



## **JLL hires Panzer and his 13-person team**

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Jones Lang LaSalle's (JLL) New York office has hired Scott Panzer, a leader in the field of leasing brokerage services with more than 20 years of experience, who joins the firm with his 13-person team. The group includes Deborah van der Heyden, Robert Romano, David Kaplansky, Steven Rotter, Sean Black, Lisa Campofranco, Meredith Marash, Shannon Rzeznikiewicz, Kenia Fuertes, Brad Lane, Oliver Lloyd, Devorah Lebovic, and Neela Rastogi. Panzer will help drive JLL's integrated service business in N.Y., and will be a leader in shaping the firm's direction in the brokerage business over the next several years.

Panzer, previously an executive VP and principal at Newmark Knight Frank, has been at the forefront of the market in developing an enhanced platform of services for leading U.S. corporations. Since 1992, he has completed more than 22 million s/f of assignments encompassing all facets of real estate.

"This powerful group of industry professionals will help drive our ability to assist our clients with their occupancy requirements," said Peter Riguardi, president of Jones Lang LaSalle's New York region. "Scott and his team have a track record of success and are certain to make Jones Lang LaSalle's leasing team even stronger."

"This is an exciting opportunity for my team and me to join one of the most important players in the New York real estate market," said Panzer. "Jones Lang LaSalle has generated tremendous momentum in Manhattan over the past few years, and we're thrilled to have the opportunity to be part of that growth in the future. We're fortunate to work with some of the most respected companies across the U.S. and they will now have the opportunity to benefit from Jones Lang LaSalle's deep platform of services and global reach."

Panzer has represented leading corporations in major strategic initiatives that include an 800,000 s/f lease restructuring for AXA Equitable, a 750,000 s/f lease in three separate buildings for the United Nations, a 470,000 s/f lease for BNY Pershing and a 700,000 s/f lease for Bloomberg L.P. He also completed a 350,000 s/f lease for KeySpan's headquarters in Brooklyn, a 500,000 s/f global technology center for MasterCard in O'Fallon, Mo.; a 200,000 s/f regional headquarters for First Data in Atlanta; and the 450,000 s/f Center for Advanced Medicine in Lake Success, for the North Shore-Long Island Jewish Health System.

Panzer also has served as VP of real estate and group sourcing for Maxwell Communication Corp. after serving on the lead acquisitions team for North America. He received a master's degree in finance and accounting, and a bachelor's degree in biology and chemistry from the University of Miami.

Van der Heyden joins the company as a managing director. At Newmark, she completed more than 5 million square feet of commercial office leases throughout the major and secondary U.S. markets, as well as Canada and some European cities. Van der Heyden's clients have included ADP, The

United Nations, Ipsos, Reed Elsevier, and AXA Equitable.

She has also represented clients involved in the industrial property sector, leasing warehouse and distribution facilities and selling land throughout the United States. Van der Heyden has acted as both tenant representative and sales broker on a variety of special-use facilities, including data centers, and research and development facilities. She worked with KeySpan Energy to formulate strategies for the adaptive re-use and sale of obsolete energy sites, including locations in New York, Massachusetts and Pennsylvania, and has handled bankruptcy restructuring projects involving both office and retail locations.

Robert Romano joins Jones Lang LaSalle as a managing director. He focused on transaction management and related services for Newmark, serving both national and international tenants. Romano has more than 20 years of experience in the tri-state area commercial real estate market. Previously, he worked with Cushman & Wakefield to provide real estate transaction management and related services to clients with regional, national, and international requirements. He has worked with The Interpublic Group of Companies, Prudential Financial and JP Morgan Chase.

Earlier, Romano worked with Williams Real Estate Co., operating the firm's corporate services group. He began his career in real estate with The Rockefeller Group, where he marketed and leased office space at Rockefeller Center, a complex comprising 12 office buildings and approximately 7 million square feet.

Kaplansky joins Jones Lang LaSalle as a senior vice president. At Newmark, he focused his efforts on tenant representation for New York-based businesses. Kaplansky provided strategic real estate planning and transaction services to numerous prominent national corporations with significant portfolios of owned and leased properties-both office and industrial. He served as exclusive representative for Carat, a global media company, Penton Media Inc., a national publishing conglomerate, overseeing a portfolio that includes more than 60 locations, and for Cenveo Inc., one of the largest producers of envelopes in the United States and Canada, handling the company's facilities in the United States. Earlier, Kaplansky was a financial analyst for MSD Capital L.P., a private investment firm, where he specialized in distressed-debt analysis.

Rotter joins Jones Lang LaSalle as a vice president. He specialized in corporate advisory services at Newmark, servicing numerous Fortune 1000 clients including Capmark Financial, PGA TOUR, First Data Corporation, Kaplan Education, Carat USA, and AXA Equitable. Over the past two years, Rotter has been involved with some of New York's largest and most complex transactions in Manhattan including AXA Equitable's lease restructure at 1290 Avenue of the Americas. Previously, he worked for Golden Gate Financial Group, a San Francisco hedge fund, and owned and managed Homevestors, a residential rehabilitation company in Chicago.

Black joins the company as a vice president. At Newmark, he specialized in developing and implementing commercial real estate strategies for owners and corporate users of space. He has completed transactions that include the relocation of Duane Morris LLP's corporate headquarters into 81,638 square feet at 1540 Broadway in record time; and the simultaneous acquisition of 27,850 square feet over two floors at 40 Wall Street and 20,850 square feet at 1440 Broadway for OfficeLinks Inc. Black is a former international athlete who competed in the 1996 Olympic Games, the 1999 World Championships and the 1999 Pan American Games, where he further distinguished himself by winning a bronze medal in boxing.

Campofranco, Marash and Rzeznikiewicz join the company as senior associates, and Fuertes, Lane and Lloyd join as associates. Lebovic will serve as business manager for the new group and Rastogi

will be an executive assistant.

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