



EXCHANGES

A Quarterly Publication of The Real Estate Exchange

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CREW



Member
Organization
of the
Commercial
Real Estate
Women
Network

NETWORK

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The S/L/A/M Collaboration

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Green Light?

What “Going Green” Really Means For The Commercial Real Estate Industry—November 13, 2008—Hartford, CT

Green is the new **Black** and that is the color that Owners and Developers are seeking in this **Blue** economy. Scott McCage, Studio Director of JCJ Architecture’s Phoenix Office, and moderator of The Real Estate Exchange’s November 13th Public Forum at the Hartford Marriott Downtown opened the panel discussion with very interesting facts from the United States Green Building Council’s website:

In the United States alone, buildings account for:

- 72% of electricity consumption
- 39% of energy use
- 38% of all carbon dioxide (CO₂) emissions
- 40% of raw materials use
- 30% of waste output (136 million tons annually)
- 14% of potable water consumption

In comparison to average commercial buildings:

- Green** buildings consume 26% less energy
- Green** buildings have 13% lower maintenance costs
- Green** buildings have 27% higher occupant satisfaction
- Green** buildings have 33% less greenhouse gas emissions

Source: GSA Public Buildings Service (2008). Assessing Green Building Performance: A Post Occupancy Evaluation of 12 GSA Buildings.

GREEN LIGHT - Continued on Page 3....



Shay Sims
CB Richard Ellis/New England
Donald W. Doeg
Updike, Kelly & Spellacy, P.C.
Scott P. McCage
JCJ Architecture
Sara A. Taylor
Murtha Cullina L.L.P.
Daniel Whittemore
AI Engineers, Inc.

A Green Primer

The U.S. Green Building Council (USGBC) is a 501 (c)(3) non profit organization that certifies sustainable businesses, homes, hospitals, schools, and neighborhoods. USGBC is dedicated to expanding green building practices and education, and its LEED® (Leadership in Energy and Environmental Design) Green Building Rating System.

The Leadership in Energy and Environmental Design (LEED) Green Building Rating System is a voluntary, consensus-based national rating system for developing high-performance, sustainable buildings. LEED addresses all building types and emphasizes state-of-the-art strategies in five areas: sustainable site development, water savings, energy efficiency, materials and resources selection, and indoor environmental quality.

LEED Accredited Professionals (LEED APs) have demonstrated a thorough understanding of green building techniques, the LEED Green Building Rating System, and the certification process. The LEED AP program is administered by the Green Building Certification Institute (GBCI), which was established with the support of USGBC to allow for objective, balanced management of the credentialing program.

The above definitions were obtained at the USGBC website: www.usgbc.org



Networking at its Best!

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President's Column

Diana MacPherson, President

The "great snow before Christmas" is starting to fall as I write my last President's column for my term. It's the end of the year and the beginning of a new season. How long the year looks as one begins, and how compressed it seems at the conclusion.

The Real Estate Exchange (Connecticut CREW) not only gives us the opportunity to make business contacts and friends, but it allows us to go places we might not otherwise try, and to see the real estate world and its developments (physically and metaphysically) with additional perspective. Since our last newsletter we cheered for the New Britain Rock Cats and enjoyed a late afternoon September cruise on the Hartford Belle out of Hartford and into the bend of the Connecticut River, with food and drink and conversation, an eagle gliding above and the city looking quite fine on the riverbank. What perspectives!

REX hosted a packed State of the State forum on Commercial Mortgage Backed Securities, their value and their future, this as the markets teetered on the edge of the financial earthquake of October and November. What a perspective! Professional Development sponsored a members-only breakfast in October to hear "Zeke" Sawyer, Director of Engineering and Partner from the Boston office of CB Richard Ellis/New England, give a very interesting perspective about Building Systems, costs to construct, and benefits of having energy efficient systems, including new sequences of operations with regards to LEED components."

