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*invites you to*

## *The Annual "State of the Market" Luncheon Program*

**Tuesday  
January 29, 2019**

**11:30am-12:00pm**

Registration

**12:00-12:30pm**

Lunch

**12:30pm-1:30pm**

Program

**The Waters Edge at Giovanni's**  
2748 Boston Post Rd, Darien, CT

This is always our most popular program.  
Register early!!!

**Thanks to our luncheon sponsor!**



## **Ted Ferrarone**

*Building & Land Technology*

As Chief Operating Officer, Ted Ferrarone is responsible for the day-to-day operations of BLT'S Harbor Point project, a seven million square foot mixed use development on the Stamford waterfront. Mr. Ferrarone has been involved in the Harbor Point project since inception and has been instrumental in the acquisition, planning, management, and financing of the Project. Ted is a member of Building and Land Technology's Management Committee and is responsible for the strategic development and ongoing management of the platform.

## **Thomas Madden**

*City of Stamford*

Mr. Madden was appointed Director of Economic Development for the City of Stamford, CT in June 2014. Previously, he held the position of Commissioner of the Department of Community Development and Conservation for the Town of Greenburgh, NY. Thomas has been instrumental in the development of new economic and environment standards in his professional career, including administrative procedures and policies to retain, restore and expand the commercial and industrial tax base of the community, and the adoption of Green Building code for new site development.

## **Jim Fagan**

*Cushman & Wakefield*

Jim Fagan is the Senior Managing Director of Cushman & Wakefield of Connecticut, Inc., responsible for the management of its Stamford, CT and Westchester County, NY offices. Since joining C&W in 2003, Mr. Fagan has been responsible for the oversight of several hundred millions of dollars in transactions annually. Currently, Mr. Fagan is involved in the continued development of C&W's national and global platform. He sits on several internal advisory boards and was instrumental in the creation of C&W's Future Leaders Program.

*Southern CT BOMA invites you to ...*

# ***The Annual State of the Market Program***

Our annual "State of the Market" program has a distinguished panel made up of some of the most active commercial real estate professionals in the area. This year the panel includes Ted Ferrarone of BLT, Thomas Madden of the City of Stamford, Jim Fagan of Cushman & Wakefield, and Cory Gubner of Newmark Knight Frank (formerly of RHYS).

The program will cover the industrial, office, retail and investment sales sectors. Our panel will discuss trends anticipated for 2019 and how the commercial industry fared in 2018.

## **MODERATOR**

### **Cory Gubner**

*Newmark Knight Frank*

Cory Gubner, founder, president and CEO of Stamford commercial real estate firm RHYS, has joined Newmark Knight Frank in that firm's Stamford office. Gubner has more than 30 years of experience serving commercial real estate clients and has overseen transactions with an aggregate value of several billion dollars. RHYS was Gubner's third entrepreneurial venture. He spent 10 years at Pyramid Real Estate, rising to full partner in 1995, before leaving in 1998 to form Chase Commercial, which he merged with GVA Williams in 2002 and sold to FirstService Corp. in 2008.

Southern CT BOMA

**Please register by  
Friday, January 25, 2019**

*This program is included if you paid for programs with your dues.*

Register online at [www.soctboma.org](http://www.soctboma.org)

Fax to 860-286-0787

Email: [asutton@ssmgt.com](mailto:asutton@ssmgt.com)

or send this registration form and check made payable to:

**Southern CT BOMA, PO Box 30  
Bloomfield, CT 06002-0030**

Name: \_\_\_\_\_

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Company: \_\_\_\_\_

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BOMA Member: \$45 Non Member: \$75

Check # \_\_\_\_\_ Amount \_\_\_\_\_  
(noting program date and attendee's name)

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Any questions, please call Jeannie or  
Audrey at 860-243-3977