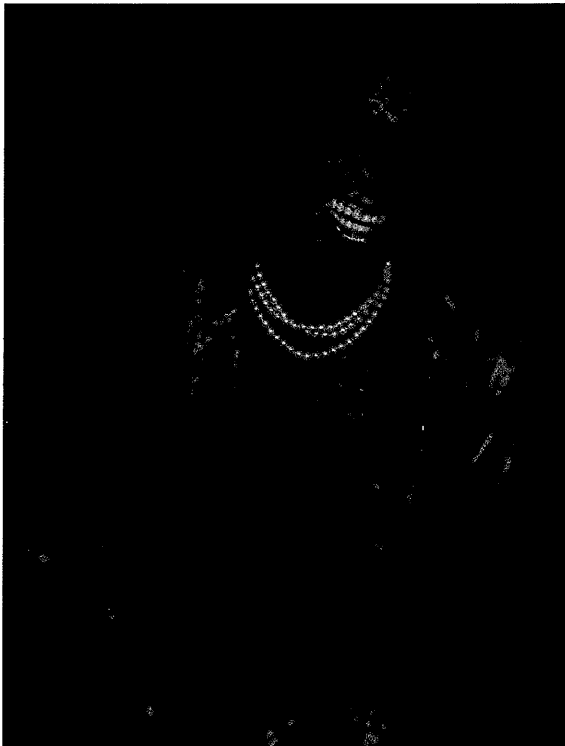


Adam Getis

Network Administrator - Manhattan

After years of living and working in Westchester I am very excited to be working in the city again. When I am not glued to a computer "tinkering away" I enjoy spending time with my wife Amie, sons Jonathan and Gabriel, and getting away from it all on my Harley - not necessarily in that order. We are ready for summer time fun so we can go out again and enjoy the warm weather.

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Karen Massey

Director of Retail Leasing - Brooklyn

I grew up in the Kenwood neighborhood of Chicago, where I attended the University of Chicago Lab School. I was the type of kid who enjoyed learning about Chicago history, exploring the city's neighborhoods and cultures. I thought I'd always live in the Windy City, but my perspective changed when I went to Tufts University in Massachusetts to pursue my undergraduate degree in political science. While there, I befriended native New Yorkers, and when I would go to visit them, I started to fall in love with the city.

I wanted to have a solid foundation to build the life I wanted and have the freedom and skills to be successful anywhere. So, after Tufts, I went to Kellogg Graduate School of Management, where I got an MBA with a concentration in finance and marketing. I did market strategy, new product development and mergers and acquisitions for leading health care companies and was able to work and live in Johannesburg, South Africa. I then earned my real estate chops by investing in Chicago real estate and becoming a broker servicing high net-worth clients in the downtown/Gold Coast Chicago markets.

I then decided that I was ready for New York. It's been so exciting to not only be in this dynamic city but also be part of the Massey Knakal Retail Leasing Team.

When I am not building business, I spend time with my son Cameron, age 12, and my daughter Caroline, age 9, going to their lacrosse games, exploring museums and parks, and helping them pursue their interests. I also enjoy live music -- everything from heavy metal to classical -- reading, exploring different cuisines and throwing dinner parties for friends and family.



Eric Sears

Associate - Manhattan

Raised in Louisville, Kentucky, I am a southern boy at heart. I come from a family full of Marines, my father, grandfather, and great grandfather all served. The combination of the two meant that I grew up camping, fishing, hiking, and shooting. However, I gravitated strongest toward sports. I ran track and played football and basketball while in high school. I would have become fourth generation military, but I decided to play football for the University of Kentucky.

After a couple of knee surgeries and a broken foot, I decided to take on much less risky activities. I would say that I am mildly obsessed with golf and it has taken over as my favorite activity, closely behind is snowboarding. I am not great at either sport, but I can spend the entire day on a driving range or on a snow covered ski valley.

I am brand new to the city and very excited to start my career here with MK. I look forward to meeting and working with all of you.

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Joana Filgueiras

Director of Townhouse Sales - Brooklyn

I was born and raised in Brazil and lived in Miami, Florida, for 12 years, where I learned Spanish and was exposed to many different cultures. I fell in love with NYC in the first 10 minutes of my first visit. So when I was about to turn 30, I decided it was time to make the move. My brother, my furry son, Patches, and I did the move on a road trip, enjoying some of the cities along the way, river rafting and hiking.

