



# EXCHANGES

*A quarterly publication of The Real Estate Exchange*

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### Plus

2007 Sponsors  
Calendar of Events



Member Organization of the Commercial Real Estate Women Network

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## Real Estate's International Reach

### International Real Estate and its Impact on Connecticut

Corenet Global and The Real Estate Exchange Presented a Public Forum in May entitled "International Real Estate and Its Impact on Connecticut, Think Globally, Act Globally." A panel of economists and real estate practitioners discussed Connecticut's global competitive position.

Highlights included the results of the recent CBIA study of Connecticut and international business, how corpora-

tions outsource internationally, the challenges of managing a global real estate portfolio, and global trends in real estate and business. Connecticut's competitive strengths and weaknesses in attractive and retaining international business were examined.

Stephen Coelen, Professor in Residence in Economics, University of Connecticut, detailed the strength of Connecticut's export business. He reported that in some industries the State has production equal to that of high performing countries.

Peter M. Gioia, Vice President and Economist of Connecticut Business and Industry Association, discussed Connecticut's strengths and challenges as an international competitor. Pewter Holland, COO and CFO, CoreNet Global, Ronald T. Patterson, managing Director Bartram & Cochran and Ron Zappile, President, United Technologies Realty, discussed managing a global real estate portfolio from the user's perspective and the need for diplomacy when creating new teams to undertake international real estate responsibilities.

### Real Estate Exchange Family Event

#### New Britain Rock Cats Baseball

Thursday  
July 19, 2007

Fun to be had by all!

Gates open at 5:35  
Game starts at 7:05 p.m.

Adults \$10; Children \$5.

To reserve your seat, contact:  
Jennifer Haddad at 860.493.2200  
jhaddad@cb-shea.com  
or  
Celia Dondes: cdondes@grneam.com



# President's Column



**Jennifer W. Haddad, President**

## 2007 Executive Committee

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**Jennifer Haddad**  
Cohn, Birnbaum & Shea PC

### President-Elect/VP

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**Sara Taylor**  
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## CREW Network Delegates

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### Program

**Monika Ficek, IIDA**  
Perkins + Will

### Alyson Ideman

CB Richard Ellis

### Professional Development

**Jessa Kurzman**  
CB Richard Ellis

### Membership

**Robert F. MacDuff**  
Triton Environmental Inc.

### Public Relations

**Arnold Grant, MAI**  
Arnold J. Grant Associates, Inc.

### Blue Ribbon

**Stevanie Demko**  
Perkins + Will

## SEIZE THE DAY

Recently, the two year old brother of my son's kindergarten classmate died suddenly. It was a horrible tragedy, and it shook all of us in our tight knit elementary school community. If anything good can come from such a tragedy, it is the impulse it provokes in each of us to take stock of our lives and focus on what is important to us.

As we enter the summer months, work tends to slow down and people go on vacation, so it is a good time to take a step back and focus on who or what is important in our lives and work on prioritizing those people and things. Here are some suggestions (and some things I will be focusing on in my life in the coming months):

- ◆ Family—spend more quality time with your loved ones.
- ◆ Work—make time to focus on that aspect of your work that you have been meaning to refine or hone and rediscover what it is that fuels you professionally.
- ◆ Volunteering—donate your time to helping others that you don't even know (serve at a soup kitchen, build something with Habitat for Humanity, visit the elderly at an assisted living facility—there are so many opportunities out there of which you could take advantage).

- ◆ Networking—work on broadening your professional contacts and getting together with the ones you already have (golfing, lunches, etc.—check out the upcoming REX social events for even more opportunities!).
- ◆ Friendships—reconnect with those people you keep saying you are going to get in touch with but never seem to find the time to.

We have all heard the phrase “seize the day”, but often we let the days and weeks pass by without taking advantage of the opportunities that each day affords us. Though completing the tasks in the list above (or the list you formulate yourself) may seem like an arduous journey, it makes sense to get started now - even the longest journey begins with only a few small steps. We would all be better served if we make an effort to work on those things that enrich our lives. Let this be a reminder—seize the day!

## Applauding our Blue Ribbon Winners

The Real Estate Exchange, along with our generous sponsors CERC and Griffin Land, applauds the Blue Ribbon award winners.

