

Large Blocks of W&M Class-A Space Available

First Stamford Place

First Stamford Place can now offer significantly sized blocks of space for lease. We have a total of about 120,000 square feet in two blocks becoming available for occupancy this summer. The word is out and broker and tenant visits have been very active.

Legg Mason's restacking and long-term renewal, through 2024, to house their asset management group within 150,000 square feet at 100 First Stamford Place, has freed up roughly 90,000 square feet of top-quality space in "move-in" condition, formerly occupied by Citigroup's asset management division – acquired by Legg Mason in late 2005. There is an additional 30,000 square feet formerly occupied by Weekly Reader, which we will "white box" in preparation for one or multiple tenants... brokers, watch for an invite to see the space.

"This exciting opportunity for a substantial amount of high-quality space provides a great opportunity for larger and smaller firms looking for trophy space in Stamford within walking distance to the Stamford Transportation Center and within the Enterprise Zone," says Jeffrey H. Newman, executive vice president of W&M.

MerrittView

At MerrittView, 21,000 square feet opened up at our high-profile Norwalk property in the hot submarket at the Merritt Parkway and Route 7.



First Stamford Place, Stamford, Connecticut

This fourth-floor vacancy with panoramic views now comprises three separately demised, contiguous units, but can easily be consolidated for a single tenant.

500 Mamaroneck Avenue

Our Class-A, award-winning Harrison property, 500 Mamaroneck Avenue, now offers 12,000 square feet of contiguous space. This, too, can be divided for multiple tenants or be leased as a single unit. We are now preparing to demolish portions of the interior build-out, and will host a broker function within the space this summer.

"All of our properties provide top-notch services and such amenities as fitness centers, conference facilities, shuttles to town centers and train stations and in-house restaurants or grills," adds Mr. Newman.

"Plus, the locations of all of our properties are unbeatable, with Metro North lines either within walking distance or only a short shuttle ride away."

For more information on any of these spaces or other availabilities throughout our distinguished portfolio, please visit our website, www.wmproperties.com.

White Plains: An Urban Center with Its Own Suburbs

The ongoing transformation of White Plains into a thriving 24/7 urban center with many cultural, entertainment, residential, dining, retail and business opportunities is paying handsome dividends. No longer just a suburb of New York City, White Plains is now a city with suburbs of its own.

Examples of high-profile mixed-use developments that have helped White Plains' develop into a dynamic nexus of business and social activity include: White Plains City Center, a massive \$300 million mixed-use property that houses retail and two residential towers; Ritz-Carlton Westchester and the Residences at the Ritz-Carlton (luxury hotel, condominiums and retail) at the Renaissance Plaza complex; The Westchester (one of the most successful malls in the United States) and The Source at White Plains, and Bank Street Commons.

Plus, the convenience of the White Plains Transportation Center makes travel to and from Manhattan and the Westchester suburbs quick and easy; just 31 minutes non-stop to Grand Central Terminal on new trains. In fact, demand by businesses for Class-A space, especially at the Transportation Center, has reached an all-time high. And White Plains' emergence as a prosperous city has had a trickle-down effect, with its surrounding suburbs, like Harrison, reaping tangible benefits.

"The high demand and escalating rents in White Plains are a direct result of the city's renaissance," says Jeffrey H. Newman, W&M's executive vice president. "This has led to greater interest and activity throughout



Ten Bank Street



The flagship of W&M's suburban portfolio, Metro Center, has won The Office Building of the Year (TOBY) award from the Building Owners and Managers Association (BOMA) for the Middle Atlantic Region, which includes Mass., Conn., N.Y., N.J., D.C., Pa., Va., and Md. This award now qualifies Metro Center to be entered into BOMA's international competition. The building also won the TOBY for the Southern Connecticut chapter of BOMA.

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W&M Goes Green with Hybrid Vehicles

Fairfield and Westchester County drivers are beginning to notice W&M Construction Corp.'s brand new fleet of SUVs on the road. Those shiny, white Ford Escape Hybrids certainly look good – and they are only the latest step in W&M's efforts to embrace the most environmentally responsible practices throughout all of its operating divisions.

Our newest initiative in eco-friendliness is the conversion of our entire fleet of 22 construction pick-ups to Ford's fuel-efficient, low emission hybrid, a vehicle that has a small gas engine combined with an electric motor that will significantly decrease W&M's carbon footprint. Eventually, all of the W&M vehicles, including the leasing team's and maintenance division's vehicles, will be replaced with hybrid sedans and SUVs, allowing W&M, over time, to reduce materially the discharge of harmful carbon emissions that play a critical role in global warming.

"As business leaders in Fairfield and Westchester Counties, we feel it is our responsibility to demonstrate, through our actions, our commitment to helping the environment," says Tim Yahn, president of W&M Construction,



which is the first W&M division to begin using the hybrids. "We understand our industry's impact on the environment, and we are trying to be responsible stewards of the earth and reduce the amount of carbon we emit."

