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New England Real Estate Journal 1963-2008

October 27, 2008 - Spotlights

Sheldon Adelson

BOSTON HERALD HEADLINE, September 18, 2008: "GATES STILL IN TOP SPOT ON FORBES RICHEST LIST". I never met Bill Gates, and the closest I came to Warren Buffett (2nd richest person) is knowing Carl Barron who sold Putnam Furniture to him a few years back. But I do know the 3rd richest man of 2007, Shelly Adelson who ran a front page mortgage advertisement in the Journal for several years in the mid to late sixties.

His life's ambition has always been to make #1 on the list, and he came close, but in 2008 he dropped to #15 (Las Vegas Sands Corp. after casino stocks fell). His company went public in December 2004 and over the next two years his net worth soured by \$17.5 billion. He got rich faster than anyone else in history.

Shelly grew up in Boston where his father drove a cab. I met him when he tried his hand at being a mortgage broker - and he was a good one. He would drop by the office to design his ad and give me newspaper tips. He once worked at the Wall St. Journal. He then went into the travel business. His hit came when he started a computer trade show that he built up and then sold in 1995 to a Japanese company for \$862 million. At 74 he is working as diligently as ever to build his worth back up to Buffett and Gates.

Good luck Shelly!

Irwin Barkan

Where were you on Jan. 17, 1963?

Wandering around Newark, N.J. on my way, late probably, to Bragaw Ave. Elementary School.

What is your first memory of the New England Real Estate Journal?

On the table of every reception area at real estate companies I was interviewing at for a job – no takers by the way. Dad had to twist some friendly arms to hire the new kid.

Tell me about your career.

Eclectic, rewarding, still going, hate it, love it and learned that if you are going to be a landlord, some people are just not going to like you, no matter how cuddly you think you are.

What are you doing now?

Same thing with a nicer view.

Carl Barron

Introduction by Roland Hopkins

A brave innovator was the man who invented furniture leasing - Carl Barron. Carl is still going strong (he sold his company to Warren Buffett a few years ago) at 92. Carl admits that he failed badly on his first try - then spent a year studying the furniture business before trying again. A great teacher, leader and person, Carl is the man!

Where were you on Jan. 17, 1963?

In 1963, I was engaged in the furniture leasing business at 1045-51 Mass. Ave. (In Putnam Sq., Cambridge) in a building that I built for my furniture business in 1946. It is now still owned by me and my sole tenant, an excellent one, is Crate & Barrel, who started their furniture business at that location as a result of my suggestion to Gordon Segall, who has been there ever since, plus many other locations all over the United States. This is the location from which I gave you my first ad.

A great deal of my business was sent to me by the owners of apartment buildings in the Greater Boston area. I thought your publication was a fantastic way to reach them, to remind them of my services, and in a publication that they would very likely read. My feeling in this regard was amply borne out by the additional volume of business that I received from this medium.

What is your first memory of the New England Real Estate Journal?

I first remember a young man, energetic, filled with enthusiasm about his service, making a very good presentation to me. As a result, I continued advertising in this Journal for a very long time because of the favorable results (a) direct business written up and, (b) a gradual build up of an image of respect for my business by the kind of exposure given in a real estate trade publication for a business that was so different, yet so closely related and dependent upon it.

Tell me about your career.

At age 23, I opened my first showroom. At the time, I was attending the Harvard Business School. I casually mentioned to my mother, who was in the real estate business and rented apartments that many of my classmates were married and were having great difficulty in finding decent furnished apartments. Instantly, my mother responded, "Too bad a person can't rent furniture the way I rent apartments". One week later, with no knowledge of furniture, but convinced that my mother's comment was brilliant, I opened my first showroom. Within 24 hours, I lost my entire borrowed capital of \$1,500, plus my own \$8. Through lack of knowledge of furniture and with no real business experience. I did invent a new industry, which, today, is in the multi-billion dollar range. This experience was one of the most beneficial I ever had since it taught me a tremendous amount about how valuable is knowledge and experience, both of which I then lacked.

Over the years, I gradually expanded into R.I., Conn. and other locations in Mass., with a total of 7. Putnam Furniture Leasing Co. grew to be the largest firm of it's kind in New England. I insisted upon providing only durable and attractive furniture I remember an ad in the New England Real Estate Journal that we ran for a long time with the heading, " We cannot guarantee that you may not have a complaint, but we WILL guarantee fast service to take care of it." The results were good.

I sold my business in 2001 to CORT Furniture Rentals, a division of Berkshire-Hathaway, controlled by Warren Buffett. I have been informed that my company was one of their best acquisitions because of the very high standards established, and the morale of all of the employees, most of who are still employed there.

What are you doing now?

Now, I manage my family owned commercial real estate (Cort is one of my tenants). I am involved in many civic activities, such as The Barron Center for Men's Health at the Mt. Auburn Hospital. I have been president of our local Central Sq. Business Association for 43 years, and my current term will end when I am 93 years of age.

In late 1963 Joe Bettencourt, construction accountant for the Campanelli Company, sat in his Braintree office and helped Journal publisher Roland Hopkins design (by scribbled hand) the week's front page ad for the firm.

Joe had joined the company in 1962 and retired (still a consultant) in 2001. One of the biggest

developments during his tenure was building the Hanover Mall with the Tedeschi family, and the construction of the Zayre office building and warehouse in Natick (1962-1965) then replacing it with 3 towers, 870,000 s/f headquarters of TJ Maxx.

Joe is currently chairman of the Raynham Building Committee and still pays a weekly visit to the Campanelli office to witness the continued growth of the company buying, selling, leasing and developing.

Len Bierbrier

In 1963 Len was an undergraduate at McGill University in Montreal. After graduation, he attended McGill Law School, where he received a law degree in 1968; followed by an MBA from Harvard in 1971

He joined Bert Druker as his assistant in 1971. He later became director of real estate for the Suisse Chalet budget motel chain. When the gas crunch of 1973 eliminated hotel development he started out as a real estate broker/consultant with a one-room office in Harvard Sq.

After 10 years of brokerage and creating value for others in the shopping center business, Len started his own development company. His first deal was the development of Wellington Circle Plaza, Medford in 1982, which he still owns. It was the first of many strip centers he has developed in Eastern New England for a roster of national tenants in the past 25 years.

Len has taught at the Graduate School of Design at Harvard and is active and serves on committees with ICSC and REFA.

Whitford Bond

Where were you on Jan. 17, 1963?

After graduation in 1963 from Colby College, I began my real estate career. In November 1963 I began working in the city mortgage department at John Hancock in the home office in Boston. I was responsible for reviewing and processing applications for mortgage loans throughout the southwestern United States.

