



LEADER. MENTOR. VISIONARY.

We congratulate our CEO

Barry M. Gosin

on being named

***Commercial Property Executive's
"Service Executive of the Year"***

With 35 years at the helm, your vision as a leader has been the driving force behind all of our firm's extraordinary accomplishments.



**Newmark Grubb
Knight Frank**

Executives of the Year/First Place



mane alternative to assisted living. He also urges more efficient management of affordable multi-family housing stock by leveraging technology and economies of scale. Smith's chief policy concerns today include the possibility of rolling back low-income housing tax credits, a move that he contends would harm an effective vehicle for expanding affordable housing stock.

For its part, Recap Real Estate Advisors is involved in an innovative pilot program sponsored by the U.S. Department of Housing and Urban Development. Recap advises midsize municipal housing agencies on converting legacy public housing inventory to Section 8 apartments. "I'm pleased to report that awareness of the program and the volume are rising," he said.

Financier of the Year

Robert Merck, Senior Managing Director & Head of Real Estate Investments, MetLife Inc.

Robert Merck got his first taste of his future career as an undergraduate finance major at Emory University when he took what was then the school's only course on the subject. Both Merck and his alma mater's real estate program have come a long way in the three decades since then. Now an acknowledged leader in finance, last year Merck marked his 30th anniversary with MetLife, where he has headed the real estate debt and equity platforms since 2003.



Merck's recent initiatives include MetLife's new real estate investment management business. He launched the program in August, unveiling a three-year, \$5 billion agreement to originate and manage commercial mortgages financed by SunTrust Banks Inc. "Our goal is to be one of the top five institutional real estate investment managers, and with this mandate from SunTrust, we are confident the company is headed in the right direction," Merck commented in announcing the partnership.

On both the debt and equity sides, Merck favors reliably income-producing assets in strong markets. MetLife originated a \$450 million mortgage to Related Cos. and Area Property Partners for the Shops at Columbus Circle, the 364,000-square-foot retail and restaurant component of Time Warner Center in Manhattan.

MetLife's 2013 equity acquisitions exceeded \$1 billion at most recent report. In June, MetLife and Thayer Lodging Group bought the Ritz Carlton San Francisco, which served as MetLife's West Coast headquarters

from 1909 to 1973. The firm also acquired a stake in Vitruvian Park, a \$290 million mixed-use project under development in Addison, Texas.

Service Executive of the Year

Barry Gosin, CEO, Newmark Grubb Knight Frank

Overseeing 320 offices worldwide, Barry Gosin is expanding Newmark Grubb Knight Frank's horizons at home and abroad. Latin America has been a favorite hunting ground of late. In March, the company partnered with Alles Group Mexico City, one of Mexico's largest real estate service firms, which now operates as **Newmark Grubb Mexico City**. "Mexico City is increasingly in demand by property investors and corporate users of real estate, and it is a key international city that has been underserved with respect to the office and retail sectors," Gosin explained at the time.



In another March milestone, NGKF recruited Salt Lake City-based NAI West, formerly an affiliate of NAI Global. The move gives NGKF a firm with four offices, 100 brokers and a 15-year track record to serve the dynamic Utah market. Wilson Kibler came on board in May, adding four offices in South Carolina, about the same time as Jacksonville, Fla.-based Phoenix Realty Group joined the fold. Other new offices were added in Arkansas, North Dakota, Oklahoma and Wisconsin, while NGKF's parent company, BGC Partners Inc., acquired affiliate firms in Philadelphia and Denver.

Gosin, along with colleagues Brian Waterman and Romel Canete, received the 2013 "Most Ingenious Deal of the Year" award from the Real Estate Board of New York for representing Morgan Stanley in the investment bank's 1.2 million-square-foot expansion and renewal at One New York Plaza in downtown Manhattan.

Sustainability Executive of the Year

Jonathan Rose, CEO, The Jonathan Rose Cos.

"Climate change is going to bring more uncertainty into the human world," Jonathan Rose told an audience at Harvard University in May, according to the *Harvard Gazette*. Rose, who launched his company 24 years ago, is responding to that uncertainty through a series of innovative green projects. Last year, he completed Via Verde, a 228-unit multi-family development in the Melrose section of the Bronx, N.Y. Developed in association with Phipps Houses, its non-profit development partner, Via Verde offers 151 units of workforce housing and 71 units geared to middle-class residents. Such features as green rooftops and pho-