



2015 Healthcare Medical Properties

December 9, 2015 conference

Meet Our Speakers & Moderators



ROBERT PEAKE, Director Facilities, Construction & Real Estate, Atlantic Health System

As Corporate Director of Facilities, Construction and Real Estate at Atlantic Health System, Robert is a seasoned healthcare executive with over 25 years of experience. Robert oversees 250 employees and manages existing buildings (over 6 million s/f) as well as all new construction, design and all real estate holdings; additional responsibilities include Plant and Biomedical Engineering along with Fleet service. Atlantic Health System is a multi-hospital system that has completed \$2.0 billion dollars of expansion and renovation over the past fifteen years under Robert's direction.



STEPHEN P. ALUOTTO, AIA, CID, LEED AP, President, NK Architects

As President of NK Architects for the past nine years, Steve provides leadership in setting the strategic goals of the firm and ensuring our mission and core values are instilled in our professional staff and reflected in the work we each do for our clients every day. Dedicated to NK for 25 years, he has served as Principal-in-Charge for many significant projects in education, healthcare, science and technology, and medical education. He received his degree in architecture from NJIT and continues his graduate studies at the Harvard Graduate School of Design.



DARREN M. LIZZACK, MSRE, Associate Vice President, NAI James E. Hanson

Mr. Lizzack has the skills and knowledge required to provide landlords, tenants, developers, and investors with pertinent information and strategic advice in order to assist them in making informed real estate decisions. His background in finance and economics coupled with expertise and knowledge he has gained from working with experienced real estate professionals gives Darren access to one of the largest pools of real estate resources in the world. Over the past several years, Darren has completed over a million s/f of commercial space valued at more than \$65.6 million in aggregate sales and rentals. Mr. Lizzack also founded the New Jersey Commercial Real Estate Alliance (www.njcrea.com).



PHIL STILLER, Chief Operating Officer, Pre-Construction Services, Holt Construction

Phil's 29 year career at Holt has touched every level of operations, from his early days as a carpenter and site foreman, to his successful move into the Project Management arena, Vice President and on to his current capacity as Chief Operating Officer. Mr. Stiller oversees the Pre-construction Services facet of Holt Construction. He manages the estimating process in addition to being a key player in the proper allocation of manpower and resources to effectively complete all current and future projects.



GARY COOPERSMITH, Vice President, Sweetwater Construction Corp.

Gary Coopersmith brings 26 years of experience in laboratory, process, and infrastructure projects to his position as head of all business development activities for Sweetwater. As Vice President, he manages the Marketing department. In addition, Gary is responsible for overseeing select projects from pre-construction through completion. Previously working from the owner's perspective, he was employed at two of New Jersey's largest Pharm-Sci operating companies. Mr. Coopersmith holds a bachelor's degree in Engineering from Lafayette College and an MBA from Fairleigh Dickinson University.



VINCENT DELLA DONNA, AIA, ACHA, Director, Healthcare, Gannett Fleming Architects and Engineers

Vincent Della Donna, has earned his Board Certificate in healthcare architecture. Della Donna recently passed an accredited examination, which assesses the knowledge and understanding of architects who practice as healthcare specialists. He joins the ranks of over 400 ACHA colleagues in the U.S. and Canada who have received this important architectural credential. Based in Gannett Fleming's South Plainfield, New Jersey, office, Della Donna guides the firm's strategic growth and business development initiatives related to healthcare facilities and services nationwide.



BRIAN S. KERN, ESQ., NE Regional Director - Executive VP, Healthcare Practice, Gallagher-Bollinger

Brian S. Kern, Esq. was a co-founder and partner of Argent Professional Insurance Agency, LLC, one of the region's largest agencies specializing in professional liability insurance. He holds his property and casualty, life and health insurance licenses. Mr. Kern also is admitted to the NJ State Bar Association, and earned his law degree from Seton Hall School of Law. He is a member of the American Health Lawyers Association, considered an expert on medical liability, and frequently speaks before numerous health law and medical organizations, including state, county and specialty medical societies.



STEPHEN K. BARRY, Executive Vice President - Business Development & Leasing, Rendina

Stephen K. Barry is Executive Vice President - Business Development & Leasing. Steve oversees all business development activities for Rendina nationally and has spent the past eleven years in a variety of healthcare real estate roles for Rendina. He works collaboratively with health system clients to create real estate solutions related to ambulatory strategy. Steve has worked with health systems on the development of over 700,000 s/f of outpatient facilities. Prior to joining Rendina, Steve spent two years as an analyst with J.P. Morgan in New York. Steve is a Cum Laude graduate of the University of Notre Dame with a Bachelor of Business degree in Finance.



RALPH ZUCKER, President, Somerset Development

Ralph Zucker is President of Somerset Development, one of the New York Metropolitan area's foremost real estate companies specializing in New Urbanism and Traditional Neighborhood Design development. Zucker is responsible for spearheading his firm's focus on creating sustainable, close-knit communities that promote pedestrian-friendly "live-work-play" experiences.