On March 1, 1965, I joined Nordblom Company in Boston under the leadership of Rod Nordblom. During the next ten years, I learned the real estate business from Rod and his father, Bob Nordblom. In 1976, I left Nordblom Co. for a brief period to work in the Denver office of Grubb & Ellis specializing in industrial sales and leasing. In 1978, I rejoined Nordblom Co. and was appointed executive vice president in the Boston office for sales and leasing in the early 1990s until leaving in January 2007.

What is your first memory of the New England Real Estate Journal?

I began using the Journal in 1965 upon joining Nordblom Co. Since that time, the Journal has always been an excellent resource for accurate information on available properties as well as transactions in the market. The Journal was very helpful to me while I was learning the real estate brokerage business.

Tell me about your career.

The relocation in 1967 of the headquarters for Dunkin Donuts from Quincy to Randolph was one of my early accomplishments. In 1976, another highlight was the national consolidation to Boston for the Kendall Company of its corporate headquarters to One Federal St. I represented Kendall (lessee) and Charlie Kenny represented Shawmut Bank (lessor) for five floors for a total area of approximately 125,000 s/f. I subsequently represented Kendall's Healthcare Division in its relocation to Mansfield for 150,000 s/f. Another highlight was representing Gillette in the disposition of its corporate headquarters site of 120 acres in Westwood. I brought the Investment Group of Prudential

to purchase 40 acres to build two office buildings for a total of 285,000 s/f to be known as Westwood Executive Center. I sold the remaining 80 acres to Cadem Corp. (the development division of National Medical Enterprises). Cadem joined forces with Massachusetts General Hospital and Cabot, Cabot & Forbes to create and develop Fox Hill Village, approximately 350 units of independent and assisted living in addition to Clark House (the nursing home).

What are you doing now?

After Nordblom Co.'s decision to close its commercial and industrial division, I formed Bond Real Estate Advisors in January 2007 to service new and existing clients on their real estate requirements. I am concentrating on brokerage and consulting assignments and am continuing to cultivate new relationships.

Richard Borden

Richard was graduating from Babson College in 1963 when the Journal was first being published. He joined The Codman Company in 1970 when it was changing officers headed by Ed Haddad, Larry Bianchi, Jay Schocket, Tom Walsh and others.

Many of the Codman people stayed together when Lynch Murphy Walsh & Partners was created in 1988. The firm was purchased by Insignia/ESG in 1999, which in turn was purchased by CB Richard Ellis in 2003. Richard is one of over 90 CBRE brokers covering New England.

Richard lives in Westport, Mass., enjoys fishing and golfing and still works 24/7 as a broker. He has two sons, one Jake who is also with CBRE and the other, Chad with Putnam in Seattle.

Harold Brown

Harold, Massachusetts' largest landlord owner, grew up in Boston, attended Brookline High School and MIT and purchased his first building in 1954, fought off a bankruptcy in the late 1980s, early 1990s and is now worth an estimated \$200 million. He owns and operates 4,000 residential apartments and 3.5 million s/f of commercial property.

When the Journal ran successful seminars at Bentley College in the 1980s, Harold gave up hours of his valuable time to be a lecturer. For years an avid and competitive tennis player (his wife still plays), he can now be found every morning at a local health club lifting weights. Pretty good for a guy who's been in the real estate business for 54 years and just reached his 83rd birthday.

David Cary

Where were you on Jan. 17, 1963?

Where have the last 45 years gone?? It seems like yesterday that I was at Ryan Elliot and then I see in the paper that John Ryan has departed this world. Although I was an appraiser with the Corps of Engineers and Small Business Administration my first job in the commercial market was with Ryan Elliott, which I joined in 1962.

What is your first memory of the New England Real Estate Journal?

I remember when you started the paper because I was doing work for your father out on the old Commonwealth Golf Course and the Northeast Trade Center. It was a great publication and the first to really give us a track on the commercial and industrial market.

Tell me about your career

What I probably miss the most is the friendships I made with all of the great guys in the industry like Bernie Singer, John O'Neill, Fred McKinney, John Hewitt, Fred O'Donnell, Paul Kinsella, John Murphy, and a lot of other across the country.

As to proud real estate accomplishments, I would guess the one that stands out most is that I was part of a team that built one of the premier brokerage and valuation company's in Boston and

Washington. I am especially proud that David Jr. took over Leggat McCall and Werner Valuation and Consulting Co. after the brokerage company was sold to Grubb & Ellis and has since expanded it into Integra Realty Resources -Boston. I was really proud of the article that Ben wrote in the Journal back in the late eighty's or early ninety's about like father like son with me following my father into the business and David Jr. following me. Having appraised thousands of properties throughout New England and the country I would suppose the ones that stand out are right here in the Boston area such as the old Boston Garden and Sullivan Stadium.

What are you doing now?

All of us at Leggat McCall & Werner had a great run and most of us still keep up with each other. Tom lives in Lincoln and like all of us is getting a little older. Bill still goes into Boston every day and David Jr. sees him at many of the meetings. Ned Werner has had a few medical problems lately but I keep in close touch with him and Karen. Myself, I am living in Falmouth trying to improve my golf game (very poor) but having a good time. We spend most winters in Naples, Fla. although I still like to ski for a few weeks. Still advise David Jr. and go into Boston when a land damage case comes up or they need me for an arbitration case.

Webster Collins

Where were you and what were you doing in 1963?

In 1963 I was a trainee in the mortgage and real estate department of State Mutual Life in Worcester. We had a portfolio of \$322 million in mortgages and real estate.

What is your first memory of the New England Real Estate Journal?

My first recollection of the journal was the publication of the announcement of Kendall Crossing in 1969.

Tell me about your career.

A few months in 1964 I made the decision to shift to John Hancock's real estate arm where I became #2 in charge of the western region of the United States.

Four years later I joined Minot Deblois & Maddison to start their valuation division, be involved with their REIT, Real Estate Investment Trust of America. I brought with me from John Hancock my Dallas friends, Trammel Crow and Mack Pogue and we started Kendall Crossing in Natick, Boston's first planned unit development for multi family apartment complex. The land was sold by Charlie Kenny of CW Whittier.

I walked across Milk St. in 1982 to talk to my friend Charlie Kenny and in 1983 joined CW Whittier as a partner and to be in charge of special projects.

We put together over 1 million s/f in transactions where we found the property, acquired an equity interest and brought in equity investors.

We sold our last property, 100 Hancock Street in Quincy in May 2007 at a nice profit. I continued on my own and acquired over the years other real estate interests with friends.

My most major success is when John Hancock reached back to me to advise on the \$910 million sale of their tower complex.

I consider an equal success my working within my firm, now known as CB Richard Ellis New England, with some of the finest real estate minds in the business.

What are you doing now?

I continue to stay in the trenches. My challenge is growing the Valuation and Advisory Services Business of our firm in New England. Assisting with growth throughout the country and representing New England based clients around the world.