Real estate has been one of my passions and a huge part of my life for almost nine years now and, even though I tried to take a break from it, my heart brought me back and I am very excited about it! Besides NYC and real estate, I love traveling, fitness, Crossfit, mud races and skydiving. I am probably the most feminine tomboy you can meet!



George Gnad

Director - Capital Services - New Jersey

Born and raised in Brooklyn, New York. Starting at age 12, I worked long hours at family owned boat rental / marina in Sheepshead Bay. Got married at 20 (another long story) and raised three fantastic sons (Matt 27, Kevin 24, Brian 19) in Kinnelon, New Jersey. We bought a run-down 10-acre summer camp there which keep me in home improvement heaven / hell, busy buying lots of tools and renting equipment to improve property (backhoe to put in septic myself). Also I went to Colgate, but only to visit a rich girlfriend.

I'm thrilled to be at Massey Knakal and plan to dominate Hudson County and help MKCS compete against Secured Capital for big / profitable deals.

Go Rangers!



Anthony Volpe

Administrative Assistant - Brooklyn

I grew up in Bergen County, New Jersey and graduated from Manhattan College (don't let the name fool you as it's actually in the Bronx) with a dual degree in History and English. Initially I wanted to be a historian and that led me to pursue a Master's degree at the City College of New York (CCNY). My specific interest was in 19th century European history. During this time I also started working in the field of permit expediting. After six years in expediting, working in real estate seemed like a logical transition. I'm happy to be working at a well-known and respected company like Massey Knakal. In my spare time, I enjoy running, reading about history, traveling, and writing about film and music. I am an occasional contributor to PMC online magazine's film section and used to write a music blog. I am also fluent in Spanish and grew up in a Spanish speaking household.

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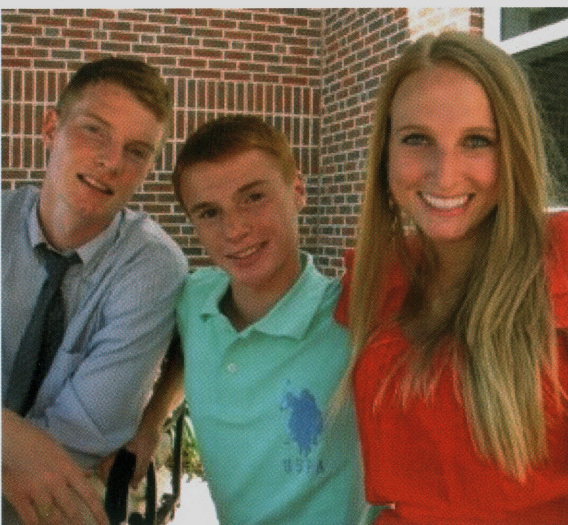
Ian Brooks
Associate - Manhattan

In the summer of 2012 when I decided I'd outgrown DC (and my parent's basement) I made the move up to NYC. Upon moving to New York, and before joining Massey Knakal, I got my feet wet at a commercial real estate valuation/appraisal company as well as a real estate private equity company.

I was born and raised in College Park, Maryland (home of the Terps) and although I didn't go to University of Maryland I'm a Terp at heart. I strongly support my Washington Redskins and Washington Capitals, as painful as it is. If the Caps ever win the Cup, I might be "that guy" that gets a commemorative tattoo, which you might never see.

I've played hockey my whole life. When I moved to NYC I was fortunate enough to get in with a solid group of guys on a team that plays at the Chelsea Piers rink. Proud to say The NYC Boars won the 'Ship in February. I love golf and consider myself a decent golfer. It's a bit of a challenge to play golf consistently while living in New York City, but I do my best to make it work.

I'm very excited to be part of the Massey Knakal team. For a long time I've known that I wanted to work in commercial brokerage in NYC, and I'm happy that I've landed where I have. I'm on a great team working for Rob Shapiro, in a great territory, and truly hope to have many prosperous years ahead of me.



Christina Urwand
Human Resources Associate - Manhattan

I am thrilled to be the newest member of the Human Resources team at Massey Knakal. I jumped in to working in the HR field very soon after graduating from High Point University in North Carolina. As much as I enjoyed the southern leisurely life, I grew up in Long Island and returned to NYC immediately after I finished college. I have two younger brothers who keep me competitive in my tennis game, but every other sport I let them have. I think Gia has already figured out my weekly routine of my favorite yoga, Pilates, spinning or regular running days.

My family is still based on the North Fork of Long Island, in beautiful wine country where I venture out to most weekends when the weather is nice. I'm lucky to have a great blend of high school and college friends in the city that keep me busy with ventures to musical festivals, fashion shows, 10k races, Broadway shows, weddings and lots of sunny Saturdays on the boat. I wish it was 70 and sunny every day! Look forward to meeting and working with everyone in MK and beginning the next chapter of my career.