The Exchange was one of only 10 out of the almost 70 CREW member organizations to claim a Real Estate Scholar this year. We are very proud of Jennifer Layton at UCONN, and look forward to having her become a part of



the real estate community wherever she finally begins her career. She was a guest of CREW at the annual convention in Houston in October, and got to meet hundreds of new business contacts.

What's the future for the green community? At the Hartford Marriott Downtown in November, we hosted a forum emphasizing that LEED certifications are being considered for many commercial developments in the coming years. Can they be economical? Will they perform? Don't they look breathtaking?

In December we had our annual holiday party at the Town and County Club, a venerable and elegant old Hartford mansion that is the home of a women's club. The drinks were good, the food delicious, some people were acknowledged for all they have done over this past year, and the board voted to split our annual charitable contribution between three recipients: Women Build, Food Share and Pathways/Senderos.

We are going to have economic challenges, and the relationships that we form through the Exchange will be more important than ever. I hope everyone will take part in the Developer's Showcase and the Blue Ribbon Awards coming in March. This is a premiere event for the Exchange, we should take advantage of it. I also hope everyone will recruit new members and get more involved with CREW. The Convention in Boston is September 30th—October 3rd. If you haven't been you should go; it radiates energy and connections.

I have enjoyed and appreciated working with the talented and dedicated people on the Executive Committee. The Exchange is full of vitality and plans and I know it will be in good hands under the leadership of Sara Taylor this coming year. *Diana*

Donald W. Doeg, Esq., PE, is a Principal at Updike, Kelly & Spellacy, P.C., Hartford, CT As Chairman of the firm's Construction Law Practice Group and his experience as a licensed Professional Engineer, Attorney Doeg's knows how to handle his client's needs in all aspects of the construction process. He has assisted clients with regard to drafting appropriate green building contracts and can not stress enough that Developers, Contractors and Owners need to flush out their expectations in their agreements, so that everyone is on the same page. Questions need to be answered: "What is the definition of a healthier building?" "What does reduced absenteeism mean?" "Is the Design Professional liable?" If there is a clear understanding between the parties, this should reduce the chances of future litigation. Attorney Doeg made the group aware of Connecticut State Statute C.G.S. 29-256a, which requires that, after January 1, 2009, a project over \$5,000,000 has to be built or renovated to LEED Silver specifications, and beginning January 1, 2010, projects over \$2,000,000 will have the same requirements. He noted that recent discussions with the State's Assistant Attorney General revealed that there are many unanswered questions about these requirements and that local building codes have yet to be updated. Click here for additional information about the State Statute:

<http://www.cga.ct.gov/2008/rpt/2008-R-0162.htm>

Daniel Whittlemore, PE, is an Associate Vice President at AI Engineers, Inc. Middletown, CT Daniel explained how AI Engineers, founded by Abul S. Islam, has outgrown their 20,000 sq. ft. main headquarters building located in Middletown, CT. Three pillars supported the Company's July 2008 decision to purchase the *Broadcast House*, the former Channel 3 WFSB building, with plans to demolish it and build a Platinum LEED certified green building. The First Pillar is the existence of the Hartford Public High School Engineering & Green Technology Academy run by NAF (National Academic Fund), the Second Pillar is Sustainable Design in Hartford - where "*Green*" meets "*Grey*" - which is why cities and green buildings go together. The Third Pillar is economic: Hartford's revitalization. The Hartford Courant has published two articles recently about AI Engineer's plans for the new 12-story, \$40 Million office tower. AI Engineers, with its 90 employees, will occupy the first 2 floors and move in by the end of 2010. The building will be known as the AI Technology Center and include additional office and retail space for lease, as well as

A 250-seat auditorium. There will be rooftop solar panels and garden devices to recycle rain-water. The lowest level will have fuel cell and storm water storage.