Jack Conway

No one can write real estate history without including one of the greatest worldwide Realtors of all - Jack Conway.

Jack, 85, a jack of all trades, played 3rd base for Notre Dame, served in the Navy, was boxing editor for the Record-American, and in 1955 decided real estate might be a fruitful business for someone who learned how to promote while working in the media.

Jack joined the vastly successful Martin Cerel, and watched how Martin made money for a year. He then decided he could do as well (or better).

His first innovation was to hire all women noting that it is the woman who makes the buying decisions. It worked!

When I met Jack he was well on his way to being the biggest and best in the business. He was smart enough to own all his offices rather than rent - and today he tenants 43 of them. Even though in the early 1960s he was strictly residential, he would invite me to his house to meet bankers, investors and other brokers. He even hired me to print his weekly newsletter - knowing I needed the extra business.

When the Journal finally got on its feet, I repaid his kindness by urging him to start a commercial division - which he finally did and never financially regretted it.

Recently he celebrated his 51st anniversary with the largest privately owned real estate firm in the state with more than 750 employees and over \$1.9 billion in annual sales, and he is ranked 69th among the top real estate firms in the country. Thank you Jack and good sailing.

Stephen Davis

Where were you on Jan. 17, 1963?

Either scoring a goal at St. Sebastian's or I may have been chasing my beautiful wife Lacey around campus at Newton Country Day School.

What is your first memory of the New England Real Estate Journal?

Seeing it on Steve Hopkins' desk in his office!

Tell me about your career.

I entered the business in 1975 with the legendary dealmaker Stephen M. Hopkins at 1 Wells Ave. in Newton - any relation Rolly?

Marrying Lacey and putting up with Steve for 4 years - only kidding - Steve was the ultimate "spin-master" - a wonderful man with a huge heart - he was a major career mentor to me during those "informative" years!

What are you doing now?

Senior Vice President and Partner at Colliers Meredith & Grew In 1963 Steve Davis opened a branch office for New York's Julian J. Studley and successfully ran that operation for close to 30 years.

In the early seventies, a robbery occurred in downtown Boston, and a security guard was shot six times (one bullet lodged itself in the Journal front door), Journal publisher Roland Hopkins decided it was time to quickly move to the suburbs - like in seven days. The landlord said OK, but said that no one can possibly move in a short 7-day period. Rolly called a few brokers and they all said the same.

Being a NOW person, and not interested in how things can't be done, Rolly called Steve Davis, and one week after the day of the shooting the Journal was moving into an Arnold Haynes building in Wellesley Hills.

Steve opened his own office in the early nineties and partnered with Maurice DeMarco who has since retired.

One of Steve's biggest deals were becoming the areas first tenant representative and moving the Stop & Shop headquarters to Quincy.

Steve is now a consultant finding properties for investors and users. His son, Jonathan Davis is vice president of investments at Onyx Equities LLC in North Woodbridge, N.J.

Dick Dennis

Introduction by Roland Hopkins

Before I started the Journal I had met only two real estate people. One was Bill McCall, the other man I met was an appraiser -Dick Dennis of Casey & Dennis. He helped me meet other appraisers who became the backbone of the Journal success - not financially, but because of their friendship and advice

Where were you on Jan. 17, 1963?

I was 38 years old with offices at 44 School St. in Boston right across from Old City Hall.

What is your first memory of the New England Real Estate Journal?

From the very beginning I saw it as a valuable resource. It always was on top of the market and cited lots of actual transactions. These supplied appraisers with market data to pursue and use. Very functional journal.

Tell me about your career.

My grandfather, Richard L. Casey Sr. had offices at 28 School St. as early as 1895. He was in real estate in what was then called "Business Chances." He specialized in selling small resort hotels in New Hampshire and rural Massachusetts. I have a copy of an advertisement he ran in the Boston Globe in 1905 offering a "working stable" in the South End. I joined my uncle, Richard L. Casey, Jr. at 44 School St. in 1946 after getting out of the service. Thus, we are CASEY & DENNIS since 1895. I've appraised the Copley Plaza and Ritz Hotels, the Old Boston Garden, Custom House Tower, Faneuil Hall and the GE Plant in Lynn. It's been quite a ride.

What are you doing now?

Still trying to get it right. I have offices at 6 Beacon St. making it 64 years that I've been on Beacon Hill. Got a couple of shopping malls going but finding more time for golf and the garden.

Ron Druker

Introduction by Roland Hopkins

One of the first companies I visited in 1963 was The Druker Co. on State St. It was a 2 generation company (then) going back to the turn of the century - Shneider, Rudnick and Druker managing and owning Boston office buildings. I met Burt Druker and his father who both were unimpressed with the paper but willing to support my effort with a regular ad. Years later The Druker Co. became a third generation company as Ron successfully took over and grew the firm even larger.

Where were you on Jan. 17, 1963?

I was a sophomore at Franklin and Marshall College.

What is your first memory of the New England Real Estate Journal?

Reading it as a young man of 24 when I joined the firm in October 1968

Tell me about your career.

Taking over after my father's death and surviving.

What are you doing now?

Still at it!

George Fantini

Where were you on Jan. 17, 1963?

I was a senior at Bentley College.

What is your first memory of the New England Real Estate Journal?

Starting in the late 1960s I started writing a monthly finance column, copies of which I still have in a valued binder in my office

Tell me about your career.

I started my firm in November of 1964. Probably the most memorable was my leading up the start of REFA. The Journal was very supportive. Another is the publication of the Master Money Matrix, which now has been printed by the Journal for over 25 years!

What are you doing now?

Working hard and enjoying the fruits of a blessed career.

Bill Farley

Where were you on Jan. 17, 1963?

In 1963 I was a young broker dealing with the lease-up of Constitution Plaza. We had the highest lease prices in town, 50% higher than the existing market. Our average price per s/f was \$5.50. By the way, parking in the new garage was \$15/month. The project was quite successful. By 1963 we had leased the 20 story 100 Constitution Plaza. And we were working on Constitution Plaza, which was the headquarters for Connecticut Bank and Trust.

What is your first memory of the New England Real Estate Journal?

I recall thinking what a great idea it was to present a wide view on the market. It was particularly helpful in the smaller market of Hartford to see what was happening in the "big city" of Boston. I thought that this Hopkins guy was pretty cool!!!

Tell me about your career.

My greatest successes have been in my family and in my community service. In the real estate world, I fondly recall the initial lease-up of CityPlace. Then there was the sale of Metro Center and 55 Elm St. as a very complex transaction for CIGNA. Along with our Office Network affiliate in Philadelphia, we plotted and executed series of transactions that earned us both the national Office Network deal of the year and the national deal of the year from SIOR. Another great transaction was the sale of a \$74 million multi use property in Plantation, Fla. The seller was the State of Conn. Pension Fund and my brokerage partner in the transaction was Jeb Bush of Codina Bush Klein.

