

What was your most notable project, deal or transaction in 2019?



Scott Schwefel
Shipman, Shaiken & Schwefel LLC

Our firm negotiated reductions in property taxes for property owners in Conn. and Mass. One notable case involved a skilled nursing facility in Farmington, CT: The property's assessment was reduced by 25%, saving the owner more than \$250,000 for the current 5-year revaluation period.



Ted Hoyt
Hodson Realty, Inc.

We sold a 2.6 acre residential development site on Main St. in Stratford, CT. The property is located in a transit-oriented district and sold for \$1.15 million and will be developed to include an apartment complex.



Kathleen Bartels
LLB Architects

I am particularly proud of the growth of our Worcester office which opened in 2018 under the leadership of associate principal Aimee Lombardo. As Worcester practice manager, Aimee leads a wonderful staff who are based there full-time. In addition, many of us spend time working out of that office and meeting with local clients. Our current projects in Worcester are exciting ones that engage the local community – from helping transform the Worcester Public Library to renovations on the Worcester DCU Center and the Worcester Ice Center. It has been a busy year for us and for the Worcester area with a lot of redevelopment activity. I am delighted to share that we are about to begin work on designing a new space for a local charter school. I have a long history working on K-12 projects, so this is a project that I am personally very excited about!



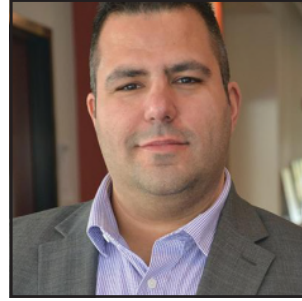
Karen Pollard
Town of New Milford (CT)

My most notable project was to complete a hotel study, and turn it into an active project for an 88 room hotel in a couple of weeks. The project is in the site analysis phase and should have a location announcement in Q1 of 2020.



Robert Marcus
Rbt. Marcus R.E./Home Maint. Org.

We had several projects during the end of 2018 and 2019 that were completed on time and on budget and expanded our client base to several new communities outside of the metropolitan Boston area.



Alvaro Ribeiro
Dacon/PDA

The most notable project was opening of the 134,000 s/f indoor sports complex for the Boston Sports Institute. This multi-use recreation center consists of two NHL regulation rinks, indoor turf fields, two swimming pools, and fitness studios.



David Skinner
The Stubblebine Co./CORFAC Int'l.

The most notable deal was the sale of 33 Sword St., Auburn, Mass. The property is a 75,000 s/f building that closed in January 2019 for \$4.45 million (\$59 per s/f) and took 15 months from start to finish.



Ross Fairbanks
Fairbanks Energy Services

This year, Fairbanks Energy Services completed a four-year series of projects with Boston's two largest hospitals. Over time, I'm proud that we've helped them save well over 15 million kWh annually through energy efficiency. Taking place across more than 30 buildings, these projects have delivered substantial energy savings, lowered maintenance requirements and decreased carbon emissions.



Dennis Swart
DJSA Architecture, PC

In 2019 we designed, and recently broke ground on a first class, oceanfront function space on Cape Cod. This facility will be one of the regions premier function facilities. Along with a large main level function room that opens to a lawn facing the ocean, a new second floor bar, meeting space and roof deck offer amazing views and year round versatility for our client and their guests.

For full responses,
please visit
www.nerej.com

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What was your greatest professional accomplishment in 2019?



Scott Schwefel
Shipman, Shaiken & Schwefel LLC

We are proud to have grown our real estate law practice, including commercial transactions and property tax matters, in both Conn. and Mass. For the fifth consecutive year our firm was listed in the *U.S. News Best Lawyers* "Best Law Firms" list, in three practice areas: Real Estate Law, Real Estate Litigation, and Commercial Litigation.



Ted Hoyt
Hodson Realty

Successfully concluding the sale of a 44-unit development site after 8 years representing the owner.



Drayton Fair
LLB Architects

I am particularly proud of the fact the LLB Architects had five projects selected by AIA Rhode Island to receive Design Awards this year. They highlight our work in education – both higher education and K-12 – as well as in designing public libraries to engage communities. I have spent more than 30 years working with public institutions throughout New England and I have a special place in my heart for libraries which are truly the lifeblood of a community. To see the work of our talented team recognized by our peers is wonderful. Our recent projects at the Franklin Public Library and the Weston Art & Innovation Center, which is a maker space branch of the Weston Public Library, show the future of libraries. These are the gathering spaces of the future and I am excited to be a part of it!



Robert Marcus
Rbt. Marcus RE/Home Maint. Org.

Both companies expanded their client base and as a team, we provided professional offsite training for our team members.



Dennis Swart
DJSA Architecture, PC

Our client base includes all of New England and beyond. So, to better serve our clients we have started the process of obtaining licensure to practice architecture beyond New England. I recently obtained my Florida architectural license. As we move into 2020, we will be pursuing licensure in more states along the East Coast.



Greg Beeman
ABC-Mass. Chapter

Seeing that our association efforts to promote construction careers helped bring some great new talent into our industry.



Karen Pollard
Town of New Milford (CT)

Accepting the economic development director position in New Milford and launching a new strategic plan for both the town economic development department and the economic development corp.



Kurt Montagno
Montagno Construction

As the year ends and we look back at all we accomplished this year, we feel especially proud of celebrating the collaborative camaraderie of Montagno Construction's team in mid-December. The amity, friendship, and mutual respect of our team members shines brilliantly as we rock our holiday luncheon each year! We gather in private, cozy, fire-lit rooms with spirits flowing and our spirits rising. The care and kindness of each person are expressed in small group conversations, our shared sumptuous meal, and personalized gifts that bond us together. It is a joy to work with such talented, considerate, fun-loving people; and it is one of the true joys of my professional life to host our annual holiday party.



Ross Fairbanks
Fairbanks Energy Services

As COO at Fairbanks Energy Services, I am proud to have supported growing our team by over 30% this year while simultaneously achieving my own personal stretch goal for sales. Maintaining the balance between executive leadership development and feeding my professional motivation in a sales role has been challenging, but also very rewarding watching our company and employees grow in size and ability.

We are wrapping up our best sales year to date, since company inception in 2014, and it's been very satisfying to watch the right team, combined with a proven services offering, deliver successful energy savings projects for businesses in New England and across the U.S.

For full responses, please visit: www.nerej.com

*Sending our best wishes
for a joyous holiday season
and a prosperous 2020*

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