



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.

Inaugural Gala-April 6th

On April 6th, REFA-CT hosted its Inaugural Gala at the Trumbull Marriott. This event honored members and member firms who have dedicated time and support to the creation of REFA-CT and its phenomenal growth over the past five years. The *Distinguished Service Award* was presented to **Sandy Hanson** of Eagle Capital Group, LLC, **Brad Hutensky** of The Hutensky Group, LLC and **Wendell Kurtz** of Allianz of America, Inc. Although Wendell was not present to accept his award, his contribution to REFA-CT was acknowledged by Brad as he accepted his award. All three were instrumental in forming REFA-CT. Also honored were two members for their outstanding participation. The *Award of Excellence* was presented to **Al Epstein** of Holliday Fenoglio Fowler, L.P. and **Beth Judd** of Konover Office & Commercial Corporation, both of whom have contributed time and energy to REFA-CT. Without the support of the member companies, the financial success of REFA-CT would not be possible. The *Corporate Award* was presented to **People's Bank**, a Founding Sponsor and Golf Outing Sponsor, and **CIGNA**, a Founding Sponsor. Many employees from both firms have held leadership positions and have been speakers at programs for both chapters.

The entertainment for the evening was the Capitol Steps, the only group in America that attempts to be funnier than Congress. This troupe of current and former Congressional staffers monitors events and personalities on Capitol Hill, in the Oval Of-

and then takes a humorous look at these issues while providing an evening of laughs.

Watch for the "GALA Newsletter" to be sent soon.

REFA-CT Web Site www.refact.org

The REFA-CT web site is a valuable resource to all members. A Speakers Presentation section has recently been added to the website, offering presentations from REFA speakers for the members to view.

The job posting section on the web site has attracted many open positions at member firms. Members can post a job opening at their company for 60 days. Please contact Sharon in the Executive Office for the appropriate form.

The 2006 Member Directory is also on the the web site. Contact information for all members is available. If your information needs to be updated, please email Sharon at smoran@ssmgt.com with the new information.

Both the Member Directory and the Speakers Presentations are password protected. The password for both these sections is **refa2006**.

CALENDER OF EVENTS

April 18, 2006
Hartford Chapter Breakfast
“Hartford’s Major Players”
Hilton Hotel, Hartford

April 25, 2006
F/W Chapter Members Only
Luncheon
“Major Deals”
Shore & Country Club
Norwalk

May 18, 2006
Hartford Chapter
Sponsors Dinner
Morton’s Steakhouse, Hartford

May 25, 2006
F/W Chapter
Sponsors Dinner
Morton’s Steakhouse, Stamford

May 30, 2006
F/W Chapter
“REIT’s-Public or Private?”
Holiday Inn Select, Stamford

June 5, 2006
Golf Outing
Oak Lane Country Club
Woodbridge, CT

New REFA Members for 2006

Fairfield/Westchester Chapter

Barrett	James	Turner Construction Co.
Cascella	Rober	Coldwell Banker Commercial Scalzo Group
Chappo	Richard	Chappo & Co.
Curran	Joseph	Citibank, F.S.B.
Garofolo	Al	Chicago Title
Giordano	Anthony	Elm Street Partners, LLC
Gojkovich	Paul	New Mark Knight Frank
Graham	Andrew	Seaboard Properties
Grigsby	David	Wiggin and Dana LLP
Gronroos	Cynthia	Marsh USA
Guy	Carrington	WestRidge Realty Advisors
Kelly	Michael	Q10 Realty Mortgage & Investment
Kraus	John	Q10 Realty Mortgage & Investment
Lovejoy	Meredith	IVI International
Pajonas	Todd	Security 1031 Services, Inc.
Perisco	Adele	Commerce Bank
Trilling	Barry	Wiggin and Dana LLP
Walsh	Kathleen	Stamford Partnership, Inc.
Warren	Steven	Albert D. Phelps

Hartford Chapter

Caruso	Susan	Bank of America
Ferrigno	Kevin	Tyler Cooper
Garner	David	Shipman & Goodwin LLP
Johnson	Sandra	MetroHartford Alliance
Kantor	Meghan	Pepe & Hazard LLP
Korwek	Jane	Reid and Riege PC
Lauer	Steven	Murtha Cullina LLP
Lawrence	Richard	CATIC
Little	Paul	Liberty Bank
Lombard	Sarah	Tyler Cooper
Loomis	Carol	Tyler Cooper
Pappas	Kathryn	EnviroScience Consultants
Pearson	Robin	Shipman, Sosensky, Randich & Marks, LLC
Sacomandi	Frank	Murtha Cullina LLP
Siedor	Geoffrey	Liberty Bank
Skypeck	John	Bank of America
Staples	Richard	Liberty Bank
Stewart	Robert	LFR Levine Fricke
Taylor	Sara	Pepe & Hazard LLP
Valigorsky	Liz	Bank of America

Transactions By Members

Fairfield/Westchester Chapter

Al Mirin, CB Richard Ellis

- o Represented both the seller and the buyer, Seaboard Properties, Inc., in the sale of 220 Elm Street in New Canaan, a Class A 18,370 square foot property for \$7.65 million.