What are you doing now?

I am still working a good chunk of the time. I carry the title President of the Connecticut Region for CB Richard Ellis. The good news is that I no longer have any management responsibilities. I work on a series of transactions and for some special long-term clients. In my brokerage work I team up with Tom York and Bob Botters each of whom is a very special talent in the real estate business. Most important, I continue to work in the community. I have chaired a variety of educational and poverty organizations. Most recently I chaired the Mayor's Commission to End Homelessness in the Capitol Region. From the Implementation Plan that we developed we have created a not-for-profit company called Journey Home. I am chairing that company. It is extremely challenging, but exciting, work.

Saul Feldman

Where were you on Jan. 17, 1963?

I was a student at Harvard Law School.

What is your first memory of the New England Real Estate Journal?

I started reading the Journal in 1966 when I began practicing law.

Tell me about your career.

My family was in real estate and owned a Lumber Yard in Lynn, Mass. I was condominium counsel for Weymouthport Condominium in 1968-1978, and drafted the documents for Weymouthport, which was the first phased condominium on a single parcel in Massachusetts. We are currently condominium counsel for The Clarendon Condominium in Boston, a luxury mixed-use condominium in the Back Bay of Boston, a joint venture of The Beal Companies and The Related Companies.

What are you doing now?

I practice real estate/condominium law with my daughter, Hettie Feldman, at Feldman & Feldman, PC.

Allan Foster

Where were you on Jan. 17, 1963?

When the Journal started I was in grade school so at that point, regardless of the innovation and importance of the new publication, I was not reading or even aware of periodicals! I was however traveling around on occasion with my father Roger and grandfather Ralph to job sites and properties we owned.

What is your first memory of the New England Real Estate Journal?

I first saw the piles of Journal's in the company offices as a high school boy. I wasn't really aware of what they contained, but I remember thinking that if the appraisers in the firm kept all these old editions, they must be useful. I now realize as the owner of the same appraisal company, years later, that we do the same thing; keep stacks of the old editions. The advent of having online archive availability at the Journal may change that. Not all progress is good... If we throw out the back issues, we will miss the ambiance that the old stacks add. My wife might call the cleaner appearance a good thing.

Tell me about your career.

During summers in high school and college I worked for our family business, primarily on construction sites. I didn't take on a 'desk job' until after I graduated from college, but it was in 1980 that I joined full time and have been here ever since. Working with my father is without question one of the greatest aspects of my career. It was also a great benefit and highlight to have worked in so many areas of the real estate field; development, construction, management, finance, both residential and commercial brokerage, counseling and appraisal. Assembling and selling the land where the Solomon Pond Mall and the Marlborough Business Center are located were a significant accomplishment for me.

What are you doing now?

My activities now center on our appraisal and consulting company. We continue to do the wide range of general commercial and industrial type work throughout eastern and central Massachusetts. Expert witness work is a significant personal area of expertise.

John Fowler

Where were you on Jan. 17, 1963?

I was a junior at the Roxbury Latin School in West Roxbury, Mass.

What is your first memory of the New England Real Estate Journal?

Soon after joining John Hancock, started reading it.

Tell me about your career.

I joined the mortgage and real estate department of the John Hancock Mutual Life Insurance Company in June 1968.

I had a 17-year partnership with Rick Ellis and Bill O'Conner (Fowler, Goedecke, Ellis & O'Conner) and a 24-year partnership with Peter Goedecke (Fowler Goedecke & Company).

A major event was taking Holliday Fenoglio Fowler public and ringing the bell at the NY Stock Exchange (January 2007).

What are you doing now?

Serving as member of HFF's operating committee, overseeing the firm's East Coast offices, and serving on the board of the public company HFF Inc.

Dan Frank

Introduction by Roland Hopkins

One of the best young brokers that I met was Dan Frank, now president of The Feinberg Companies, owners and managers of 150 Causeway St. and former owners of the Little Building. Dan started with Channing McDonald and worked with him until 1972 when he joined Jerry Feinberg, an income producing property investor.

What is your first memory of the New England Real Estate Journal?

I used to study the Journal for leads on whom I could sell property to. And you were nice enough to put my name in headlines when I made a deal. That didn't hurt my reputation."

What are you doing now?

One of the best things that happened to me is linking up with Jerry Feinberg. For the past 18 years we have been raising money for the Barry L. Price Rehab Center for mentally and physically challenged children. This year's benefit show in November will feature Beach Party's Frankie Avalon.

Richard Friedman

Where were you on Jan. 17, 1963?

I was a lieutenant in the U.S. Army Signal Corps.

What is your first memory of the New England Real Estate Journal?

I remember the Journal had heavy black type with lots of ads with reasonable advertising rates.

Tell me about your career.

In 1967 – I took over the 50-year proprietorship of the Carpenter Family. Most of the company's projects have done very well. We could have never foreseen the successes we have had. Hard work, luck and good times!

What are you doing now?

Trying to get Barack Obama and other Democrats elected. Working at business non-stop, learning golf, eating too much, sleeping too little, and flying private as much as possible.

Norman Gosline

Where were you on Jan. 17, 1963?

What day (of that month and year)? Seriously?!

What is your first memory of the New England Real Estate Journal?

Our first contact, as I recall, was in 1963(±), with a call from you selling subscriptions and/or advertising as you started your next (as a former Portland radio announcer/"D.J.") venture as publisher of a real estate newspaper.

Tell me about your career.

First licensed as a real estate broker in July 1959 after passing the State of Maine exam consisting

of exact/verbatim written recitation of the 12 to 15 specific reasons for revocation of license.

Licensed as a Real Estate Broker (#3229) by the Commonwealth of Massachusetts upon implementation of their license law January 1, 1960, at which time I was taking graduate courses in Real Estate Law and Finance at Boston University while attempting to sell real estate for Summer D. Hersey in Natick, then A. Clinton Brooks in Medfield (Mass).

I opened my own brokerage office in Augusta, Maine September 1960, then after a couple of marginally productive years as a sole practitioner in residential brokerage (average sale at that time less than \$10,000 at a then 5%), I transitioned to real estate appraisal and consulting. I was just starting with Wes Taylor, MAI as an appraiser trainee assisting him with, in those days the bread and butter of the more challenging, as he addressed I- 95 Right-of-Way and Urban Renewal, eminent domain assignments. The opportunity to work with Wes was a great opportunity as mortgage lending appraising then consisted of VA or FHA form work at \$25.00 per or brokers "Letter of Opinion" commanding \$10.00!

