



# EXCHANGES

*A quarterly publication of The Real Estate Exchange*

## In This Issue:

! ..

### Feature Articles

Call for Entries Page 1

CREW Eastern Regional Conference Page 3

! ..

### Quarterly Columns

President's Message Page 2

Committee News Page 4

..

### Plus

2006 Sponsors  
Calendar of Events



Member Organization of the Commercial Real Estate Women Network

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

**Production:** Elaine Richardson  
Building Markets, LLC

**Email news to:** arnold@arnoldgrant.com



## CALL FOR ENTRIES!

### THE REAL ESTATE EXCHANGE BLUE RIBBON COMMITTEE IS SOLICITING NOMINATIONS

**DEADLINE FOR ENTRIES: JANUARY 31, 2006**

The Real Estate Exchange, through its Blue Ribbon Awards, is pleased to recognize the significant contributions of the development community to the commercial real estate industry in Connecticut.

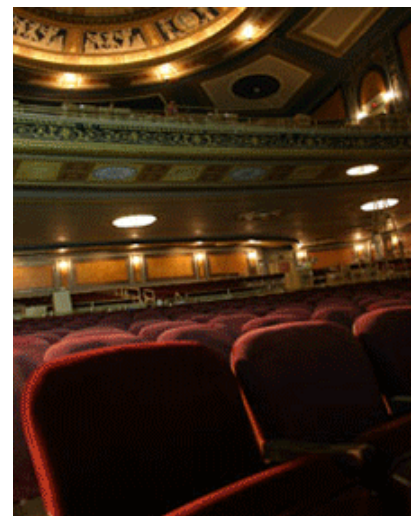
Development projects and redevelopment projects which have been completed in the period between January 1, 2005 and December 31, 2005 are eligible for the Annual Connecticut Real Estate Awards.

The Blue Ribbon Committee will review all nominations submitted and select as award winners those projects, large or small, that have had the greatest positive impact on the State of Connecticut or their region of the State, and have overcome significant economic, geographic, bureaucratic or environmental obstacles. Outstanding achievement awards will be given for the calendar year 2005 and the committee reserves the right to recognize projects selected for other awards.

If you have been involved with, or know of a commercial project that was completed during the past 12 months, consider nominating that project. Application materials are presented at [www.rexchange.org](http://www.rexchange.org).

The awards presentation will be held on **March 29, 2006** at the Connecticut Convention Center, Hartford, Connecticut. An added attraction to this event is the Developers Showcase 2006 featuring current and future Connecticut real estate projects.

For more information about the Developers Showcase, please contact **Cynthia Abraham** at (860) 229-0361 or via e-mail at [cabraham@kba-architects.com](mailto:cabraham@kba-architects.com) or **Monika Ficek** at 860.657.2500 or via e-mail at [Monika.Ficek@perkinswill.com](mailto:Monika.Ficek@perkinswill.com).



Last year, the Grand Prize Award honored The Palace Theater and Performing Arts Magnet School, Waterbury, CT



# President's Column



**Alisha Verdone,  
President**

## 2006 Executive Committee

### President

**R. Alisha Verdone, Esq.**  
Updike, Kelly & Spellacy, P.C.

~

### President-Elect/VP

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

~

### Immediate Past President

**Jeanneen Griffin**  
GE Real Estate - Partners Group

~

### Treasurer

**Shirley Von Dassel**  
NewAlliance Bank

~

### CREW Network Delegates

**Susan M. Orr, JD**  
Pepe & Hazard, LLP

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

~

### Committee Chairs

~

### Program

**Monika Ficek**  
Perkins + Will

### Professional Development

**Melissa Pasquale**  
CERC Site Finder

### Membership

**Celia Dondes**  
General RE - New England Asset Mgmt.

### Public Relations

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

### Blue Ribbon

**Bert Kaplowitz, RPA**  
Northland Investment Corporation

I look forward to serving as President and I anticipate a year filled with incredible networking and interesting programs. I hope to continue the great work of previous presidents.

The Exchange started with a core group of hardworking members who did everything and has evolved to an organization that has administrative support, our own website ([www.rexchange.org](http://www.rexchange.org)) and an electronic newsletter. We are fortunate to have an active membership, the continued support of our founding members and the dedication of our past presidents. There are many incredible opportunities to get involved with in the Exchange both locally and nationally, from being active on a committee to volunteering to work on a special project. I ask each of you to continue to support our organization with your time as well as your ideas. If you would like to become more involved with the Exchange or if you would prefer a chance in committee, please contact me or any one of the other members of the Executive Committee.