Al Mirin and Tom Pajolek, CB Richard Ellis

- o Represented the seller, DHL Holdings USA, Inc., and procured the buyer, The Nielsen Company and RJC Management LLC, in the sale of 20 Tokeneke Road in Darien for \$6.4 million.
- o Represented the seller, 51 Richards LLC, in the sale of 777 Connecticut Avenue in Norwalk, a 19,240 square foot retail strip center, to First Sterling Corporation for \$11.4 million.

Jeff Dunne and Steve Bardsley, CB Richard Ellis

- o Represented Norden Place LLC in the sale of Norden Park for \$87 million to Norwalk Center, LLC. Norden Park is a 612,119 square foot business park located in Norwalk.

Jeff Newman, W&M Properties

- o Announces that Multiple Myeloma Research Foundation signed a five-year lease for 4,303 square feet at Merritt View in Norwalk.

Beth Chappel, CB Richard Ellis

- o Arranged the purchase of 2149 Harbor View and 85 Magee Avenue in Stamford, a 2.09 acre parcel, by the Perkins family, owner of Saturn of Stamford, from Roadway Express for \$4.35 million.

Ted Grogan, GVA Williams

- o Was the sole broker in the sale of 106 Main Street in New Canaan, an 8,760 square foot retail and office building, owned by JKZ Associates LLC, for \$4.275 million to 106 Main Street Partners.

Tim Harwood, Ron Roth and Bill Catanzaro, CBRE | Melody

- o Arranged financing of \$17 million for the acquisition of Washington Plaza in Stamford. IXIS Real Estate Capital provided the financing on behalf of DP26, LLC and Albright Properties Group, LLC as Tenants in Common.

Joe Coci, Mountain Development Corp.

- o Represented MDC Milford Associates, LLC in the purchase of Buildings 1-4 at 500 Bic Drive in Milford, a 625,000 square feet, Class A warehouse, manufacturing and office complex, for \$14 million.

Randy Vidal, Vidal/Wettenstein

- o Represented the seller, 9 Bettswood Associates, in the purchase of 9 Bettswood Road in Norwalk, a 4,800 square foot office and medical building, for \$650,000.

Tom Rich, F.D. Rich

- o Announces that an application has been submitted to Stamford's Planning and Zoning Boards for approval of a 37-story luxury condominium tower to be built at the corner of Washington Boulevard and Broad Street in Stamford.

Patrick Grasso and Chris McManus, Keystone Realty Capital, LLC

- o Arranged a \$228.8 million first mortgage and mezzanine loan to facilitate the recapitalization of U.S. Steel Tower in Pittsburgh, PA, on behalf of Apollo Real Estate Advisors.

John Stoddard and Paul Tortora, Albert B. Ashforth, Inc., and William Leopold, WFL Real Estate Services

- o John Stoddard and Paul Tortora represented the seller, RAP Associates, LLC, in the sale of 161 East Avenue in Norwalk, a 19,900 square foot professional/medical building, to 161 CJA Associates, LLC, for \$2.3 million. William Leopold represented the buyer in this transaction.

John Stoddard and Paul Tortora, Albert B. Ashforth, Inc., and Geoffrey Fay, Esq., Pullman & Comley, LLC

- o John Stoddard and Paul Tortora represented Telekurs (USA) Inc. in the leasing of an additional 21,300 square feet of space at River Bend Executive Center, 1 Omega Drive in Stamford. Geoffrey Fay represented the tenant.

Jeff Newman and Kathy Caracappa, W&M Properties

- o Announce that Information Resources is renewing their 25,130 square foot lease at Merritt View in Norwalk for six years.

Transactions By Members

Hartford Chapter

Mark Duclos, Sentry Commercial Real Estate Services, Inc.

- o Was the sole broker in the sale of 777 Brook Street in Rocky Hill, a 96,578 square foot industrial building, to New Boston Fund, Inc. for \$2,292,000. The seller of the property was Wiremold Company.
- o Was the sole broker in the sale of 725 Marshall Phelps Road in Windsor, a 40,000 square foot industrial building, to Lesro Industries, Inc. for \$1,600,000. The property was owned by Hanson-Whitney Company.
- o Acted as the sole broker in the sale of 22 Progress Avenue in Westfield, a 100,000 square foot industrial building, to Lawry Freight Systems. The property sold for \$3,900,000 and was owned by SFH Beta Realty Trust.