The largest and one of the more challenging appraisal assignments of the Gosline office was Loring Air Force base with its 2000(±) buildings with 5,393,829(±) s/f of space on 3894(±) acres which we addressed as "The Village of Loring", which "village" was losing its major "industry" as a U.S. Air Force, Strategic Air Command, B-52 Bomber base.

Another notable in which I served as "local color" participating with the team of Charlie Akerson, MAI, CRE; Jack Sylvester, ASA, CRE; and Max Derbes, MAI, CRE, et al in the appeal of the Bath, Maine municipal assessment of the Bath Iron Works Shipyard. The city assessment of over \$100 million challenged was reduced after several days of hearings to the \$15 million- \$20 million level. My effort on the team was in research and testimony of data relating to the market generic offices, warehouses, manufacturing components of the million+ s/f facility.

What are you doing now?

At the moment and for the foreseeable future, I continue with, as I have for years tested myself, "If I wasn't doing what I'm doing, what would I want to do?" After considering and rejecting nuclear physics and brain surgery, I foresee myself continuing to enjoy challenging appraisals while awaiting someone of my age, a generation ago, who has the expertise, training and integrity to answer the call and carry on

Lew Heafitz

1963 Lew Heafitz was working in South America at Citi Bank. When he learned that he wasn't going to reach his financial gains in banking, he decided to become a real estate developer.

He took every penny he had saved in banking (\$15,000) and bought an empty loft building in Springfield and tried to hire an industrial broker to lease the space. To his surprise the broker told him to lease it himself. He did and found that he had a talent for the brokerage business so moved to Boston and went to work for the Hunneman Company where he worked with Bill McKinnon, Steve Gifford and Connie Gesner (just to name a few of the stars in the late sixties).

He recalls having several boxes in his office filled with Journals that he saved for constant reference. In 1973 he decided to team with Bob Stubblebine at C.W. Whittier. Charley Kenny's highly respected company.

In 1979 he reached his original dream of being an investor/developer by buying an empty Cambridge building, filling it and then selling it for enough to finance his own company.

Today Lew is active with Equity Industrial Partners with two partners - Don Levine and Neil Shalom. Tom Hill

Introduction by Roland Hopkins.

Tom Hill from Waterbury Connecticut is one of the biggest entertainment celebrities we have on our client/friends list. He hosts the number one talk radio show in central Connecticut

Where were you on Jan. 17, 1963?

In 1963 I was attending 7th grade in Waterbury.

Tell me about your career.

I didn't enter the real estate business until the early eighties when he joined the office of Norman Drubner, one of the most successful commercial firms in the state.

In the late eighties I opened my own firm and discovered that being involved in and earning his CCIM designation was a major factor in his success. Tom Hill Realty & Investment LLC offers consulting, brokerage, market reconnaissance, permit and approval, land use, development feasibility, capital assessment and more.

Barry Hoffman

Where were you on Jan. 17, 1963?

Along with my partner Lester Grant, who died in 1992, we were two young real estate-nicks remodeling apartments on the Fenway, Beacon Hill and the Back Bay and having a ball and complaining about the high prices we had to pay for buildings.

What is your first memory of the New England Real Estate Journal?

I remember grabbing for it and reading it before my Boston Globe and Herald since it had all the news about real estate. I wondered how you got all the important news so quickly. I think that has always been your strength. "All the real estate news that's fit to print."

Tell me about your career.

Must have been around 1959 or so. I was fresh out of college and Lester had been in the business since he came out of the Navy after WWII Our first property was Trinity Court, a fantastic apartment complex in Copley Square that was an architectural gem which was torn down by the Turnpike Authority back in the old days before they knew any better and then converting the posh Hotel Braemore in Kenmore Sq into apartments. Thanks to owner Roger Sonnabend and Julie Cohen who got it for us with about \$10,000 down. We built the first new major office building in the Back Bay in a joint venture with the principals of Codman Co. and New England Life -that was quite an accomplishment. Also our rehab after a terrible fire at 739 Boylston St - we saved the marble front and build a new bldg in back thanks to the creative ability of CBT Architects. I was also always proud to be one of the first members of the Back Bay Architectural Commission, which we should all credit with making the Back Bay as interesting as it is. Oh, yes, and also my many, many years as a director of the Back Bay Assoc and helping build it into the dynamic organization that it is now.

What are you doing now?

I am consul general of Pakistan for New England and have been for over 25 years. I cashed in most of my real estate and I love this new life, lots of travel and mixing with a different crowd. I feel like I am "making a difference". We moved out of the Back Bay about 10 years ago and have a large house with one half the consulate and the other portion is our personal residence.

Barry Horowitz

Introduction by Roland Hopkins

One day (early days) I cold-called a young, but highly successful New York mortgage broker, Barry Horowitz. He shocked me by coming right to the phone. Who the hell was I? Instead of trying to sell him something, I asked, "Why did you come to the phone?" His answer: "I always come to the

phone. You never know when it might mean business.” I learned this lesson from Barry and never screened a telephone call.

Where were you on Jan. 17, 1963?

I formed the firm of Cooper-Horowitz, Inc.

What is your first memory of the New England Real Estate Journal?

I thought it was an excellent reading source because of your informative information regarding the industry.

Tell me about your career.

In 1954, I was working at a competitive mortgage brokerage firm. A memorable event would be closing my first loan, which was in the amount of \$55,000 and today closing a loan that is \$550 million.

What are you doing now?

Same thing as 1954, brokering mortgage loans.

Mary Ann Jasienowski

In 1963 a young woman became secretary to Ray Hoffard, executive director of the Greater Boston Real Estate Board. Mary Ann Jasienowski remained with the board for 10 years working very closely with Andy Hickey, a former Boston Post editor, who replaced Hoffard as boss.

My recollection was that Mary Ann served as Andy's right hand. Hickey's friendly ways helped build the board into the second largest in the country and his newspaper background taught him how to treat the press with respect and make sure they were invited to all Realtor events.

Mary Ann became a freelancer and worked with Jack Peckham, Dick Dennis and Martin Berman - among other well-known real estate personalities.

Mary Ann is now retired and this summer raised \$36,000 for a cancer fund by walking 60 miles in 3 days.

Steve Karp

I called on Steve in 1964 when he was working his first real estate job with Boston office buildings owner, Ed Diab. Steve scribbled out an ad tracing the letters printed on a wooden ruler to make the DIAB logo.

His successful lawyer father encouraged Steve to attend law school, but Steve always loved real estate.

He moved downtown to an old Temple Place building owned by Wally Yaffe and Z Wasserman, State Properties of New England. His job was to rent and then rehab the office space. He filled the building, including 3 small rooms for the Journal. On Monday evenings he would drop by and paste headlines into the paper.

