



EXCHANGES

A quarterly publication of The Real Estate Exchange

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Plus

2006 Sponsors
Calendar of Events



Member
Organization
of the
Commercial
Real Estate
Women
Network

The Man Who Kept Secrets

Christopher Flett, a man with a flair for marketing and an intriguing topic: "What Men Don't Tell Women About Business," tempted 60 women (and two men) to attend a Real Estate Exchange Professional Development luncheon program at the Goodwin October 10, 2006.

The room was abuzz as people waited for his arrival. As the minutes passed, box lunches were consumed, delegates were sent to meet the train, and rumors of missed connections were rampant.

Alas, true to his title, if not to the calendar, Mr. Flett inadvertently managed to disappoint 60 women at one time, becoming the first speaker in the history of the Real Estate Exchange to simply not show up. We are told that a scheduling misunderstanding resulted in the speaker's failure to appear (and in fairness, there was confusion concerning October 10th and 11th).

As it dawned on the assemblage that even a self described "alpha male" from Canada might not be completely dependable, the mood shifted from festive anticipation to boisterous annoyance. As the decibels rose, people asked how long men would wait for a speaker who didn't appear or call.

After a short interval, Kay Wilson, an attorney, coach, and motivational speaker (kaywilsoncoaching.com) filled the leadership vacuum. Her initial question, "What did we expect to learn from this speaker?" and her assertion that "There is a lot of knowledge and experience in this group of talented women" [all quotations from memory] lead to a spirited discussion.

The flow of conversation included a variety of topics including:

- Imbalances in promotions for men and women;
- the confidence gap between men and women;
- work-life balance struggles;

Continued on page 3

Prospective Member Reception

Wednesday
November 15, 2006
The Hartford Club

Are you not yet a member of The Real Estate Exchange? Prospective members are invited to attend a special reception beginning at 5 p.m. at the Hartford Club's Membership Lounge. Members of the Executive Committee will be on hand to assist with the application process and to answer questions. **Non-members who fill out the application and apply for membership will be able to attend the November 15th Public Forum free of charge.**

Questions may be addressed to:
Robert MacDuff via email at
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or Celia Dondes cdondes@grneam.com

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President's Column



**Alisha Verdone,
President**

2006 Executive Committee

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Updike, Kelly & Spellacy, P.C.

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NewAlliance Bank

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Jennifer Haddad
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~

Committee Chairs

~

Program

Monika Ficek
Perkins + Will

Professional Development

Melissa Pasquale
CERC Site Finder

Membership

Celia Dondes
General RE - New England Asset Mgmt.

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Arnold Grant, MAI
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Bert Kaplowitz, RPA
Northland Investment Corporation

It is hard to believe that the year is coming to an end. It has been an honor to serve as President of the Exchange. I would like to extend my sincere appreciation to all of the members of the Executive Committee and all of the committee members for their tireless work and effort. It is the dedication and commitment of the members that has allowed our organization to grow and continue to serve our membership.

Executive Committee Ballots

By now, you have all received the slate for the 2007 Executive Committee. Ballots are due by **NOVEMBER 10th** so please cast your vote. The 2007 Executive Committee slate is comprised of talented and dedicated members and will surely lead the organization through another successful year.

Convention highlights

Eight Exchange members are just back from the CREW convention in Atlanta. The convention had a record number of attendees topping 800 professionals from all over the US and Canada and from all disciplines. Members of the Exchange started the convention with our own Connecticut dine around at Anis Bisto. During three days in Atlanta we were exposed to the many inspiring and insightful presentations of the keynote speakers, including Jason Jennings, Nadia Bilchik, Jennifer James and Erik Peterson. Each provided an interesting perspective on the topics of globalization, networking and technology. The quality of the CREW programs are quite impressive and for those who may not have the opportunity to attend a convention, visit the CREW

website in a few weeks as many of the power point presentations will be available.

The CREW convention ended for most of us with the Friday night celebration and live auction. The luck be a lady theme was unique and certainly laid the groundwork for the auctions. This year, the CREW Foundation had its classic silent auction and added a live auction with a good 'ol fashion auctioneer. The auctioneer brought out the kindness and generosity of our fellow members and assisted the Foundation in attaining its fundraising goal. High bids included \$8,000 for a one week rental of an apartment in Paris and \$10,000 for three tickets to the Oprah show. As many of you know auction proceeds benefit the CREW Foundation, which works to support organizations and programs that promote the economic and self sufficiency of women and girls.

