



Peter A. Cohen

Director, Government Services/
Non-Profit Group

NAI James E. Hanson

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Career Summary

Peter A. Cohen has been actively involved in municipal, county and state government and operations for more than 20 years. As the Executive Director of the North Hudson Council of Mayors, Peter was responsible for the operations of multiple government facilities providing Senior Citizen services as well as community health programs. As Chief of Staff to a former County Executive, Peter played a major role in the management of 3,500 employees, multiple government facilities and a budget of over \$325,000,000. At the state level Peter was assigned to various divisions in the Department of Community Affairs and the Department of Environmental Protection and Energy as a troubleshooter for the two commissioners. As the Director of Community Development for the City of Hoboken, Peter was lead negotiator for New Jersey's first public and private partnership with the City of Hoboken and United Water Resources, creating a joint public and private water services company.

Peter is the Team Leader handling the NAI James E. Hanson government services unit. In this position, Peter has been responsible for the coordination and implementation of the Jersey City, New Jersey account. He supervised the team (consisting of three other associates) in preparing a two-phase real estate consolidation plan for the City's governmental divisions, departments and agencies from 2004 to 2007.

Phase One includes space planning, relocation of communication systems, negotiations with landlords and outside service providers for all leases and contracts. In Phase Two, the team is searching for potential locations for new government offices to be constructed, long-term planning for consolidation of all government services located in leased spaces into City owned property is the goal. The Hanson team is also working with the City's Public Safety Departments in upgrading and, in some cases, relocating various Public Safety facilities to new buildings and/or new locations.

Peter is a member of the City of Jersey City Arbitration Team working as the real estate consultant in the relocation of several municipal agencies and departments pending a court mandated contaminated soils clean up by a national corporation as the responsible party.

Education

- Saint Peter's College, BS Marketing/Management
- Saint Peter's Order of the Cross, Academic Honors, Keys

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Professional Affiliations and Designations

NASDQ Series 7
NASDQ Series 63
Hudson County Board of Realtors
NJAR - New Jersey Association of Realtors
Hudson County Chamber of Commerce
ICSC - International Council of Shopping Centers
Licensed in New Jersey and New York
Notary Public of the State of New Jersey
2009 CoStar Top Retail Leasing Broker

Significant Transactions

Sold

- 105,000 SF Staten Island, NY
- 105,000 SF Devon Self Storage, Hillside, NJ
- 60,000 SF office building, Hackensack, NJ
- 22,000 SF IDT Headquarters, Hackensack, NJ
- 20,500 SF 315 State Street, Hackensack, NJ
- 10,450 SF 325 Broadway, Bayonne, NJ
- 8,000 SF Church of the Latter Day Saints
- 7,500 SF retail location Kennedy Boulevard, Jersey City, NJ
- 1.65 acres Girls & Boys Town, USA, Staten Island, NY

Leased

- 50,000 SF Gotham City Online, Secaucus, NJ
- 32,202 SF 10 year term located at 1 Journal Square Plaza Jersey City, NJ
- Lease negotiations with the Army Core of Engineers, Director of Real Estate for the Tri State Region. Short term lease negotiated for the space used to operate the Jersey City Police Academy located in the Caven Point National Guard Army Reserve facilities in Jersey City, NJ