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Tracey Wall

Senior Accountant - Manhattan

I grew up in Levittown, Long Island and lived there throughout most of my college years, but a sales position moved me to New Jersey during my last year of school. It was around this time my older sister was getting ready to marry a Jersey cop, so one by one my family and I left the island and moved to the other side of the river. I wasn't planning on staying, but she gave me two munchkin nieces and most recently an adorable little nephew, so I have been living in Westwood, New Jersey for almost seven years now. I worked in sales and sales promotion for six years during/after college, and finally went back to grad school in 2007. I graduated from Kean University with an MS in Accounting in December 2007, and have been working in this field ever since. My biggest professional disappointment arose after a grad school buddy convinced me I'd make a great FBI agent – after over a year of interviewing I convinced myself he was right, but in the final stages the opportunity evaded me (at least I got a good story out of it).

Outside of work I am a pretty simple person. If you ever see me in a bad mood I can almost guarantee I've gone two days without going for a run (I'm lost without those endorphins!) Most summers you'll find me playing softball, and I love to read (spending two hours/day on a bus definitely helps this cause) - but give me a financial thriller or anything related to American history and I'll be satisfied. One thing I love doing but don't set aside enough time for is baking, and if I could spend my days talking about the Mets and/or politics my life would be complete.



Jack Fornaciari

Associate - Manhattan

I grew up in Portola Valley, a town in Northern California about 45 minutes south of San Francisco. After high school, I ended up at Bucknell where I graduated this past May with a degree in Economics. I have always thought that I would end up back in California at some point, but now that I am here in NYC (living in the Financial District), I love it and don't know if that plan will come to fruition. Besides the weather, the most frustrating part about being out here is not being able to see my 49ers and Giants (baseball) play. In terms of some of my other interests: I am an avid surfer and am excited to check out East Coast breaks, my favorite book is [A Confederacy of Dunces](#) and I love to barbecue. So far, I love working in commercial real estate and being a part of the Massey Knakal team!

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Nicole Liebman
Director of Retail Leasing - Brooklyn

Born in New York City (the same night the Mets won the World Series) and moved abroad to Paris when I was 5, instilled an early love of travel and exploration. From Paris, we traveled all over Europe and ended up back in the United States (Philadelphia), so we could be closer to my extended family.

In high school, I was a very active student; participating in tennis, cross country, lacrosse and National Honor Society. High school was great, but I was ready to get out and experience the illustrious college journey. I chose Tulane University in New Orleans. For those who are not familiar, New Orleans is located under sea-level and prone to natural disasters. After only being at school for three days with my family for orientation, Hurricane Katrina hit the city. Lucky to get out, I left with my freshman roommate to drive to Texas, and my parents jumped on the last flight out. Over the next few days, we watched the city get flooded, burglarized, and vandalized. I was fortunate that I only had a dorm room and felt for those who lost their homes and so much more. I ended up going to University of Pennsylvania for the semester and heading back to Tulane in the spring. When all the students returned, there was a huge sense of pride and unity. We had grown, gone through this disaster together, and had the opportunity to help rebuild. From that moment, New Orleans will always be a huge part of my life, and I'm blessed to know I can face adversity and challenges head on.

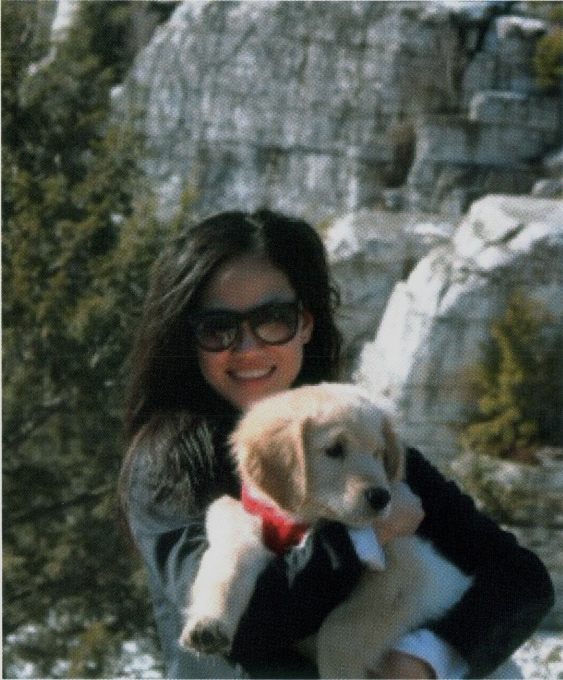
From Tulane, I moved to Colorado to work in sales at top radio stations (and secretly ski). That is where I learned both the art and dedication it takes to be a successful salesperson. After two years in Denver and a quick trip to South America, I am thrilled to be back in my home city and using the same 'detective' and entrepreneurial skills in my new role at Massey Knakal. Thanks for the opportunity and I'm excited for the next step!