Survey

You will be receiving a quick survey to complete regarding our chapter. The survey will be used to direct the Executive Committee in planning for the future of our organization. So, please take a few minutes to complete the survey. Your participation is greatly appreciated.

The family of Nancy Wright has thanked The Real Estate Exchange for a contribution to the Gray Cancer Center at Hartford Hospital made in memory of Nancy Wright.

Program Recap

Here's what you missed, or might not have heard, at a recent Exchange event

2006 Friends of The Real Estate Exchange

Penthouse

Blum, Shapiro & Co., P.C.

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Grunberg Realty
Halloran & Sage LLP
Kostin, Ruffkess & Company, LLC
Northland Investment Corporation
Pepe & Hazard, LLP
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Boardroom

Brown Raysman Millstein
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CATIC
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CERC SiteFinder®
CIGNA Realty Investors
Colliers Dow & Condon, Inc.
Connecticut Community Investment Corporation
Cushman & Wakefield of Connecticut, Inc.
First American Title Insurance Company
Fuss & O'Neill Incorporated
GZA Geoenvironmental, Inc.
Hart Realty Advisers, Inc.
JCJ Architecture
Konover Development Corporation
Konover Properties Corporation
LandAmerica Commercial Services/
Lawyers Title/Commonwealth Title
Levy & Droney, P.C.
LFR, Inc.
Murtha Cullina LLP
New Boston Fund, Inc.
PAC Group, LLC
People's Bank
Sentry Commercial Real Estate Services, Inc.
Shipman & Goodwin LLP
Tecton Architects, PC
The S/L/A/M Collaborative
The Stop & Shop Supermarket Company
Turner Construction Company
Vanasse Hangen Brustlin, Inc.
Vollmer Associates LLP
Wiggin & Dana LLP



Colt Gateway Master Plan

Colt Gateway Tour

On October 11th, the Professional Development Committee sponsored a tour of Colt Gateway.

Members met at the South Armory Leasing Office. We inspected model residential units, learned about the commercial tenant office space and learned of plans for development of the complex.

Visit www.coltgateway.com for details.

After the tour the group decamped to the Arch Street Tavern for networking. Maura and William Cochran revealed that their first date took place at the tavern several years ago.

The State of the State of Lending

This year, The Real Estate Exchange focus for its annual State of the State program was upon "The State of the State of Lending."

Moderator Martha Collier, CFO of Konover Properties, guided the discussion among three speakers: James S. Bzdyra of NewAlliance Bank, Jon Gasior of TDBanknorth, and William E. Wrangle, III of Webster Bank.

All three bankers agreed that the supply of mortgage monies was abundant and that the profitability of loans were somewhat reduced due to heavy competition.

Mr. Wrangle introduced a note of caution concerning future real estate market conditions; this brought a momentary hush to the crowd; many remember the troubles of the early 1990's.

Secrets, continued from page 1

- the "second shift" of childcare, husband care and household responsibilities;
- the "baritone voice" syndrome—she articulates an idea, but it isn't "heard" until a baritone voice echos it;
- the continuing glass ceiling; the challenges of infiltrating male culture in business.

There was a significant diversity of opinion in the hall. Some thought that things were changing for the better. Some reported absolutely no problems with spouses or men in general. Others expressed frustration with age old problems. One woman stated her approach to a balanced life: "I don't cook, clean or do laundry." Despite the scheduling confusion, or perhaps because of it, an intriguing lunch was had by all.

Thanks to our Program Committee and to the co-sponsor the Connecticut Women's Council.



Exchange Happenings

Looking Ahead

Real Estate Exchange Calendar of Events



Nov. 8

**Professional
Development Program
Mansfield Downtown Partnership**



Nov. 15

**Prospective Member
Reception
Prior to the Public Forum**



Nov. 15

**Public Forum
The Hartford Club
Sports and Entertainment
Destinations**



Dec. 6

Holiday Party



**For more information,
and to register:
visit our website
www.rexchange.org**

Professional Development Presents:

Mansfield Downtown Partnership

The Professional Development Committee is sponsoring an event entitled "Mansfield Downtown Partnership, Helping To Build Mansfield's Future,"

The Mansfield Downtown Partnership, Inc. is an independent, non-profit organization responsible for coordinating the revitalization of three of Mansfield's commercial areas.

**Wednesday
November 8, 2006
5 p.m.
Hartford 21**

(221 Trumbull Street, 3rd floor Community Room in the residential tower).

Details are available at:
www.rexchange.org
or via mpasquale@cerc.com.