Steven Inglese, New Haven Group

- o Represented the seller, NDW, LLC in the sale of 302 Woodmont Road in Milford for \$2.4 million. This 3.77 acre industrial site was purchased by an entity of Progressive Insurance.

Donald McLaughlin, The Windsor Management Company

- o Represented the landlord, Jetrae Realty, in the leasing of 11,000 square feet at 490 Burnham Street in South Windsor to EPS Printing II, LLC.
- o Represented the landlord, Westside Village Center, LLC in the leasing of 1,320 square feet at Westside Village Center, 200 West Center Street in Manchester, to Clavin Ferrier.

Tim Lescalleet, Griffin Land and Sandra Johnson, MetroHartford Alliance

- o Tim Lescalleet represented Griffin Land in signing Velux America, Inc. to a long term lease for 49,266 square feet at the New England Tradeport business park located at 754 Rainbow Road in Windsor, CT. Sandra Johnson assisted Velux's decision in locating to New England Tradeport.

Matt Halprin, New England Retail Properties, Inc.

- o Was the exclusive broker for the sale of Putnam Place Shopping Center on Dixwell Avenue in Hamden, a 166,828 square foot supermarket center, to Putnam Place Improvements, LLC, for \$16.8 million. The owner of the property was FNS Associates.

Tim Breda, Holliday Fenoglio Fowler, LP

- o Arranged \$7 million in financing for a free standing Big Y supermarket on behalf of West Elm Business Center, LLC, in Rocky Hill. The Big Y center consists of 56,936 square feet of retail space.

Tim Harwood, Ron Roth, and Bill Catanzaro, CBRE | Melody

- o Arranged financing in the amount of \$6.45 million for the acquisition of Park Place West Apartments and Westwynd Apartments in West Hartford, CT, for Westhart Apartments, LLC. Terms of the financing include a 10-year fixed rate loan with a 30-year amortization.

2006 REFA Golf Sponsorship Opportunities

Dinner Sponsors - \$2,000 includes two (2) complimentary golf/dinner packages, sponsorship recognition in tournament promotional materials, and event signage

Golf Ball Sponsor- \$1,250 (or \$500 + supply golf balls for 140 golfers) includes one sleeve of golf balls with firm logo for every golfer and sponsorship recognition in tournament promotional materials (**SOLD**)

Lunch Sponsors- \$1,000 includes one (1) complimentary golf/dinner package, sponsorship recognition in tournament promotional materials, and event signage

Networking Social Sponsors- \$750 includes recognition on event signage

Driving Range Sponsors- \$350 includes recognition on event signage

Raffle Prize Sponsors- \$300 Gifts to be selected by committee. Sponsor to be recognized during raffle.

THANKS TO OUR 2006 SPONSORS

REFA Founding Sponsors

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NewAlliance Bank
New Boston Fund, Inc.
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UBS Realty Investors, LLC

Member Achievements

Congratulations to the following REFA-CT members:

Michael Suchenski of CoStar for his promotion to Senior Account Executive.

Steven Elson of Konover Development Corp. for his promotion to Senior Vice President of Financial Analysis.

Jonathan Putnam and Joel Grieco of Cushman & Wakefield for winning the Pinnacle Award for largest office lease in 2005.

Nick Morizio of Colliers Dow & Condon for winning Pinnacle Awards for largest retail lease (2nd place), largest industrial lease (3rd place), and largest number of transactions and (3rd place).

Matt Halprin of New England Retail Leasing for winning Pinnacle Awards for largest retail sale in 2005, largest retail lease (1st and 3rd places), largest land transaction (3rd place), and largest number of transactions (2nd place).

Michael Stone of CB Richard Ellis for winning the Pinnacle Award for largest multi-family transaction in 2005.

John McCormick and Pat Mulready of CB Richard Ellis for winning the Pinnacle Award for largest office sale in 2005.

If you have any news, transactions, or achievements to be posted in the next newsletter, please send them to Sharon Moran at smoran@ssmgt.com by June 30th.

The next edition will be published in July.



REFA

Real Estate Finance Association of Connecticut
GOLF SEASON IS JUST AROUND THE CORNER!!

SAVE THE DATE!

**Thanks to our Golf Outing Sponsors:
People's Bank and Reckson Associates**

WHEN:	MONDAY, JUNE 5, 2006	
WHERE:	OAK LANE COUNTRY CLUB WOODBIDGE, CONNECTICUT	
TIME:	10:30AM	REGISTRATION/LUNCH
	12:00PM	GOLF-SHOTGUN START
	5:45PM	NETWORKING AND AWARDS
	6:30PM	DINNER