

REAL ESTATE WEEKLY

Deals & Dealmakers

WHO'S NEWS: Urban Land Institute gets new president

The Urban Land Institute hired **Gwyneth Jones Cote** for its Americas region. Cote, who most recently served as chief operating officer for Bell Partners, joined ULI's staff as the president of the Americas region.

Cote served as Bell Partners chief operating officer from 2013 until the end of 2017. Before Bell, she consulted for several years to private real estate companies. Cote began her real estate career in 1989 after receiving her Master of Business Administration degree from the University of Pennsylvania's Wharton School of Business.

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Dominium announced that it has hired **Paula Prah** as vice president of public affairs, a newly created position.

Prah will develop a program to ensure effective and consistent interactions with governments and other key external stakeholders.

Prah most recently served as managing director of communications and public affairs at Varde Partners, a hedge, real estate and private equity fund based in Minneapolis.

Prah holds a BA from Smith College and an MA from the Humphrey School of Public Affairs at the University of Minnesota.

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CBRE announced that **Jodie Poirier** has joined the company's New England leadership team as Managing Director.

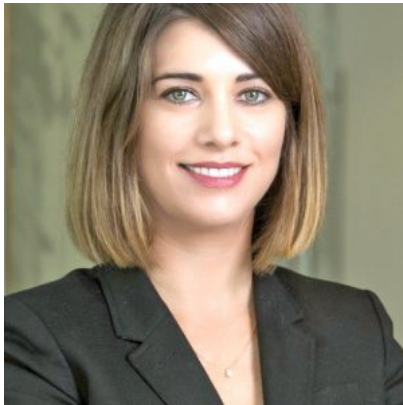
Poirier will partner with the CBRE New England leadership team of Andy Hoar, Kevin Doyle and Steve Purpura.

Poirier has more than 15 years of experience in the commercial real estate industry.

She joined CBRE in 2015 as a director in the company's Advisory & Transaction Services business. Before CBRE, she was a Vice President at The Davis Companies in Boston and was based in Boston during part of her time serving in a national role at Colliers.

She received a bachelor's degree from Cornell University and a master's in real estate development from the Massachusetts Institute of Technology.

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Stantec hired **Brett Sherman** as a Principal in its New York City office. Sherman will focus on expanding the group's footprint in existing markets of New York and Boston and developing into new geographies and market sectors. Sherman joins Stantec with more than a decade of experience in real estate planning, investment, portfolio management, pre-development coordination, land acquisitions, due diligence, and energy and infrastructure consulting. Sherman has earned a Master of Business Administration from Fordham University, with a bachelor's degree from Skidmore College.

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Thornton Tomasetti announced that **Daniel Stauthamer** joined as chief human resources officer. He has more than 15 years of human resources experience in the engineering and construction industry. Stauthamer will lead Thornton Tomasetti's human resources team and is responsible for talent acquisition and retention, employee experience, inclusion and diversity and organizational development. Before Thornton Tomasetti, Stauthamer was with Jacobs, CH2M, He holds a bachelor's degree in business administration from the University of Colorado.

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Mission Global announced two industry veterans joined its business development team as directors.

David Tiberio comes with 30 years of experience across the financial services, mortgage banking and real estate industries.

Previously, he was a vice president at LenderLive where he focused on new business initiatives. Earlier in his career, he worked with First American Title Insurance Company and Bank of America.



Tyler Julian also joins the team with 30 years of experience, including a financial services and mortgage banking background that covers the entire suite of end-to-end solutions throughout the life of the loan cycle. Previously, Julian was a national sales executive at Old Republic Title, Before that, he worked for First American Title, LSI/ServiceLink and Chase Home Finance.

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Reuveni Real Estate announced **Valerie Siegel** will lead sales at the firm's newest condominium project, Dahlia, located on the Upper West Side. Siegel will head sales at Dahlia, a luxury condo at 212 West 95th Street between. Siegel holds a Bachelor of Arts degree in business management from Clark University, and an MBA in marketing from Fordham University.

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TF Cornerstone announced that **Ebony Young** has joined the firm as Vice President of Corporate Social Responsibility. Previously, Young was the Executive Director for the Long Island City YMCA, spending 18 years with the organization.

At TF Cornerstone, Young will focus on corporate social responsibility throughout the company, including philanthropy, community-building, and serving as a liaison to neighborhoods.

Young received a Bachelor of Science in Communications from Indiana State University and is a graduate of Indiana Tech where she received her Master's degree in Organizational Leadership.

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Savills Studley announced that **Valerie Carlisle** will be joining the firm's New York brokerage team as Managing Director.

She brings over 15 years of experience leading workplace operations efficiency. Previously, Carlise was Savills Studley's Director of Operations for the Northeast Region. Earlier in her career, she worked at Cushman & Wakefield, JLL and the Staubach Company.

Carlise received a Bachelor of Science degree in Applied Economics and Business Management from Cornell University.

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Universal Builders Supply appointed **John Arvonio** as Senior Vice President.

Arvonio, who is also currently serving as Chief Financial Officer, is responsible for directing all the company's accounting, finance and tax functions.

Arvonio joined UBS in 2015 and has more than 30 years of financial experience. Before UBS, he was a founding member of Intervest National Bank and Chief Financial and Accounting Officer for 17 years. Before that, Arvonio was at Ernst & Young, Citigroup and another large community bank.

Arvonio is a graduate of Iona College's Hagan School of Business and is a New York State Certified Public Accountant.

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Structure Tone promoted two senior executives at their New York City headquarters. **Terry Robbins** is now Senior Vice President and Chief Information Officer after serving as Vice President of Information Technology since joining the firm in 2006. Robbins centralized the management of IT personnel and infrastructure. He is a graduate of the College of the Holy Cross and held senior-level IT roles within other industries before joining Structure Tone.



Bill Sharp was promoted to Senior Vice President, Risk Management. Sharp joined the Structure Tone organization in 2015. Under Sharp's leadership, the company's risk management was centralized and enhanced. Sharp earned his degree at Marist College and served as a risk management leader within the construction industry previously.

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Zetlin & De Chiara LLP announced the addition of **Hal Blanchard** as an Associate. Blanchard is returning to the private sector after serving as in-house counsel for MTA New York City Transit for the past five years.

Before that, he was an attorney in the commercial litigation department of Patterson Belknap Webb & Tyler. Earlier in his career, Blanchard worked abroad at a Shanghai law firm.

Blanchard graduated with a J.D. from Fordham University School of Law. He earned an M.A. in East Asian Languages & Culture and a B.A. in English & Comparative Literature and Music from Columbia University.