Louis Marchetta
Associate - Manhattan

I am 22 years-old and recently graduated with a degree in Economics from Fordham University. Growing up as the youngest in a household of eight; four sisters, one brother, an Irish mother and a Sicilian father, I am adept at dealing with stressful situations. In high school I was a four-year varsity wrestler, in college I played a single semester of ultimate Frisbee. My room is often a mess, but my desk remains in perfect order. Since beginning at MK I've been greeted with nothing but smiles and support, I couldn't be happier to have joined the team.

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Jessica Ke

Director - Capital Services - Manhattan

Whenever I am asked, “Where are you from?” I pause before the answer. The story of my childhood reads like an odyssey. In short, I was born in Ohio, spent the next six years of my life in Beijing, moved to Maryland, and then went to school in Michigan (Go Blue!). Not that I am lacking in the realm of loyalty – I spend a good chunk of my disposable income on roundtrip airfare to and from China three times a year, and I never fail to chant “Hail to the Victors” on game day. I have a lot of hobbies that are diametrically different from my degree in business and finance. Music for example. True to culture, I had a Tiger Mom growing up, and played exactly one hour of piano each and every day because, according to her, there was science linking piano skills and proficiency in the SATs.

My crazy ambition in life is to write a book documenting the political and historical events that have happened in the last 100 years in China and how these changes are manifested in my immediate family. Being the next Laura Hillenbrand would be nice, but really I would love to just get their stories on paper. I love New York City, because it’s the apex of fashion, food, and of course, it’s where Massey Knakal laid down roots. All kidding aside, I feel fortunate to have been selected for the position as a member of the Capital Services team, because it has truly unveiled for me a passion in real estate I

did not realize I had. Most of all, the people I have met here have been so incredibly open and resourceful as I climb the learning curve. Finally, the picture I’m attaching is of my golden retriever (when he was a puppy) and me up by Lake Minnewaska in the Shawangunks. We love to trail run because that stubborn little guy has an anti-leash attitude. If you haven’t been, the views from the hikes are breathtaking.



Naira Nadareishvili

Graphics Associate - Brooklyn

I was born and raised in Georgia, a country in the Caucasus region. Me and my parents lived in a little town, along the Black Sea coast, and thanks to that, all of my childhood memories are filled with sunshine, sound of waves and happiness. I always loved drawing and was doodling almost on anything I could get my hands on. Although my parents were supporting my artistic abilities, I’d never considered it as a profession, mostly because of my country’s political and economic instability at that time. Poor economics was drawing everyone to the occupation that would actually bring food at the table... Art was not one of those. Fortunately for me, I was able to accomplish my dream here. I learned computer graphics and illustration and earned my BA from Baruch College. Now I have the privilege to work at MK and further practice my creativity in the real world!

I live in Brooklyn with my husband David and two beautiful children Nia and Nicholas. I believe that, nothing is more important than family and loved ones. I consider myself very lucky to have these people in my life. Only with their great support, I was able to make my dream of being a graphic artist come true.



Realty Services

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Ilya Tolmasov

Director of Townhouse Sales - Brooklyn

I'm thrilled to be the newest member of the MK Townhouse Team. I was born in Moscow, Russia and moved to New York when I was 13 years-old with my two younger sisters. One thing I learned about being the older brother is that leading by example is the only way to get people to listen and respect you (of course with sisters, it's easier said than done).

I've always loved sports, and I was a member of the water polo and swim teams at Queens College, where we became division champs the year I joined the team. My other passion is chess, a game where every move comes with a consequence, so you really have to spot and seize an opportunity before it's too late (much like real estate).

But of all my passions, my biggest one is Virginia, an amazing girl I recently proposed to and someone who means the world to me. So right now, all our spare time is dedicated to planning our wedding which is coming up in September!