A summary of the winning projects is included on Page 5. Additional details are available on our website at:

[www.rexchange.org/NEWSLETTER/BlueRibbon07.pdf](http://www.rexchange.org/NEWSLETTER/BlueRibbon07.pdf)



# Accolades and Accomplishments

## THE REAL ESTATE EXCHANGE 2007 SPONSORS

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Robinson & Cole, LLP  
Tecton Architects, PC  
Thelen Reid Brown Raysman & Steiner LLP  
Triton Environmental, Inc.  
Turner Construction Company

### Thank You to Our Members

Congratulations to **Stevanie Demko** and the Blue Ribbon Committee, and to **Monika Ficek, Alysson Ide-man** and the **Program Committee** for pulling off another wonderful Developers Showcase and the Connecticut Real Estate Awards Ceremony at the Connecticut Convention Center—this year featuring a professional master of ceremonies, Diane Smith of WTIC 1080 Newstalk Radio.

Working hard on the heels of the Developers Showcase, the Program Committee also put together the May Public Forum focusing on international business. Job well done!

**Colin Hill, Jessa Kurzman** and the Professional Development Committee's presentation and tour of a LEED building in Wallingford provided a timely topic and had a wonderful turn-out.

Finally, kudos to **Rob MacDuff** and the Membership Committee (and host **Diana MacPherson** at **Robinson & Cole**) for holding a prospective member reception in May. The food and drinks were delicious and prospective members got to mingle with the Executive Committee and other members of the Exchange and gain information about the organization—making our targeted membership drive an even bigger success. Thanks also to all of the members who responded to our call for a list of interested membership candidates. We've gained 7 new members already this year!

### Congratulations Monika

We are happy to announce that Monika Avery, formerly Monika Ficek, married Jason March Avery on May 25, 2007. Monika is an Interior Designer with Perkins+Will and a member of the Real Estate Exchange serving as the Program Committee Co-Chair. Jason is an Account Representative with OFI Contract Interiors.

### Beth is Moving Up

**Beth Judd** has been promoted to President of Konover Commercial Corporation, a Simon Konover Company. Beth, a past president of The Real Estate Exchange, oversees a portfolio of over 1.8 million square feet of commercial real estate. Beth was previously Vice President of Konover's commercial division.

### Susan has Moved On

After 15 years at Pepe & Hazard, **Susan Orr** moved on to a new and exciting opportunity as senior vice president and counsel at CBRE Realty Finance. Her new contact information is:

Susan Orr  
CBRE Realty Finance  
185 Asylum Street  
CityPlace I  
Hartford, CT 06103  
Tel. (860) 275-6862  
Fax (860) 275-6225  
Email:  
susan.orr@cbrerealtyfinance.com



# Exchange Happenings

The Real Estate Exchange Events are Stepping Up

## Looking Ahead

### Real Estate Exchange Calendar of Events



**July 19**  
**New Britain Rock Cats**  
**Family Night**



**Aug. 7**  
**Member Social**  
**CREW Convention Kick-off**



**Sept. 19**  
**Public Forum**  
**The Hartford Club**  
**State of the State**



**Oct. 24**  
**20th Anniversary**



**For more information,  
and to register:  
visit our website  
[www.rexchange.org](http://www.rexchange.org)**

#### Let's Go Out to the Ball Park

New event this July—bring your family to a picnic and stay for a game at the New Britain Rock Cats. Fun to be had by all! Game day is Thursday July 19, 2007. Gates open at 5:35; game starts at 7:05 p.m. Adults \$10; Children \$5. Contact Jennifer Haddad 860.493.2200 or [jhaddad@cb-shea.com](mailto:jhaddad@cb-shea.com) for details.

#### CREW 2007 Convention Kick-off

We will kick-off the 2007 CREW Convention season with a Social to be held on August 7, 2007. Come talk with members who have been to past national conventions and find out why it is considered a premier

#### Recapping the Campus at Greenhill Construction Tour

On May 24, 2007 the Professional Development Committee presented a members only tour of the Campus at Greenhill, a 305,000 s.f. LEED certified office/operations green campus building presently under construction at Route 68, Wallingford, CT.

Representatives of Workstage, the developer, explained the special features which are designed to create a user friendly, environmentally respectful and cost efficient facility. Among the property highlights are: expansive windows with abundant natural light; under floor power, voice and data distribution; under floor air distribution, which permits delivery of fresh air at higher tem-

peratures. The plumbing systems include water saving fixtures. The developer predicts energy savings of 20% compared with typical Class A office buildings.

#### State of the State 2007

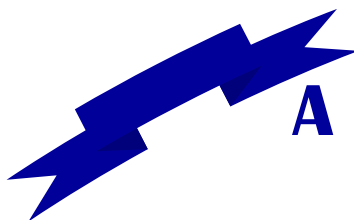
The State of the State Public Forum is scheduled for September 19, 2007 from 5 p.m. to 7 p.m. at the Hartford Club. Mark your calendars now for this timely event.

