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# BISNOW

PRESENTS

# BOSTON STATE OF THE MARKET

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REZNICK GROUP**

THURSDAY, SEPTEMBER 30, 2010

RENAISSANCE BOSTON WATERFRONT

## EVENT OVERVIEW

We're excited to bring Boston our first Bisnow Breakfast & Schmooze, combining exceptional networking and the information needed to thrive in a challenging market. Our star panel of Developers and Owners including Bryan Koop of Boston Properties, Tom Alperin of National Development, Andrew Maher of Equity Office and Justin Krebs of Normandy will kick off the event to give their perspectives on the Boston commercial real estate market. They'll be followed by a panel of other illustrious speakers to be announced.

Join Bisnow and the leaders of the Boston CRE community on September 30th at the Renaissance Boston Waterfront Hotel to gain invaluable information, insight, and (of course) schmooze time.

**Thursday, September 30, 2010**

**Renaissance Boston Waterfront**  
606 Congress Street  
Boston, MA

## FEATURED SPEAKERS



**Bryan J. Koop**  
SVP and Regional  
Manager - Boston  
Boston Properties

Boston Properties's portfolio consists of 144 properties comprising 38M SF. It's Boston portfolio consists of 48 in-service properties comprising 9M SF. Bryan oversees the operation of the firm's existing regional portfolio in the Boston area, which includes the Prudential Center and Cambridge Center. He is Chairman of the Back Bay Association and a member of the Board of Directors for the Massachusetts Chapter of NAIOP.

## Agenda

<b>7:00 AM – 8:00 AM</b>	Breakfast & Schmooze
<b>8:00 AM – 9:30 AM</b>	Program
<b>9:30 AM – 10:00 AM</b>	Post-Game Schmooze

**Early Bird Price \$39**

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**Andrew Maher**  
Managing Director  
Equity Office  
Properties

Equity Office's portfolio contains 59M SF of Class A office space in 400 buildings in the US. The Boston portfolio contains 11.7M SF. Andrew oversees leasing in the greater Boston area. Some of his notable assignments include One Boston Place, 33 Arch Street, and 101 Arch Street, and some of his notable clients include the Blackstone Group, TIAA-CREF, SITQ, The Congress Group, Archon Group and the Boston Red Sox. Previously, he was a partner at CBRE and responsible for \$3B in leasing and sales transactions.



**Justin D. Krebs**  
Principal  
Normandy Real  
Estate Partners

Normandy has acquired or developed 25M SF of commercial space, 2,500 residential units, 1,100 hotel rooms, and numerous land development sites. Its current Normandy Real Estate Fund II has \$300M of equity capital commitments and its previous Normandy Real Estate Fund is fully invested and committed with \$3B of total asset value. Justin directs the firm's New England real estate investments, and previously, as VP and Sr. Acquisitions Officer at JP Morgan Investments, he sourced, negotiated, underwrote, and closed \$4B of commercial property.



**Thomas M. Alperin**  
President & Founding  
Partner  
**National  
Development**

National Development has developed 15M SF in New England, including 1,000 multi-family apartments, 19 senior housing communities and 5 hotels, and its Asset Management arm manages 6M SF. The Newton-based firm provides development, construction, asset management and investment acquisition services across many product types.



**John Fowler**  
Executive Managing  
Director  
**Holliday Fenoglio  
Fowler (HFF)**

HFF averages 2 closings per business day and has closed \$230B of transactions since 1998. John has completed 700 real estate transactions valued at \$18B over 20 years with HFF. Also an Operating Committee Member, he is responsible for the overall direction of HFF's 17 offices nationwide with specific responsibility of overseeing the Boston and New York operations. Additionally, he is Vice Chairman of the Board.



**William McCall, Jr.**  
President  
**McCall & Almy**

Known as the "Dean of Boston Brokers," Bill has counseled institutions, corporations, and property owners on valuation, acquisition, disposition, and leasing of real estate for 45 years. Prior to founding McCall & Almy, he founded

Leggat McCall & Werner and served as Chairman and CEO of Leggatt McCall/Grubb & Ellis. Also, he was President of The Greater Boston Real Estate Board.

## MODERATOR



**Douglas M. Husid**  
Co-Managing Director  
Goulston & Storrs

Doug has far-ranging expertise in real estate development, public and private finance, legislation, and statutory, regulatory, and financing issues in the transportation field. He has a recognized expertise in development and permitting of large-scale projects. Before Goulston & Storrs, he served as Chief of Staff for the Massachusetts Executive Office of Transportation and Construction.

*More speakers to be announced*