Nicole Nannola

Administrative Assistant - New Jersey

I am 24 years-old, and was born and raised in New Jersey in the same family home as my mother. In 2012, I graduated with a marketing degree from Ramapo College. The struggle to find employment in the corporate world inspired me to follow the footsteps of my parents and become an entrepreneur. This past year, I ventured into a childcare business of my own; uniting families with highly qualified and caring women. I now have the privilege of working with David Simon to build the Massey Knakal brand in New Jersey. Spending my summers in Maine has spiked my interest for water activities and country music. My other interests include ballroom dancing; concentrating in Salsa, Cha-Cha, Tango and The Waltz. I have traveled along the whole east coast, California, Nevada, and Tennessee in addition to seven other countries. I value having the opportunity to embark on new and exciting adventures with my friends and family, and it is one of the many reasons I am driven to work hard. I aspire to be a successful individual, and future owner of a Ferrari. My goals and values have shaped me to be highly motivated and dedicated to my work. I'm looking forward to starting my professional career with Massey Knakal!



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David Johnson

Director of Townhouse Sales - Brooklyn

The son of Bohemian parents, I was born in the East Village back when that meant something very different than it does today. My mom and I moved to her native Brooklyn when I was just a toddler, but I've always felt that those first few formative years in the Village instilled in me the independent spirit that still drives me today. Growing up in Brooklyn, I paid close attention as my mother started several business ventures which helped to solidify my entrepreneurial spirit. My love of real estate started soon after she bought our first house which included two rental units. We were basically living in our business investment, and I was exposed to all aspects of property management from a very early age.

Everyone in my extended family has always traveled extensively and my mom and I were no exception. She dragged me around the world by the time I was 10 years-old, and as you can imagine this left quite an impression on me. I have continued the family tradition of traveling several times a year, and it wasn't long before I merged my life's two passions into one. I started looking into real estate opportunities on every trip that I took. Over the years I've bought and sold real estate in Fiji, Mexico, and the South of France.



Tyler Hughes

Associate - Manhattan

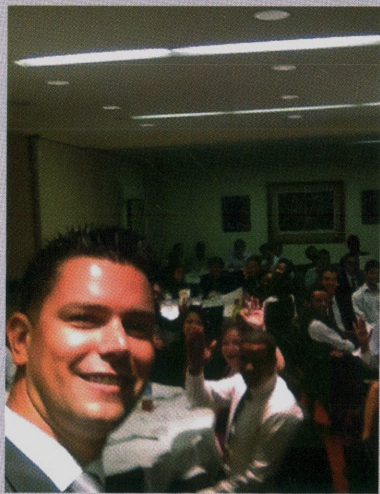
I am 23 years-old and originally from Long Island, specifically Dix Hills, which is about an hour east of the city. Even though I enjoyed my time living at home in Long Island, I quickly moved to the city after graduating from the University of Maryland, College Park in May 2012. As much as I love my mother's home cooking, I was happy to be living on my own and also very happy to not be taking the LIRR an hour to get to work. I lived on the Upper East Side for my first year after college, ironically in a building we are actually selling right now. For the past year I have lived in Murray Hill, which is a convenient 10-15 minute walk from the office.

I am an avid sports fan, both playing and watching. In high school I was the captain of the soccer team, played basketball and ran track. I am a big Yankees and Knicks fan, and of course a fan of my Maryland Terps, which recently have all disappointed me to no end. During college I was very active with my fraternity, Kappa Alpha, where I held many leadership positions. The next craziest thing I have planned is going skydiving for a third time this summer and I am also planning a trip to hike Machu Picchu in Peru sometime later this year. Fun fact about me is that I actually received a minor in Astronomy in college in addition to my degree in Economics, so if any clients have any astronomy related questions I would be more than happy to help.



Realty Services

275 Madison Avenue, Third Floor
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MASSEY KNAKAL KICKS OFF SUMMER INTERNSHIP PROGRAM

Massey Knakal kicked off its Summer 2014 internship program last month. Almost 50 students from colleges including NYU, Brown University, Villanova University, and Vanderbilt University are participating in the two month program. The interns are working with agents in our investment sales, retail leasing, and capital services divisions as well as our corporate departments, including Public Relations, Marketing, Research, and Operations.

The interns' first two weeks were jam packed starting with a company-wide trip to the Bronx for a game at Yankee Stadium followed by catered lunches in each of the offices where the interns were able to mingle and get to know their colleagues. They got down to business the second week attending the firm's Initial Success Training classes held at the Penn Club. The classes are taught by Massey Knakal employees as well as industry professionals and the topics range from Company History to Mechanics of a Lease to Networking.

The program will continue through the summer with more exciting events to come!