As you know, the Exchange remains one of the most cost efficient professional memberships in the area. We strive to keep the cost of our programs at reasonable levels so our members can attend as many meetings as possible. This wouldn't be possible without the generous

support of our sponsors. So, please remember to thank our sponsors.

My goal is to make the Exchange membership more meaningful for current and new members. We want to be the organization of choice with so many organizations and options available. The benefits of the Exchange include multiple networking opportunities for those seeking business development or employment, professional development for those seeking expertise or training, to name a few.

This year we will have the opportunity to participate in the Eastern Regional Meeting which will be held in Boston on May 11th-13th. I encourage each of you to take advantage of this opportunity by attending this event.

This is an ambitious goal, but with the support of the 2006 Executive Committee, the continued involvement of committee members and the help of the past president's council and our sponsors - we will achieve them.

I wish you and your families a happy and healthy New Year!

Please feel free to contact me at [averdone@uks.com](mailto:averdone@uks.com) or (860) 548-2626.



# In The News

## 2006 Friends of The Real Estate Exchange

### Penthouse

Blum, Shapiro & Co., P.C.

### Executive

Kostin, Ruffkess & Company, LLC  
Northland Investment Corporation  
Pepe & Hazard, LLP  
Udipe, Kelly & Spellacy, P.C.

### Boardroom

CATIC  
CB Richard Ellis  
Colliers, Dow & Condon  
Connecticut Community Investment Corporation  
Connecticut General Life Insurance Company  
First American Title Insurance Company  
Hart Realty Advisors, Inc.  
Jeter, Cook & Jepson Architects, Inc.  
LFR Levin Fricke  
PAC Group LLC  
Sentry Commercial Real Estate  
Stop & Shop Supermarket Company  
The S/L/A/M Collaborative  
Vanasse Hangen Brustlin, Inc.  
Vollmer Associates LLP

CREW



## CREW Eastern Regional Conference to be held in Boston

Susan Orr, National Network Delegate

**NETWORK SAVE THE DATE!!**

Over the last few years, a number of CREW chapters have participated in regional conferences, bringing together several chapters within geographical proximity to one another for educational, inspirational and networking activities and programs.

In 2006, it's our turn! The Real Estate Exchange will be joining with chapters along the eastern seaboard from D.C. to Boston for the first CREW Eastern Regional

Conference on **May 11, 12 and 13** of this year.

This event will be held in Boston, beginning with an opening reception on Thursday evening, exceptional programming throughout the day on Friday (including CREW's famous Dine Arounds on Friday night!), and some optional recreational activities for those who want to stay until Saturday.

Please mark your calendars and plan to attend this first-ever event for our chapter!

## Thank you to our 2006 Sponsors

You still have an opportunity to be listed among this elite group

The Real Estate Exchange sponsorship drive is well underway and we are at 70% of our goal! The cutoff date to make sure you are included in all Real Estate Exchange programs and materials as a sponsor has been extended to February 15, 2006. Please contact our Sponsorship Chair, Jeannee Griffin at [jeannee.griffin@ge.com](mailto:jeannee.griffin@ge.com) to learn about benefits of sponsoring The Real Estate Exchange for 2006.

Thanks to the companies listed on this page who have signed on thus far as Real Estate Exchange 2006 Sponsors.



**Be sure to keep your contact information up to date.**

Is your membership information up to date?

Be sure to notify The Real Estate Exchange about any changes to your contact information. We will include it in our Members in Motion column. Email Celia Dondes, [cdondes@greameam.com](mailto:cdondes@greameam.com) with your updated information.

You can update your CREW Network information on-line by visiting [www.crewnetwork.org](http://www.crewnetwork.org) and entering the members only section.



# Committee News

## Looking Ahead

### Real Estate Exchange Calendar of Events

..

**Feb. 2-3**  
**CREW Network Winter  
Meeting, Austin, TX**

..

**Feb. 22**  
**Professional Development  
Tour of Hartford 21**  
**5:30 pm**

.. !

**March 29th**  
**Developers Showcase**  
**Blue Ribbon Awards**  
**5:00 pm**  
**CT Convention Center**

..

**May 11-13**  
**CREW Eastern Regional  
Meeting, Boston, MA**

..

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

Much of the work of the Real Estate Exchange is accomplished by its standing committees and good friendships are formed through committee participation. Members are encouraged to select a new committee assignment to refresh their professional networks. Here are capsule reviews of select committees.