ROBERT GERARD, Senior Manager of Business Development, Holt Construction

Robert Gerard is an accomplished Entrepreneur and Senior Executive with demonstrated ability to analyze business requirements and create effective solutions applicable to diverse industries. He has twenty-five years of extensive management, leadership and P&L responsibility with excellent results and is a skilled communicator, with emphasis on building strong client relationships and negotiating beneficial agreements. He is currently working for Holt Construction. Bob is responsible for developing the firm's portfolio of services in Healthcare and Higher Education in New York, New Jersey and Pennsylvania.



DEBORAH A. NAPPI, CPA, MST, Senior Healthcare Manager, SaxBST LLP

Deborah Nappi, CPA is a senior health care manager with SaxBST and has more than 20 years of accounting and tax experience. Deborah is a member of the firm's Healthcare Industry Services Group, where she performs accounting, consulting and analysis of key stat reports and billing for various medical practice groups, surgery centers and medical device companies. Deborah is a member of the New Jersey Society of Certified Public Accountants, in which she is also a member of the Federal Taxation and Health Care interest group and Health Care Conference work group.



DAVID BEYEL, Marcus & Millichap

Since joining Marcus & Millichap, David has forged strong working relationships with many of the leading Healthcare systems, physicians practices, and healthcare real estate investors and developers in the region. His client-first approach to healthcare real estate and has propelled his involvement in over \$50,000,000 in Medical Office Real Estate Transactions, and over \$250,000,000 in healthcare real estate advisory work. David specializes in Single Tenant and Multi-Tenant Medical Office Investments.



ARAN A. MCCARTHY, AIA, NCARB, Principal of Healthcare, Francis Cauffman

Aran has focused his career in healthcare design and innovative architecture. Over the past 24 years he has led collaborative teams for numerous national healthcare clients across the United States and Europe. His vision guides his clients through the process of building a hospital from the ground up, and is a leading advocate and participant in the Integrated Project Delivery process. Aran communicates closely to introduce cutting edge healthcare design that has benefited his long term business relationships, resulting in award winning projects.



JONATHAN DAVIS, Council, Brach Eichler

Jonathan Davis represents landlords, tenants and mortgage lenders in all aspects of commercial leasing, including office, retail, industrial, warehouse and ground leases. His practice also includes the representation of buyers, sellers, banks and other lenders in the acquisition, financing and sale of commercial real estate. He also works closely with Brach Eichler's Health Law Group in the leasing, acquisition, financing and sale of medical office space.



CHRISTOPHER CIRROTTI, PE, Associate VP, Dewberry

Christopher Cirrotti, PE, PP, LEED AP BD+C, has extensive experience managing design of facilities development, renovation and expansion projects for major healthcare institutions. He has supported expansion and development initiatives at a number of New Jersey's most prominent healthcare organizations for over 15 years, including Barnabas Health (since 1996) where he continues to provide innovative solutions as they become the largest healthcare provider in the state.



MICHAEL AZARIAN AIA, LEED AP, Senior Vice President, Director of Healthcare, Ronald Schmidt & Associates

Michael is an architect with over 35 years of experience designing and developing health care projects from outpatient facilities to large tertiary care institutions, domestically and internationally, with values ranging from \$1,000,000 to over \$200,000,000. Michael is currently Vice President at Ronald Schmidt and Associates, and serves as the Director of their Health Care practice.



JOHN PEREZ, Vice President, Cumming

John has over 28 years of experience providing leadership and technical expertise in the construction and facilities management sectors. In particular, he has extensive experience in pre-construction and managing teams on multiple campuses. He is familiar with all types of project delivery methods, including CM, Multi-Prime, Owner's Rep, Design-Build, GMP, and GC Lump Sum, among others. At Cumming, John's responsibilities include leading our efforts in New York, growing the healthcare and high end residential practices regionally as well as developing staff located in these areas.



CHARLES "CHICK" ATKINS, Principal, Atkins Companies

Chick Atkins has been a principal of the Atkins Companies for more than three decades. He is responsible for the oversight of many of the organization's office, residential, and retail projects in various phases of development including entitlement, management, and leasing. His particular expertise on the development or acquisition and management of medical office properties has led to his participation as a speaker and panelist at frequent national medical office symposiums.



ROSS E. MAZER, VP, Senior Business Banker, Capital One Bank

Ross Mazer has been in Commercial Banking for over twenty years with extensive training in credit and financing businesses. He has developed a specialty in Healthcare by working with Medical Practice Groups and Surgery Centers by helping them not only finance their growth by obtaining quick decisions with properly structured credit but also manage their cash with a personal and relationship approach. Ross is a Senior Business Banker at Capital One Bank's Business Banking Group in Northern NJ.

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