A few years later he came up with an idea for a shopping mall in Danvers. With Z and Wally as partners, they built the Liberty Tree Mall. Apparently it was infectious for Steve because he went on from there to develop millions of square feet of retail mall space, and a few years ago sold them all to Simon Properties, the largest REIT in the country.

Today Steve runs New England Development, still doing malls and many other real estate endeavors. Years ago he and his wife Jill bought a house on Nantucket for vacationing. He got itchy and bought a building and a hotel there. His Nantucket holdings have grown immensely over the years to a point where he controls most of the commercial property on the popular island.

He is most proud of his son Douglas who is becoming an excellent developer for the firm.

And, while he spends many hours attending various meetings, he admits that the ones he totally

enjoys are for the Children's Hospital.

R.J. Kelly

Where were you on Jan. 17, 1963?

In 1963 I was building houses and selling residential real estate and I built the first exclusive office building in the town of Burlington.

What is your first memory of the New England Real Estate Journal?

I became aware of the Journal in 1964 and placed an ad for the building mentioned above.

Tell me about your career.

I started the company in 1951 immediately after graduating high school. Staying in business after 57 years. Developing our prized properties on the Burlington Mall Rd. and the fact I managed to keep them through all the tough times.

What are you doing now?

I still keep my finger on the pulse of the business while my sons Scott and Brandon handle the day-to-day operations and responsibilities.

John Kline

Where were you on Jan. 17, 1963?

I was a freshman at the University of Dayton where I received a Bachelor of Science in Business Administration degree.

What is your first memory of the New England Real Estate Journal?

I started to read the Journal in about 1973 when I worked at Marlborough Investment Corp. for developer Peter Kanavos.

Tell me about your career.

I entered the business as a property management trainee working for Elliot Ravech at Marlborough Investment Corp. in 1972. We were the management company for developers Peter and Harry Kanavos. I was involved in the development and management of the first industrial park on I-495, the Cross Roads Ind. Park in Marlborough, the management of Dedham Plaza one of the first suburban neighborhood shopping centers in Metro Boston. In later years in the appraisal business I was involved in the appraisal of both the old Sullivan/Schaeffer Stadium, and Fenway Park, and the appraisal of many of the major land parcels on Martha's Vineyard over the last 35 years. More recently I assisted Boston College in the initial phases of the acquisition of the Brighton Seminary property.

What are you doing now?

I am executive vice president of Hunneman Appraisal and Consulting Company in Boston, and have a diverse practice including appraisal of industrial, multi-family and commercial properties, educational and religious properties, and all types of land, for private, non profit and government clients, as well as a large real estate counseling practice advising clients on real estate matters and the solving of real estate problems, including extensive real estate arbitration and mediation experience.

Angie Kopka

Introduction by Roland Hopkins

There were very few females in the commercial real estate business in 1963. My first \$12 subscription sale was to Minerva Gordon on Charles St. Coincidence! In the late 1960s and 1970s the state real estate boards used to get together every summer for a weekend convention held at some northern New England resort. Great idea! They should still do it. The last one I attended was

at the Equinox in Manchester, VT. I recall dancing with a very attractive blonde lady. She was Angie Kopka who was a very active New Hampshire Realtor and became a very loyal client.

We sure had a great time before computers there was more meeting each other and laughing and enjoyed each meeting what a lot of memories and what fun we had no matter what occasion

What are you doing now?

I still find time to meet and greet and I still enjoy every meeting except there are not so many of our era to be there.

I am helping my daughter do real estate and I also serve in the state legislature as a representative for 3 terms - six years and I am going for my fourth this year and that will be my swan song just to keep you up to date I am the oldest member of the full House of Representatives. but it is great.

Ben Lipson

In 1963 insurance maven Ben Lipson took over uncle Max's insurance practice that had been founded in 1913.

We met at the B'nai B'rith Realty Lodge monthly meetings held at the Longwood Towers owned by the late David Dick and the late Robert Waldman.

Ben became the Journal's insurance editor and wrote informative columns for 10 years. He did such a good job he was hired by the Boston Globe, where he wrote regularly for 20 years.

Ben is now retired and living in Chestnut Hill and writing a mystery novel.

Willy Goldwasser has taken over his firm.

George Lovejoy

Introduction by Roland Hopkins

When I started the Journal there wasn't a lot of commercial real estate and thus, not many commercial brokers. The first brokers I called on were tough guys wearing trench coats, felt hats and cigars hanging out of the side of their mouths. Thanks to the local Realtor boards I met the more dignified clientele - and probably the most dignified was George Lovejoy who at the time was an executive at Minot, DeBlois and Maddison. His polite encouragement went a long way in keeping me knocking on doors.

Where were you on Jan. 17, 1963?

I was at Minot, DeBlois and Maddison at 294 Washington St. Boston

What is your first memory of the New England Real Estate Journal?

Your visit, when you were starting.

Tell me about your career

I started in Feb. 1955 at Minot, DeBlois and Maddison. And following that I was named CEO of Meredith & Grew

What are you doing now?

Continuing to add to and manage a 6,000-acre tract in southern New Hampshire, which is permanently protected from development

Fred Maretz

In 1963 Fred Maretz opened a one-man agency, Fred R. Maretz Associates. He was maybe the first Connecticut subscriber and has used it for many years for valuable information and leads. In the early eighties Burt Levy invited Fred to join his firm.

Fred's father was an attorney who taught him to be honest to a fault. "It will cost you some deals, but in the long run, make you a winner." Fred followed the advice and it worked.

When asked his greatest deal, he replied, "Meeting my wife and proposing in a week. She asked to

think about it for a while and I asked her what she would know more in a week than she knew then.” They’ve been married for 59 years.

Steve Miller now runs the firm. Fred still goes to the office every day.

Rodger Nordblom

Where were you on Jan. 17, 1963?

The year 1963 stands out in my memory as the year in which we made a substantial land acquisition in Burlington.

What is your first memory of the New England Real Estate Journal?

I recall the first few journals were comprised of three or four pages. Today, the Journal is over 100 pages and is read by thousands of readers throughout New England.

Tell me about your career.

At that time, we purchased the 100-acre Pattison farm, which the town had recently re-zoned for industrial use. It was adjacent to the 70-acre Northwest Park, the first parcel of which was purchased in 1955. The Pattison land included 60 acres east of Rte. 3 that is now developed with approximately 600,000 s/f of office and research space. Early on, the composition of the tenant mix was mainly assembly, research & development companies, but today it has evolved into more of a business park. We have been fortunate enough to retain the ownership of this 130-acre development throughout these years. More recently we have acquired the adjoining 130-acre Sun Microsystems property and are now redeveloping this area into a business center with a very eclectic mix of office and research & development companies.

It was a great time to be active in the real estate business in the 1960s which provided great opportunity and relatively little competition. During those early years, our firm pioneered the speculative building, i.e., a building built without a tenant in place. Today, this is commonplace in the suburban, commercial market.

