



REACHING OVER 600 REFA MEMBERS

The *Update* is a REFA membership service intended to provide you with timely information about our organization. We welcome your suggestions and encourage you to forward any information that you would like included in a future *Update*. The Real Estate Finance Association is committed to being THE information resource for the real estate finance community in Connecticut and Westchester County.

As we enter the 2nd Quarter of 2009, we all continue to hold our breath and hope that the economy will begin its upward crawl. The news seems a bit better, but with continual job losses it's hard to believe the 'good news' we hear is actually taking place. During this time, more than ever, REFA is the association to belong to, with its many educational programs, networking events, and social happenings. Thanks to those who have renewed their dues for 2009 and to the 2009 Sponsors:

REFA FOUNDING

Allianz of America, Inc.
Bingham McCutchen LLP
Chicago Title Insurance Company
CIGNA Realty Investors
Day Pitney LLP
First American Title Insurance Company
Hart Realty Advisers, Inc.
People's United Bank
Pepe & Hazard LLP

REFA-WIDE

AvalonBay Communities, Inc.
Bank of America
CB Richard Ellis
Construction Insight, Inc.
Fidelity National Title Insurance Company
First American Title Insurance Company of N.Y.
First Service Williams
Fuss & O'Neill
The HB Nitkin Group
Jones Lang LaSalle
Murtha Cullina LLP
NewAlliance Bank
Pullman & Comley, LLC
Robinson & Cole LLP
Shipman & Goodwin, LLP
TD Bank, N.A.
Webster Bank, N.A.

Fairfield/Westchester Chapter

Abbey Road Advisors LLC
Albert D. Phelps, Inc. – Merritt 7 Corporate Park
AMA Financial LLC
The Ashforth Company
Benchmark Title Agency, LLC
Building and Land Technology
Cacace Tusch & Santagata
Celestial Capital Group, LLC
Citi Private Bank
Cohen and Wolf, P.C.
Collins Enterprises, LLC
Cuddy & Feder LLP
Davis Marcus Partners
Mayo Crowe LLC
McCarthy Fingar LLP
M&T Bank
Mountain Development Corp.
NorthMarq Capital, Inc.
Patriot National Bank
Phoenix Realty Group
Poko Partners LLC
Reckson, a Division of SL Green
RiverOak Investment Corp., LLC
RMS Construction, LLC
Sandak Hennessey & Greco, LLP
Seaboard Property Management, Inc.
Silo Financial Corp.
Spinnaker Real Estate Partners LLC
Trammell Crow Residential LP
Urstadt Biddle Properties Inc.
W&M Properties

Hartford Chapter

Blum Shapiro
Brown Rudnick LLP
Colliers Dow & Condon, Inc.
Cornerstone Real Estate Advisers, LLC
The Simon Konover Company
Kostin, Ruffkess, & Co., LLC
MetroHartford Alliance
New Boston Fund
RBS Citizens, N.A.
Sentry Commercial Real Estate Services, Inc.
UBS Realty Investors LLC

UPCOMING EVENTS

Fairfield/Westchester Chapter

May 28th
“Jus’ Keeps Growing-Healthcare”
Stamford Marriott
Luncheon Program
11:45am-1:30pm

Hartford Chapter

May 21st
“An Evening with David Gergen”
The Hartford Hilton
6:00pm-9:30pm

June 8th
“REFA-Connecticut Golf Outing”
Race Brook Country Club
Orange, CT

September 17th
“REFA-CT Gala”
Great River Golf Club
Milford, CT

**MARK YOUR CALENDAR NOW FOR THESE
GREAT EVENTS AND WATCH YOUR MAIL
FOR MORE INFORMATION.**

Hartford Chapter Member Transactions

Steven Inglese, The New Haven Group, Inc.

◆ Represented both parties in the sale of 45-55 Church Street in New Haven. The 130,000 square foot office complex was sold for \$8 million by ECP Church, LLC to Rose Smart Growth Investment Fund I, LP and Hurley 45-55 Church Street, LLC, an affiliate of The Hurley Group. The property consists of an eight-story office tower with 105,522 rentable square feet at 55 Church Street, 24,126 rentable square feet at 45 Church Street, and an adjoining 76-space parking lot.

◆ Represented The Nature Conservancy in the leasing of 11,720 square feet at 55 Church Street, New Haven.

Matt Halprin, New England Retail Properties, Inc.

◆ Represented Goff Brook Real Estate, LLC, the buyer of Goff Brook Shoppes in Wethersfield, CT. The 71,493 square foot shopping center sold for \$6.8 million.