Public Forum to be Held November 15

"Developing Connecticut's Economy with Sports and Entertainment Destinations"

The next public forum will be held Wednesday November 15, 2006 at The Hartford Club. Four speakers are scheduled to discuss the impact of sports, entertainment, film and art events on the Connecticut Economy. They will explore how audience related activities benefit commercial real estate, construction and tourism. The speakers will detail how visitors and residents benefit from their endeavors. The panel includes:

Martin Brooks, Senior Vice President and General Manager, Madison Square Garden CT, Hartford Civic Center, Rentschler Field and the Hartford Wolfpack.

Heidi Hamilton, Film Division Director, Connecticut Commission on Culture and Tourism.

Kenneth R. Kahn, Executive Director, Greater Hartford Arts Council.

Daniel S. Matos, Principal and Founder, The Matos Group, joint venture partners with United Technologies Corporation in the master planning of Rentschler Field, in East Hartford.

Cocktails and networking commence at 5 p.m. The program begins at 5:45. Please see www.rexchange.org for complete details.



SAVE THE DATE

**The Real Estate Exchange
Holiday Party**

**Wednesday,
December 6, 2006
Evening event**

**Probable location:
New Britain Museum of Art**



Member Spotlight

Shirley Von Dassel

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Connecticut Community Investment Corporation
Cushman & Wakefield of Connecticut, Inc.
First American Title Insurance Company
Fuss & O'Neill Incorporated
GZA Geoenvironmental, Inc.
Hart Realty Advisers, Inc.
JCJ Architecture
Konover Development Corporation
Konover Properties Corporation
LandAmerica Commercial Services/
Lawyers Title/Commonwealth Title
Levy & Droney, P.C.
LFR, Inc.
Murtha Cullina LLP
New Boston Fund, Inc.
PAC Group, LLC
People's Bank
Sentry Commercial Real Estate Services, Inc.
Shipman & Goodwin LLP
Tecton Architects, PC
The S/L/A/M Collaborative
The Stop & Shop Supermarket Company
Turner Construction Company
Vanasse Hangen Brustlin, Inc.
Vollmer Associates LLP
Wiggin & Dana LLP

We know Shirley Von Dassel as the Treasurer of The Real Estate Exchange. Lunch at Carbone's gave us a chance to explore her education, career, family and interests.

Shirley was born in Connecticut and attended schools in the Hartford area. Shirley secured a B.S. in Business and Economics, Magna Cum Laude, from the Southern Connecticut State University and an MBA from the University of New Haven. Professional studies included course work at the American Institute of Banking, a Graduate Banking Degree from Stonier School of Banking at the University of Delaware, and course work at Fairfield University.

Shirley lives in Old Saybrook. Her husband, Carl Von Dassel, is the owner of Tri State Glass Company. Shirley has two grown children.

A lifelong sportswoman, Shirley played soccer and softball during high school and college. A passionate tennis player for many years, she has recently turned her attention to golf. Shirley is a basketball fan and a want-to-be gardener.

Shirley loves to travel and is an experienced boater. A week long trip down the Seine on a small cruise ship seemed like a perfect blending of her two interests. Unlike many boaters, Shirley is claustrophobic, and found herself unable to stay in her cabin. For six nights she camped on a chair on the stern deck, protected from the weather by an overhang, tended by the protective crew. Cruising slowly from the

Netherlands, through Germany and France, to Switzerland each day brought joy on land, each night on ship seemed less enchanting. Having had a few years to recover, Shirley is planning a ten day cruise for 2007 and hopes that the cabin is larger this time.

Banking has been the central focus of Shirley Von Dassel's career. Over a 28 year term she has worked for Citizen's Bank, Centerbank (now Wachovia Bank), and Savings Bank of Manchester. Shirley presently serves as Northern Region Manager, Commercial Real Estate Department, and Vice President, Commercial Real Estate Finance Officer, for NewAlliance Bank in Manchester. She is responsible for the management of a commercial mortgage office and with a diverse portfolio of both owner-occupied and investor loans, consisting of office, retail, industrial and multi-family properties.

On the playing field or in the financial arena, Shirley is known as a determined competitor. Shirley likens her lending activities to her years as a soccer forward: moving quickly to the goal, dodging around obstacles and taking delight in successful outcomes. She takes pride in long term relationships with many borrowers who have followed her from bank to bank.

We celebrate Shirley Von Dassel for her competitive spirit and her contributions to The Real Estate Exchange.