Shay Sims, RPA, LEED AP is Vice President, Portfolio Manager/Partner of CB Richard Ellis/New England/Asset Services

Shay Sims ended the evening with an introduction to CB Richard Ellis' President and Chief Executive Officer, Brett White's, 2007 Corporate Responsibility Program, which outlines the company's commitment to make their own operations carbon-neutral by 2010, which includes helping their clients create more environmentally sustainable practices. More details about the 2007 Corporate Responsibility Report is available on their website: www.cbre.com. Shay gave a wonderful example of putting these principals into practice, with the building located at One Beacon Street, Boston, Massachusetts. Working with the Owners, One Beacon Street LP, an affiliate of Beacon Capital Partners, LLC - CB Richard Ellis helped the 1 million square foot high-rise office building become the first Boston building to receive a LEED Existing Building Silver Certification. Benchmarking is a very important part of the process, and information gleaned from a May 2, 2008 Press Release from CB Richard Ellis about this certification, states that the Landlord invested approximately \$500,000 in energy savings projects beginning in 2006. Many of these investments yielded quick "Pay-backs" in reducing ongoing operating costs at the property. Shay said that the top 3 things that helped reduce costs were: 1.) Energy savings from changing lamps from T12's to T-8's with electronic ballasts and other lighting controls; 2.) Installing variable speed drives for more efficient motors. They were also able to source local utilities for incentives in this area. 3.) Upgrading the energy management systems. Other examples included: maximizing the efficiency of the heating and cooling systems, reducing water use, introducing an aggressive recycling program, and introducing environmentally friendly cleaning products, and sustainable landscaping systems. The mantra here is to: REDUCE, REUSE, RECYCLE AND REBUY (recycled products). Environmentally friendly buildings also translate into not only lower operating costs, but also for a healthier and more efficient working space for the tenants and employees. CB Richard Ellis is committed to continuing their efforts to convert more buildings to achieve LEED certifications in the future.

Kathy Taylor



**INTRODUCING
SARA A. TAYLOR
2009 REX PRESIDENT**

Within a few short years Sara Taylor has morphed from newcomer to President Elect. On the eve of her inauguration she shared her thoughts:

- Q. **Are you a Connecticut native?** No. I grew up in Wilbraham, Mass., which is just east of Springfield. But my father grew up in Connecticut, and my parents lived in Bristol for a couple of years right after they got married. I've always had ties to this area.
- Q. **Where did you work prior to becoming an attorney?** I worked for a couple of years at a child advocacy organization in Madison, Wisconsin, right after I graduated from college. Then I moved to upstate New York, where I briefly worked as a legal secretary for a securities lawyer who had relocated his practice from Wall Street. After that, I worked for the State University of New York at Oneonta for about a year and a half. Then I went to law school.
- Q. **What tempted you to forge a career in law?** A couple of things, namely working for a lawyer and figuring that, if he could do it, I could do it. Also, I read the book "One L" by Scott Turow, which was an autobiographical account of Turow's first year at Harvard Law School. "One L" made law school sound intellectually—and emotionally—challenging. I needed that at the time because I hadn't been challenged intellectually since I was in college. Although law school had certainly changed from the time that "One L" was written in the early 1970's, it still had many of the same characteristics. It was a grind, but it was worth it.
- Q. **What brought you to Hartford?** I went to law school at Western New England College School of Law in Springfield. Originally, I had my heart set on litigating legal aid cases. I interned for a legal aid office after my first year of law school and discovered that it wasn't for me. I didn't feel that I had enough passion for it to offset the fact that I would be broke for my entire career. So, I went back to the drawing board, and decided to apply for summer associate positions at Hartford law firms. There are no big law firms in Springfield, so I looked in Hartford. Working at a large law firm was not something I ever thought I would end up doing, but I have enjoyed it.
- Q. **How would you describe your specialties as an attorney?** I call myself a "dirt lawyer" when I introduce myself to people, and quickly add that

it is far better than being a "dirt bag." I have done a little bit of everything in my career so far, but primarily, I do a lot of conveyancing and representing borrowers in construction and permanent financings.