Dana Brome, Holliday Fenoglio Fowler and Gerry Yates, formerly of Holliday Fenoglio Fowler, L.P.

◆ Secured a \$35 million refinancing for One Financial Plaza, a 621,305 square foot office building in Hartford, CT. They worked on behalf of the borrower, Talcott Realty Investors, LLC, in arranging the three-year, adjustable-rate loan through People's United Bank.

Michael Riccio and Christine Kubas, CBRE/Melody

◆ Secured permanent financing of \$34.2 million for a four property portfolio in Greater Hartford, on behalf of the Kamson Corp. The properties include Colonial Village, Glastonbury Centre, Loomis Manor, Brooksyde Apartments, and Ribbon Mill. The property consists of 436 units.

Member Notes

◆ Simon Konover and the family board of directors of **Konover Properties Corporation** has changed the company name to **The Simon Konover Company**.

◆ **CBRE Realty Finance, Inc.** has changed its name to **Realty Finance Corporation**. They are still located at 185 Asylum Street, Hartford.

◆ **Gerry Yates** has joined Servus Management Corporation as senior vice president. He has worked in the commercial banking and mortgage market for more than 15 years. He will be responsible for business development and market expansion in Connecticut, the Boston area and Northern Virginia. Gerry previously worked at Holliday Fenoglio Fowler, where he served as managing director of their Hartford office.

F/W Chapter Member Transactions

Jeff Newman, W&M Properties, and Tom Pajolek, CB Richard Ellis

◆ Represented the tenant, CIT Group Inc., in the expansion of its lease at Merritt View in Norwalk, CT. Their total occupancy is now 17,276 square feet.

Al Epstein and Christine Rinity, Holliday Fenoglio and Fowler

◆ Arranged \$33.2 million in first mortgage acquisition financing on behalf of Seaboard Properties for its purchase of Newbury Common Apartments in Stamford, CT. Newbury Common Apartments is located at 1450 Washington Blvd. There are two towers with 261 units and 9,000 square feet of commercial space, plus a 295-space underground parking garage.

Thomas Hamm, Sperry Van Ness

◆ Represented the buyers, BRE/Prime Holdings LLC and the sellers, WIH Hotels LLC, in the sale of the leasehold interest in the 108-room Wellesley Inn in Whippany, N.J.

Member Notes

◆ **Merritt 7 Corporate Park** was named Green Building of the Year by NAIOP. It won the award for its achievements in becoming a leader in Green Building advancement.

◆ **Robert Hartt** can now be reached at Building and Land Technology, 901 Main Avenue, Suite 600, Norwalk, CT.

◆ **Al Epstein** can now be reached at HHF, c/o Al Epstein, 8 Marvin Street, Norwalk, CT.

◆ **Andrew Glickson** can now be reached at Pullman & Comley, LLC at Four Stamford Plaza, 107 Elm Street, 4th Floor, Stamford, CT 06902-3834; 203-674-7935.

Fairfield/Westchester Chapter's Mike Lipsey April 7th Breakfast



On April 7th, the Fairfield/Westchester Chapter of REFA hosted Mike Lipsey of the Lipsey Company. Mike is a national speaker and provides a wide range of leadership, advisory and training services to experienced professionals in the commercial real estate industry. His program was tailored specifically for REFA's members. His "Presentations that Win" program was a huge success as the members fine-tuned their presentation skills and learned some new tactics in presenting to prospective clients.

Hartford Chapter's March 31st Breakfast Program with Tom Gugliotti, Esq.



On March 31st, the Hartford Chapter of REFA hosted Tom Gugliotti at their breakfast program, "So You Think You Have a Lease." Tom is a principal in the law firm of Updike, Kelly & Spellacy, P.C., where he heads the firm's bankruptcy practice. He has been practicing in the bankruptcy and creditor's rights area for over 33 years, primarily representing creditors, debtor in possession lenders and lessors.

REFA

Real Estate Finance Association of Connecticut

Hartford Chapter

cordially invites you to

An Evening with David Gergen

CNN Political Analyst



*Please join us on Thursday, May 21st
Hartford Hilton*

6:00 P.M. Registration

6:30-7:30 P.M. Presentation

*Networking social to follow
7:30-9:30 P.M.*

**Visit the REFA website to register online.
Don't miss this great event!**

REFEA

Real Estate Finance Association of Connecticut



Annual Golf Outing
June 8, 2009

Race Brook Country Club
246 Derby Ave., Orange, CT
(NEW LOCATION)

Sponsored by
Reckson, a Division of SL Green
and
People's United Bank

Mark your calendar and register your foursome now!!