In those days, Bill Dorman of the Boston Herald wrote a Sunday real estate review. Other than that, there was little real estate news published in the Boston area. Then you came along and saw a need for reporting the real estate news in a professional and recurring basis, and...Voila! The New England Real Estate Journal was born.

Karl Norwood

Where were you on Jan. 17, 1963?

Attending my first year at Northeastern University.

What is your first memory of the New England Real Estate Journal?

My early recollection/opinion of the Journal is what it is today. Your publication offers great exposure for our listings and PR. It keeps one abreast of what is happening in the current market. The historical published flashbacks of 5-10-20 years is enjoyable, but confirms that time flies by!

Tell me about your career

November 1968. My wife Louise and I opened the first office in our home in Amherst, NH. The first sale we made was a residential listing in Amherst. A farmhouse and barn, on 70 acres, which included open fields and some woods. The price was \$16,700! How times have changed.

The most rewarding aspect of our business has been the relationships we’ve formed over the last 40 years. We are constantly being reminded how small the world really is. Brokerage has been the mainstay of our business, but I must say I have always enjoyed the thrill of development - both risk and rewards.

What are you doing now?

Both Louise and I still remain active in the business, but are fortunate that our sons, Chris and Todd, are also in the business and very much focused on the future. We are excited about our new office in Portsmouth where seven, enthused and experienced individuals have joined our firm. In addition, after being out of the residential side of the business for many years, we have recently opened an office in Amherst and will soon be opening another in Bedford. Although the residential market is a bit off, we believe it is an opportune time to re-enter.

Bruce Percelay

I first met Bruce in the early 1980s when he handled Leggat McCall & Werner public relations and advertising.

He was a Rhode Island native and graduate of Boston University.

He must have enjoyed watching Leggat McCall & Werner make money because during that time he dug up \$22,000 and bought a Beacon Hill condo that he and his father personally remodeled and flipped 6 months later for a profit of \$23,000.

In 1986 he opened his own firm - The Mount Vernon Company to buy apartments. Since then he has earned roughly \$85 million and manages over 1,500 residential units.

Another passion of his took him out of circulation for a few years when he worked his butt off helping friend John Kerry get elected.

Bruce has been very active in the Make-A-Wish Foundation and Habitat for Humanity International.

He is 52, still single, and owns a home in Nantucket.

Elliot Ravech

Where were you on Jan. 17, 1963?

In 1963, I was in Boston working on the development and leasing of 543 Boylston St. Copley Sq. "The Chase Building" a 100,000 s/f, 13-story building. In addition we were in the final stages of permitting the 358-unit Town Estates in Chestnut Hill and Sargent Estate, a 107-unit apartment complex in Brookline.

What is your first memory of the New England Real Estate Journal?

I first ran into the NEREJ on Boylston St., I believe their offices were in mid block of Copley Sq. and we all ate at Ken's Delicatessen. A young and brave Rolly Hopkins would come to the office and sell advertising space in the largest newspaper of it's type...of course it was the only one of it's type!

Tell me about your career.

I started in 1961 working for Lilly Construction, Dave and Michael Lilly in Boston. There are many memorable experiences over 45 years, some humorous and others not so. I always enjoyed groundbreaking ceremonies, topping off events or ribbon cuttings. They represent a celebration of something new, a milestone for a team of professionals, creating new jobs and leaving a change to the landscape with their creation. Diversification has made the business exciting for me over the years, residential, office, retail, medical, laboratory, R&D, manufacturing, warehouse and distribution facilities each day is different and memorable.

Some humorous stories that I remember include up the time the Boston Fire Department surrounded one of our apartments, ladders in the air, firemen with their boots and hoses and out comes this sweet little adorable newlywed adorned with cooking mitts on each hand and gripping the broiler tray on top of which was a smoking piece of charcoal. In another life was a two-pound sirloin steak! This was to be her first home cooked meal for her man.

Also, the 75-year old women came to us requesting that we evict a 25-year old stewardess from her first floor apartment because her 82-year old husband was spending too much time visiting the

young neighbor. Well there are hundreds of these little landlord/management stories, but for another time maybe a book or a movie...that's diversification!

What are you doing now?

Still chasing deals, one becomes "A Deal Junkie" trying not to repeat mistakes of the past and using the skills that have brought us through 45+ years of reasonable success and haven't missed a meal yet. We hang our hat in Norwood and Newton, leasing, management and investing.

Sidney Rosenthal

In 1963 Sidney Rosenthal was building single-family homes in Littleton, Mass. He had moved to Boston from Baltimore in 1951. He also controlled a mortgage company doing construction loans.

In 1969 he joined developer Myron Roberts. They were the first company to build an affordable housing project, a 200 unit apartment property in Amherst, financed by MHFA.

Sidney was chairman of the board at Grove Hall Savings Bank and has always been active on the board at Suffolk Law School.

At the age of 81 he retired. He is shooting 81 on the golf course. Sidney is consulting with his John on the air rights for a project consisting of over 1 million s/f near Fenway Park. The project partner? The Boston Red Sox.

Jerry Sawyer

Introduction by Roland Hopkins

Want a sign made? Jerry Sawyer of General Sign & Light made all my signage and many of the commercial signs you see around the state. Jerry used to beat me at tennis. Or did I beat him? Who else loved tennis? Wally Yaffe, Marty Bernard, Harold Brown, Tom Flatley, Earle Leeder, Bob Sage. Jerry also skied with me at Loon Mountain.

Where were you on Jan. 17, 1963?

I had only recently been discharged the army and started looking for a job and a career.

What is our first memory of the New England Real Estate Journal?

Approximately 1968 when I met Steve Karp who was influential in the early development of the Journal.

Tell me about your career.

General Sign & Light was formed in 1973 and started in a small garage in Needham, Mass. with three employees and three service vehicles

The company was founded just months before the gas & energy crisis of the early seventies. Our primary business was sign and lighting maintenance at a time when the government was restricting non-essential lighting. We had to make deals with local service stations to avoid the long lines for gas. In 1976 I bought the Newton Norman Sign Company that was primarily a commercial company in Newton. We expanded the company into architectural signage and developed relationships with developers and general contractors to manage & manufacture large site project signage.

What are you doing now?

After 35 years as a manufacturer of architectural and commercial signage, General Sign merged with Poyant Signs of New Bedford. We now have 75 employees and operate a modern 50,000 s/f sign plant. I manage our Boston and eastern Mass. office located in Needham.

Donald Saunders

A good business/friend of the Journal since 1963, Donald, a Belmont Hill and Brown Univ. graduate, took over the reigns of his father's thriving real estate firm in Boston's Back Bay that same year.

Irving Saunders & Associates owned and managed many of the prime properties in the Newbury St.

and Beacon Hill area.