- Q. **Has the first year of Murtha Cullina's GLBT Client Service Group been rewarding?** My colleague, Dena Castricone, and I really have not had a blueprint to follow for forming this group. It's been exciting. We've been laying the ground work this year, trying to get our name out there. Most of all, we are thrilled that Murtha Cullina has had the foresight and the open-mindedness to provide support for our efforts.
- Q. **When did you join the Real Estate Exchange?** I've been a member for about 3 years, but I have been coming to Real Estate Exchange event since I started practicing law in 2002. I credit my mentors, Barbara Sarrantonio, who is a past member of the Exchange, and Susan Orr, who is a current member and a past-president, for encouraging me to join the organization and to become more involved.
- Q. **What prior responsibilities have you undertaken for the Real Estate Exchange?** I was the Treasurer in 2007 and the Vice President/President-Elect in 2008.
- Q. **Are you active on a national basis in CREW?** I've been to 3 national conventions now, and I served as a national co-delegate in 2008. CREW is an impressive organization. Real Estate Exchange members will have a wonderful opportunity to go to a CREW Convention in Fall 2009, when it will be held in Boston. One of my initiatives as President has been to create a 2009 Convention Committee, which will be chaired by Jennifer Gosselin. The Committee will be charged with gathering a critical mass of Exchange members to attend the Convention.
- Q. **What are your passions outside of work?** I'm on the Board of Hartford Area Habitat for Humanity, and I'm committed to the Habitat mission of building affordable homes and providing homeownership opportunities for low income families. I'm also an animal lover, and I support many organizations that help animals. I'm also a very serious and very knowledgeable sports fan. I've been a Red Sox fan since long before their World Series victories in 2004 and 2007. They used to break my heart every year. I'm also a loyal fan of the UConn Women's Basketball team, though I guess you could call me a "fair weather fan" of them—I didn't start following them until 1995, the year of their first NCAA championship.

Continued on Page 5.....



Sara A. Taylor, 2009 REX President

Continued from Page 4...

- Q. [Is there anything you would like to share about your family?](#) My family consists of my partner, MaryAnn, and all of our animals. We have cats and a 5-pound Chihuahua (who is smaller than all of the cats).
- Q. [Any favorite sports or hobbies? Interested in theater? dance? movies? books?](#) I play golf and softball, and I've always been a voracious reader.
- Q. [What prompted you to accept the challenge of the Real Estate Exchange Presidency?](#) It's a great honor and also quite humbling at the same time. I'm following a long line of incredible women. Little did I know that I was going to be in this position during a time when the market is in a state of chaos and the economy is flailing. It's times like these when organizations like REX become even more important for networking and support. We have a tight-knit group of members, which is good because I think we're going to need each other to get through the tough times to come.
- Q. [Are you excited about travel?](#) I just got back from a short vacation in the West Palm Beach/Boca Raton, Florida area. I'm easily entertained when it comes to travel.
- Q. [What would most surprise the Real Estate membership about you?](#) Not much. I'm really an open book. What you see is what you get.
- Q. [Have you shared transition strategies with Barack Obama?](#) Ha! I do think that, like President-Elect Obama, I have a great team of people to work with.

**Sara Taylor can be reached at
Murtha Cullina LLP at:
(860) 240-6131 staylor@murthalaw.com**

*Thank you to our in-depth, interviewer;
Arnold Grant!*

**PROFESSIONAL DEVELOPMENT
Members Only Education Event
"Building Systems—Everything You Need to Know"**

James "Zeke" Sawayer, Director of Engineering & Partner at CB Richard Ellis/New England was the guest speaker at the Professional Development breakfast meeting, held at Putnam Park in Wethersfield on October 8, 2008. Zeke Sawayer covered building systems in regards to LEED, cost to construct and energy efficient systems.

NEW MEMBERS

The REX would like to extend a warm welcome our newest members.

Joseph Williams

Partner, Shipman & Goodwin LLP, Hartford

Joseph practices in the areas of environmental and land use permitting and litigation, primarily representing private companies, municipalities, developers and property owners in a wide array of real estate-related proceedings.

Elizabeth Strole

Associate, Gersten, Clifford & Rome, LLP, Hartford

Elizabeth assists commercial borrowers with the development of mortgages, notes, guaranties and all other loan documents associated with loan transactions.