### Blue Ribbon:

The Blue Ribbon Committee solicits nominations for and selects the winners of the Annual Connecticut Real Estate Awards, which are presented by The Real Estate Exchange at the Annual Developers Showcase, typically held in March. These awards are offered to those developments that, in the sole opinion of the committee and according to criteria established by them, have had the greatest positive impact on the State of Connecticut, the region, or the town, while overcoming significant obstacles.

Selection to the Blue Ribbon Committee is based on members' level of involvement with The Real Estate Exchange. Participation in the Blue Ribbon Commission keeps you up to date on the most significant commercial and institutional development projects in Connecticut. It also gives you an inside seat at one of the best networking opportunities in the industry - the Developers Showcase.

### Membership Committee:

The Membership Committee maintains the overall responsibility for the recruitment, evaluation and admission recommendations of prospective new members, maintenance

of membership records, and publication of the Membership Directory. The committee works closely with CREW NETWORK on membership matters, and advises the Executive Committee regarding process and policies for admission. Our individual members are the greatest treasure of the Real Estate Exchange and the Membership Committee attracts and retains the most talented professionals in Connecticut. Outgoing and well organized individuals are invited to volunteer on this committee. Contact Celia Dondes [cdondes@greameam.com](mailto:cdondes@greameam.com) or Robert MacDuff [rmacduff@tritonenvironmental.com](mailto:rmacduff@tritonenvironmental.com).

### Program Committee:

The Program Committee organizes high quality panel-discussion programs which deal with issues and trends of importance in the industry on either a regional or national scale. Speakers are knowledgeable and well respected within their given disciplines. Events are designed to inform the public and stimulate discussion.

The program calendar includes three public forums plus the

**Continued on Page 5**



## Committee News, continued

### 2006 Friends of The Real Estate Exchange

#### Penthouse

Blum, Shapiro & Co., P.C.

#### Executive

Kostin, Ruffkess & Company, LLC  
Northland Investment Corporation  
Pepe & Hazard, LLP  
Udipe, Kelly & Spellacy, P.C.

#### Boardroom

CATIC  
CB Richard Ellis  
Colliers, Dow & Condon  
Connecticut Community Investment Corporation  
Connecticut General Life Insurance Company  
First American Title Insurance Company  
Hart Realty Advisors, Inc.  
Jeter, Cook & Jepson Architects, Inc.  
LFR Levin Fricke  
PAC Group LLC  
Sentry Commercial Real Estate  
Stop & Shop Supermarket Company  
The S/L/A/M Collaborative  
Vanasse Hangen Brustlin, Inc.  
Vollmer Associates LLP

Developers Showcase/Blue Ribbon Awards. All members who have chosen the opportunity to participate on the Program Committee are encouraged to attend the next Committee meeting on January 18th. For details on time and location please contact Program Committee Chair: Monika Ficek [monika.ficek@perkinswill.com](mailto:monika.ficek@perkinswill.com).

#### Professional Development Committee:

The Professional Development Committee designs and hosts educational presentations to promote the professional growth of Real Estate Exchange members. These events allow commercial real estate professionals to network and cross-learn aspects of trade that fall outside of their formal training through lectures or seminars led by their peers and industry experts. Being involved with The Real Estate Exchange allows us to share our expertise while discovering the specialties offered by our colleagues. This year the Professional Development committee is planning four fun and educational sessions. The first, planned for February 22nd, will include a tour of the new tower at Hartford 21 in downtown Hartford. Invitations will be issued by email. Members are welcome and encouraged to bring guests to these events. To cover the costs of refreshments, the fee for a Real Estate Exchange member will be \$10 and \$15 for a guest.

Our first committee meeting will be held in February. Please watch your email for date and time. We hope you will join us with your ideas for speakers!

Committee Co-Chairs are Melissa Pasquale ([mpasquale@cerc.com](mailto:mpasquale@cerc.com)) and Jessa Kurzman ([jessa.kurzman@cbre-ne.com](mailto:jessa.kurzman@cbre-ne.com)).

#### Public Relations:

Telling the world about our organization, members and public events is the responsibility of the Public Relations Committee. Newsletters, press releases, and paid advertising are created, often at the last possible moment!

Individuals with a talent for writing, photography, or graphics and a burning desire to communicate are invited to contact Arnold Grant at [arnold@arnoldgrant.com](mailto:arnold@arnoldgrant.com).

#### Tiger Teams and Special Projects:

Sometimes successful accomplishment is the result of individual effort. Special projects to be undertaken this year include: the Archiving Project, the Strategic Plan, and an update of Bylaws and Procedures.

If these topics speak to you, speak to Alisha Verdone. Her email is [averdone@uks.com](mailto:averdone@uks.com).