One of the more interesting investor/managers, Donald diversified into the television field, hotels, office buildings and a parking garage.

He even married a famous movie actress. He has always been a loyal Journal supporter and continues to be a major advertiser.

Larry Schlager

Where were you on Jan. 17, 1963?

In 1963, all of Bullfinch's efforts were devoted to developing one of the first office buildings in the new Government Center area - 25 New Chardon St. We were pre-leased, with the United States Postal Service entered into a long-term occupancy of three floors and the Royal Insurance Company committed to the balance of the building. That was one of the most difficult and exciting projects I was involved in, primarily due to BRA control.

What is your first memory of the New England Real Estate Journal?

My recollection and introduction to the New England Real Estate Journal in 1963 was through your personal encouragement for us to advertise our new developments in your publication. At that time, we were constructing First National Stores shopping centers in Portland, Maine and Bedford, Massachusetts.

Tell me about your career.

One of our most memorable projects included the purchase of close to 500,000 s/f of property, formerly occupied by Raytheon, and demolishing a number of buildings to adequately accommodate parking for what would become the 250,000 s/f Chapel Bridge Building and Industrial Park.

Another memory from that time involved taking over the First National Bank of Boston project, due to the previous developer encountering difficulties. The final result was 15 New Chardon St., a 7- story office building adjacent to the previously awarded United States Post Office/Royal Insurance building.

What are you doing now?

I am currently involved in the management of Chapel Bridge Park and actively seek and acquire new investment and development opportunities in southern Florida, which has become my primary residence.

Barrie Shore

Where were you on Jan. 17, 1963?

I was managing the new White City Shopping Center in Shrewsbury, Mass., then owned by my father, Albert Shore.

What is your first memory of the New England Real Estate Journal?

I do not remember

Tell me about your career.

My family acquired the property, which became White City Shopping Center during 1962, at which time I worked along side my father operating the shopping center. Through the years I was able to add 4 significant new buildings to White City Shopping Center in addition to acquiring the land for our twin center, White City East Shopping Center. I have greatly enhanced both shopping centers by major improvements and installing 2 brand new pylon signs. We are 97% leased and have thirteen different restaurants in varying types, which collectively attract many customers to our centers.

What are you doing now?

I still own and manage both shopping centers.

Stanley Sidel

Where were you on Jan. 17, 1963?

I was a lieutenant in the Army stationed in Korat, Thailand

What is your first memory of the New England Real Estate Journal?

I started reading the Journal when I switched to commercial mortgage finance in the early 1970s. I remember meeting with Rolly at the Journal headquarters very early on. Rolly convinced me of the benefits of advertising in the Journal. He was right. I have been reading the Journal ever since.

Tell me about your career.

I started in the real estate business in 1971 when I founded Spectrum Financial Corp. in Boston. Originally we were in the business of arranging venture capital. One day I was asked to arrange a mortgage for a nursing home. I arranged the financing and decided I really liked the commercial mortgage brokerage business, which has been my focus since that time. All of my business activities have centered on real estate finance.

Among my most memorable financings included meeting Vince McMahon and his crew while arranging financing for the World Wrestling Federation headquarters in Stamford Conn. Also working with Bob DeMarco and then Dan DeMarco on many property financing for the Campanelli Companies including the Stop & Shop headquarters in Quincy and the TJX headquarters in Natick.

What are you doing now?

I am now a senior advisor with EagleBridge Capital, a very exciting mortgage banking firm located in Boston.

Richard Simmons

Richard Simmons taught many appraisal courses for the Mass. Realtor Board and when he discovered the Journal he would regularly distribute copies to all of his students. Between 1952 and 1963 Richard worked as a broker for the Robert Stone Company in Lynnfield and sold Carl Yastremski his first house.

In 1963 he opened his own firm, received his appraiser designation in 1965 and (most proud) in 1970, his CRE.

For over twenty years he wrote appraisal columns for the Journal replacing the industry's most beloved appraiser, John Hewitt. Richard retired in 2002.

His son Richard Jr. is chief assessor for the town of Belmont.

Chuck Snell

Where were you on Jan. 17, 1963?

In 1963 I was a junior at Penn State University, preparing the school's faculty for the future emergence of Jeff Keller (PSU class of 1971).

What is your first memory of the New England Real Estate Journal?

We first became aware of the Journal in the mid 1990s.

Tell me about your career.

We actually started in construction after college: Carrier Corp. (Syracuse, N.Y.), then a design-build company (St. Louis, Mo.). In 1976 we started New England Design Associate (Worcester, Mass.) a design-build and commercial R.E. Development company. Later we changed the company name to NEDA Development. The Veteran Administration Outpatient Clinic in Worcester in the early 1980s was our first significant development. The VA clinic in Ponce, PR. required converting a former sugar cane field into modern day roads and a state of the art medical clinic (100,000 s/f) for the VA

(design-build & lease back).

What are you doing now?

I am semi-retired living in St. Augustine with my fingers in a few commercial development projects such as the project in PR., one in Conn. and another in Mass.

Richard Spaulding

Back in the early seventies I visited three gentlemen, George Slye, Chuck Spaulding and Dick Spaulding, who were in the process of starting a development company - Spaulding & Slye. The firm became a major success in the area and was later purchased by Jones Lang LaSalle in Nov. of 2005.

Dick opened his own management and development company in 1975. He credits the Christian Science Monitor who carried a BRA invitation to bid on One Washington Mall in Boston's Government Center while the rest of Boston's newspapers were on strike. He credits the Journal's stories with keeping his company's name in front of prospects. Today he skis in Aspen and sugars in Cabot, Vermont.

His daughter, Sharon, runs Spaulding Management Company.

Sidney Spiegel

Where were you on Jan. 17, 1963?

Attending Boston English HS

What is your first memory of the New England Real Estate Journal?

Started reading issues of the Journal when I came in to the business

Tell me about your career.

I started working with Hunneman Mortgage in the 1970s.

What are you doing now?

I am vice president, commercial division of NE Moves Mortgage.

Jack Spurr

Where were you on Jan. 17, 1963?

I was junior at Rockland (Mass.) High School.

What is your first memory of the New England Real Estate Journal?

Among my earliest memories is the pleasure of meeting Ben Summers at a real estate board function.

Tell me about your career.

I interned for a summer with Leggat McCall & Werner in 1969. I changed from an accounting career to real estate, joining A. W. Perry, Inc. in 1982. A few real estate business activities that I found most memorable include the historic renovation of the Berkeley at 420 Boylston St. and being involved in the development of 125 Summer St.

What are you doing now?

I am president of A. W. Perry, Inc.

Anthony Tambone

Where were you on Jan. 17, 1963?

I was living in Winchester, Mass. with my office located at 90 Main St. in Reading. I h