#### 20th Anniversary Celebration

The Real Estate Exchange's 20th Anniversary Celebration will be held October 24, 2007 at Gerson Fox Room, 950 Main Street, Hartford, Connecticut.

Originally designed as the home of Mortgage Lenders Network the property is now offered for lease through Jon Putnam and Bob Motley of Cushman & Wakefield. See [www.campusatgreenhill.com](http://www.campusatgreenhill.com) for additional details.

Members only programs are one of the benefits associated with membership in the Real Estate Exchange. About 22 members attended this event.



# A Blue Ribbon Wrap Up

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Colliers Dow & Condon, Inc.  
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Investment Corporation  
Cushman & Wakefield of CT, Inc.  
GZA GeoEnvironmental, Inc.  
Hart Realty Advisers, Inc.  
JCJ Architecture, Inc.  
Konover Properties Corporation  
LandAmerica Commercial Services/  
Lawyers Title/Commonwealth Title  
Levy & Droney, P.C.  
LFR, Inc.  
New Boston Fund, Inc.  
Northland Investment Corporation  
PAC Group, LLC  
Robinson & Cole, LLP  
Tecton Architects, PC  
Thelen Reid Brown Raysman  
& Steiner LLP  
Triton Environmental, Inc.  
Turner Construction Company

The Real Estate Exchange joins our generous sponsors CERC and Griffin Land, and applauds the award winners.

### Grand Prize Award

**Hartford 21, Hartford** was a keystone to the State of Connecticut's "Six Pillars of Progress" for the revitalization of Downtown Hartford. The project forms its own 24-hour neighborhood including a 36-story, luxury apartment tower, a clubhouse, street level retail, a YMCA health and wellness facility, a grocery store, office space and parking garages. The project has completely transformed the look and feel of downtown Hartford along Trumbull Street to a fun, sleek, and inviting cityscape.

### Blue Ribbon Award

**Temple Street – The Lofts, Townhouses & Garage, Hartford** – is another of the Six Pillars of Hartford's economic redevelopment. Temple Street is a mixed-use development consisting of 78 luxury apartments located in the meticulously restored former Sage Allen Department Store augmented by 42 townhouses and a parking garage, together with a community center and retail space. In addition to new downtown residences, the project included preservation of the original 1898 section of the Sage Allen Department store and the reopening of Temple Street creating new retail sites and improved traffic flow.

### Cultural Gem Award

**New Britain Museum of American Art, New Britain** is scaled for its historic residential setting, and provides new exhibition galleries, a new auditorium for lectures and film, and collections study and storage areas. The expansion celebrates the adjoining Walnut Hill Park through the use of courtyard terraces and expansive walls of glass.

### Historic Preservation Award

**St. Peter's Parish Hall at Betsy Ross Arts Magnet School, New Haven** is an architectural landmark. The exterior combines elements of the Shingle and Carpenter Gothic styles, and is reminiscent of the Arts and Crafts style chapels found in seaside and summer camps.

The resulting renovation has converted the hall from a once derelict structure into a gleaming Board of Education-owned performance hall that is an architectural gem and a community treasure.

### Community Spirit Award

**Quinebaug Valley Community College, Danielson** features an addition and renovation of a community college building. In 2002, state funds were made available for a new 30,000 s.f. addition and partial renovation of the existing building. Generous individuals and community organization contributed to the success of the expansion.

### Land Revitalization

**Occum Park, Norwich** was once home to a textile manufacturing facility on the Shetucket River. A fire destroyed the mill complex many years ago. The City of Norwich took title to the property and with grants from CT Department of Economic and Community Development and from CTDEP undertook site remediation and park development. The extensive cleanup included placing an engineered "cap" over acres of contaminated soil, topped with fresh clean dirt to create the playgrounds. Today Occum Park is a five acre park with a playscape, playing fields, basketball court, walking trails, and river access.

### Neighborhood Revitalization Award

**Quinnipiac Terrace, New Haven** transformed a severely depressed public housing project into a vibrant new mixed-income village-style residential community. Phase I, completed in June, 2006, contains 81 new units of housing with a mix of market and Section 8 rental housing. Phase II will include an additional 79 units, a community center, new open space, as well as improvements to Dover Beach Park. The development reconnects the area to the Fair Haven neighborhood and creates an exciting new riverfront community.

### Honorable Mentions

**Brick Hollow Homes and Dutch Point Hope VI Revitalization**, both in Hartford, transformed blighted properties into welcoming, family friendly neighborhoods that provide rental and home ownership opportunity to mixed-income residents.