Edward (Woody) Shelton

Partner, MacDermid, Reynolds & Glissman, PC, Hartford

Woody is a commercial real estate attorney, responsible for negotiating, client consulting, structuring, documenting and closing all types of commercial real estate transactions including, without limitation, leases, purchases, sales, options, joint ventures as well as dealing with related corporate, limited liability company and partnership law issues.

Maryalice Widness

**Project Manager/Consultant
Bernard Partnership, Simsbury**

Maryalice works with builders and developers to achieve maximum profitability by repositioning and re-launching their projects to improve lead generation and sales pace.

MEMBER CHANGES

Sharon P. Craig is now the Farmington Office Leader, at Prudential CT Real Estate located at 10 Forest Park Drive, Farmington, CT 06032 Tel: 860-676-3905; Fax: 860-674-0033.

Kathy Taylor is now a property manager at the Acre Group, located at 536 Main St., P.O. Box 422, New Hartford, CT 06057 Tel: 860-738-2222; Fax: 860-738-2872. Acre Group is a full service property management company, specializing in the management of shopping centers.

Member Snapshots



Dottie Cunningham and Katherine Lambert pose outside the National Aquatics Center (aka: The Watercube) in Beijing, China, where they watched Michael Phelps win his first and eighth gold medals, and Dara Torres win a gold and the first of 3 silver medals in her 5th Olympics.

ANNUAL FALL SOCIAL September 10, 2008 Hartford Belle Boat Cruise



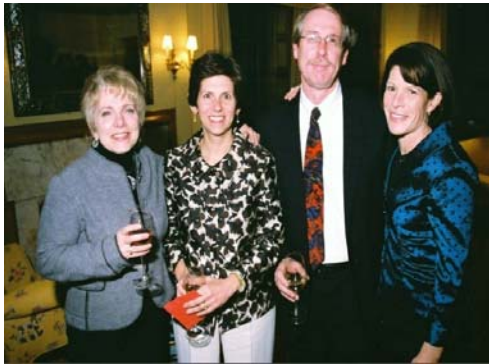
Bert Kaplowitz, Marilyn Stoudt, and Linda Spevacek enjoy a glass of wine and a beautiful sunset aboard the "Hartford Belle" in Wethersfield Cove, during the Annual Fall Social.



MORE Member Snapshots



THE REAL ESTATE EXCHANGE HOLIDAY PARTY December 3, 2008 Town & County Club, Hartford



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CERC SiteFinder®	Levy & Droney, P.C.
CIGNA Realty Investors	LFR Inc.
Citibank-Financial Intermediaries Group	MetroHartford Alliance
Cohn Birnbaum & Shea, P.C.	New Boston Fund, Inc.
Colliers Dow & Condon	Northland Investment Corporation
Community Renewal Team, Inc./ Meadows Real Estate & Development Corp.	PAC Group, LLC
Connecticut Community Investment Corporation	People's United Bank
Cushman & Wakefield	Perkins + Will
Diversified Project Management	Shipman & Goodwin LLP
First American Title Insurance Company	Tecton Architects, Inc.
Hart Realty Advisers, Inc.	The S/L/A/M Collaborative
Kleinfelder	Thelen Reid Brown Raysman & Steiner LLP
Konover Properties Corporation	Turner Construction Company
Langan Engineering & Environmental Services	Vanasse Hangen Brustlin, Inc.

THE BENEFITS OF BECOMING A SPONSOR OF THE REAL ESTATE EXCHANGE

Company Name featured in all event mailings and prominently displayed at all Real Estate Exchange Public Forums and newsletters. The right to publish an article or **Company Profile** in one issue of The Real Estate Exchange Newsletter.

Company Representatives recognized at all Public Forums with Sponsor ribbons. **Company Literature** displayed at all Public Forums and Professional Development events. **Company Name** prominently displayed at the Annual Developers Showcase and Blue Ribbon Awards. **Certificates** for attendance at events.

