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50 year anniversary question and answer Donald Greenhalgh

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Name: Donald Greenhalgh, CPA

Title: Partner and Practice Group Leader, Real Estate

Company: DiCicco, Gulman & Company LLP

Years with Company: 10 years

Years in real estate industry: More than 35 years

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When did you discover the New England Real Estate Journal and what business were you doing at that time? I started reading the NEREJ more than 30 years ago. At the time, I was performing projections of real estate operations for properties for syndication of ownership interests, including subsidized housing projects, hotels, warehouses and offices. Many of our clients and the properties they owned were featured in the publication. That is how I was able to learn the market, to stay on top of deals/projects, and to get a sense for where things might be headed in terms of trends.

In what way has the New England Real Estate Journal been a benefit to you and your business? As CPAs who specialize in commercial real estate, we look for ways to keep our finger on the pulse of the industry. All of the professionals in our real estate group read the NEREJ to stay informed. It's also rewarding to see our clients and their projects featured in the publication. We are actively involved with the NEREJ (DGC contributes a monthly column) and they reciprocate with fair coverage of our events. All in all, I think the NEREJ is a great resource for market data and insights.

How long have you been affiliated with the commercial real estate industry? Let's just say I've been around the block a few times! I have worked with owners, developers and investors for more than 35 years. In fact, I have had some as clients for almost as long. Before joining DiCicco, Gulman & Company in 2003, my career included time at large, international CPA firms including Laventhol & Horwath, Arthur Andersen and Deloitte & Touche.

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