Company acknowledged on The Real Estate Exchange website and link to your **Company's website** (prior approval necessary). **Company Name** included as a Sponsor of The Real Estate Exchange in the Annual Directory of CREW Network and CREW Network National Convention Sponsorship Directory.

2009 Sponsorship Contact: Diana MacPherson, Robinson & Cole LLP; 860-275-8306; dmacpherson@rc.com



CREW



NETWORK

CREW NETWORK NEWS

CREW

2008 HOUSTON
CONVENTION NOTES



CREW NETWORK
2009
SCHOLARSHIP PROGRAM



JAN. 29 & 30, 2009
CREW WINTER COUNCIL
San Diego, California



June 4 & 5, 2009
CREW SPRING COUNCIL
St. Louis, Missouri



2009 CREW CONVENTION
TO BE HELD IN BOSTON!
SEPT. 30—OCT. 3, 2009



2010 CREW CONVENTION
IN SAN FRANCISCO



66 CHAPTERS STRONG
8,000 MEMBERS
& STILL GROWING!



CREW Celebrates
20 Years in 2009!



www.crewnetwork.org

Excerpts From a Letter From CREW CEO, Gail Ayers, To Recent 2008 CREW Convention Attendees

Our intention was for the 2008 CREW Network Convention to provide you with the motivation and answers you need during these challenging times. I hope you were as excited as we were to learn about the 10 amazing women who were awarded CREW Network's first ever scholarships totaling \$100,000 and the endowment campaign being launched to further fund the program. It was wonderful to celebrate the success of the 2008 CREW Network Impact Award winners and I hope you enjoyed the exciting kick-off celebration for CREW Network's 20th anniversary at our Friday lunch.

To further support your business networking during the convention this year, CREW Network introduced **Deal Making Rooms** where members could hold short business meetings on site with potential clients. In conjunction with these Deal Rooms, attendees had access to CREW Network's newly introduced **Deal Room Database** – a free online tool for members to post and search properties for sale and lease. I hope you took advantage of these important tools. Look to your CREW Network to continue developing tools and programs to support your business success.

- ☐ In 2009, you will see more **Board Hosted Calls** conducted not just on chapter leadership issues, but **expanded to address personal development** issues as well.
- ☐ Remember that your CREW Network **Online Connections** listservs provide member-to-member interactions to discuss challenges you may be facing.
- ☐ The **CREW Network Career Center** features hundreds of postings for job opportunities across North America.
- ☐ Additionally, the CREW Network Industry Research Committee is working on its next **white paper addressing the skills necessary to your success in these turbulent times** and in the years ahead.

Remember, now, more than ever, is the time to turn to your Network. Let us know how we can support your business success. We're here for you.

Sincerely,

Gail S. Ayers, PhD
CREW Network CEO
CREW Foundation President

Mark your calendar now for the 2009 CREW Network Convention & Marketplace—September 30 – October 3, 2009 in Boston, Massachusetts where CREW Network will celebrate its 20th Anniversary!

UCONN Student Receives Scholarship



Jennifer Layton, a student at the University of Connecticut, working toward a Finance degree with a Minor in Real Estate & Urban Economics, received a scholarship from the **Commercial Real Estate Women Network (CREW)**. Ten applicants were selected nationwide for the scholarship. As a scholarship recipient, Jenny was a CREW guest at their annual Convention in Houston, Texas October 15–18, 2008.



2009 CREW NETWORK \$100,000 SCHOLARSHIP PROGRAM

Lawrence, KS—December 8, 2008—For the second year, Commercial Real Estate Women (CREW) Network is seeking candidates for its \$100,000 CREW Network Scholarship Program. Through the CREW Network Scholarship Program, CREW Network will award ten (10) \$10,000 scholarships to women enrolled full time in their junior or senior year of an accredited real estate program at a college or university. The scholarships will be awarded based on academic excellence, and each scholarship recipient will receive a paid internship program at a commercial brokerage firm.

"Our scholarship program represents a critical link in our outreach efforts," said Gail Ayers, Chief Executive Officer of CREW Network. "In an attempt to bring more diversity to the field of commercial real estate, we are introducing it through various programs to teens, college students and professional women at all stages of their careers."

The CREW Network Scholarship Program coincided earlier this year with the launch of the CREW Career Zone website, that provides a variety of educational and mentoring resources for women considering careers in commercial real estate.

www.CREWCareerZone.org

In addition, in 2009, CREW Network will be raising funds for an endowment that will permanently secure funding for the scholarships and grow the amount of money that is awarded each year.

Scholarship details: *The 2009 scholarship application process opened December 15, 2008.* In addition to the application, applicants must supply an official copy of their college transcripts and letters of recommendation no later than March 20, 2009. For more information and to view the application, visit www.crewnetwork.org.





**INTRODUCING
The 2009
Executive
Committee**

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Sara A. Taylor
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**President-Elect/VP
& CREW Delegate**

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2009 Convention Committee

Jennifer R. Gosselin, Chair
CB Richard Ellis-N.E. Partners,
LP



Membership News



**The Real Estate Exchange
INVESTMENT CLUB**

Did you know that current and former members of The Real Estate Exchange are involved in an investment club? It's called **Easy Street Investment Club** and, although things have been far from easy lately, the group, in existence since 2000, has learned (and is still learning) a lot about what to do and what not to do in the stock market. If anyone has an interest in joining the group or learning more about it, feel free to contact Susie Hays at: 548-2640 or shays@uks.com. Membership numbers are limited and active participation is required.

**REX CHARITABLE
CONTRIBUTIONS**

The 2008 Real Estate Exchange Board of Directors voted to contribute \$350.00 each to the following charitable organizations:

Women Build is a Habitat for Humanity Program that encourages women to volunteer, and to help them feel comfortable learning and performing home construction.
Pathways/ Senderos, a New Britain based teen pregnancy prevention program that monitors the progress of it's participants from sixth grade through high school.
Food Share of Hartford & Bloomfield distributes 14 tons of food every day to a network of 400 local non-profit organizations.

**2009 DEVELOPERS SHOWCASE & 14TH ANNUAL
CONNECTICUT REAL ESTATE AWARDS**

Wednesday, March 25, 2009

Connecticut Convention Center, Downtown Hartford

5:00 – 7:00 p.m. Developers Showcase

Cash Bar, Hors d'oeuvres & Networking

7:00 – 8:00 p.m. Connecticut Real Estate Awards Ceremony

Award Nominations accepted online through February 20, 2009

www.rexchange.org

Booth Prices:

10' @ \$450 (\$405 if registered by January 2)

12' @ \$550 (\$495 if registered by January 2)

Each booth will be equipped with black skirted tables for displays and two chairs. Electrical, cable & data connections are available at an extra cost WITH prior notice. Please visit www.ctconventions.com for required form. For questions on general Exhibit Services, please contact the Connecticut Convention Center, 860-249-6000. Booth price includes free admission to the Developers Showcase and the Connecticut Real Estate Awards program for two people.

****EXHIBITORS: TO REGISTER BOOTHS ONLINE: www.rexchange.org**

Exhibitor Registration Deadline: March 18, 2009

General Attendance Registration will begin February 1st.



Calendar of Events



WINTER 2009

JAN. 29 & 30, 2009
CREW WINTER COUNCIL
San Diego, California

MARCH 25, 2009
5:00—8:00 p.m.
Developers Showcase &
14th Annual Connecticut
Real Estate Awards
CT Convention Center
Downtown Hartford

SPRING 2009

JUNE 4 & 5, 2009
CREW SPRING COUNCIL
St. Louis, Missouri

PUBLIC FORUMS
&
PROFESSIONAL
DEVELOPMENT
MEETINGS
To Be Announced

FALL 2009

SEPTEMBER 30 -
OCTOBER 3, 2009
CREW CONVENTION &
MARKETPLACE
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