The decision to go to hybrids is part of W&M's overall commitment to improving the environment, which includes our recent involvement in sustainable design projects and Leadership in Energy and Environmental Design (LEED) rated work, such as the plans for Metro Tower at the Stamford Transportation Center to be LEED-certified, Gold. The firm also received a GreenCircle Award in 2005 from the Connecticut Department of Environmental Protection for its electronics-recycling program, through which the firm has collected and recycled electronics from tenants throughout the portfolio. It is an extension of the firm's Universal Waste recycling project for fluorescent lamps and batteries.

"We pride ourselves on integrating green technologies into our business," Mr. Yahn adds. "The hybrids reflect this ongoing mandate from our ownership, the Malkin family. W&M will be able to save a lot of gasoline, thus reducing

dependence on foreign oil, as well as reducing carbon emissions where we do business."

In fact, as fuel-efficient vehicles, getting about 36 miles per gallon, the hybrids are extremely cost-efficient, in addition to being green.

MEET YOUR NEIGHBORS

W&M Properties would like to welcome the newest additions to its tenant roster and recognize firms that have renewed their leases or expanded their spaces.

Fairfield County

First Stamford Place

Global asset management firm **Legg Mason & Co., LLC** has signed a lease for 150,874 square feet at 100 First Stamford Place through 2024.

Spherion Corporation, an employment agency, has renewed its lease for 3,440 square feet at 100 First Stamford Place through 2012.

Metro Center

Olympus Growth Fund IV, L.P. has signed a 2,414-square-foot expansion on the fourth floor for the next five years.

Arredondo & Co. signed an early renewal for its subsidiary, Westy Storage Centers. It will occupy 7,027 square feet on the seventh floor through 2,016.

Westchester County

500 Mamaroneck Avenue

I-Behavior Inc., a provider of data-based targeting services for direct-channel marketing companies, has signed a five-year lease on the third floor, where it will occupy 2,716 square feet.

Senior Care Development has signed a ten-year, 1,024-square-foot expansion lease on the fourth floor.

Universal Remote Control Inc. has signed an expansion lease for 2,476 square feet on the fourth floor. The firm now occupies 12,504 square feet.

National catalog and online retailer **Lillian Vernon Corporation** has signed a five-year lease for 3,289 square feet on the second floor.

Ten Bank Street

The Paul Revere Life Insurance Company has signed a five-year, 3,236-square-foot lease on the sixth floor.

Real estate investment firm **Rockwood Capital LLC** has signed a ten-year, 13,025-square-foot lease on the 11th floor.

Evolution Markets, a consulting and risk-management advisory firm, has renewed and expanded its lease. It now occupies 10,279 square feet for the next six years.

Liberty Mutual Insurance Company, a Boston-based global insurer, has signed an early renewal for 8,979 square feet on the tenth floor for five years.

Metro Tower Part of Metro Green Application Filing



Metro Tower, pictured here, is part of W&M's proposed Metro Green mixed-use development in Stamford. The Stamford Advocate noted that Metro Green will be one of the first, (and the largest), projects in Connecticut "to meet the 'green' design standards of the United States Green Building Council." Reporting on the city's review of W&M's project preapplication, the Advocate said: "The project is unique because it would combine several features the city should want – transit-oriented development, on-site affordable housing at nearly double the amount required, consistency with the city's Master Plan and environmentally sensitive design." Private previews of plans for Metro Tower are now available, contact Jeff Newman.

PARTNERING FOR SUCCESS

We would like to thank our friends in the brokerage community who negotiated leases with us since the publication of the fall 2006 issue of W&M Talk:

- **AMBAR Realty Group**
Amy Lerner, managing partner
- **CFN Properties**
Richard Novak, broker
- **CRESA Partners, Boston**
Robert Shulman, managing partner
- **Cushman & Wakefield**
Maureen O'Boyle, senior director
Christopher B. O'Callaghan, senior director
Peter J. Sweetser, director
- **CB Richard Ellis**
Sylvia Andis, client transaction manager
William V. Cuddy, Jr., senior vice president
- **Casey J. Hirschhorn**, senior financial analyst
- **Kevin Langtry**, associate
- **Christopher Mansfield**, vice president
- **Douglas P. Marlow**, executive vice president
- **Michael Nelson**, senior associate
- **Thomas R. Pajolek**, senior vice president
- **Kenneth D. Rapp**, executive vice president
- **Hilarie Siles**, senior associate
- **Goldschmidt & Associates**
Laurence London
- **Newmark Knight Frank**
Noel Flagg, senior managing director
- **Trammell Crow Company**
R. Kemp Conrad, broker

HEARD IN THE HALLWAYS

“As a real estate firm, Rockwood Capital has a keen understanding of quality real estate. After a thorough analysis of the Westchester and Fairfield markets, the firm chose Ten Bank Street, a quality building with a quality owner, in a great location near the White Plains Transportation Center. Plus, the emergence of White Plains as a truly vibrant cultural, residential, tourist and business center provides an additional significant benefit to the firm.” — says **Christopher B. O’Callaghan**, senior director at Cushman & Wakefield, who represented Rockwood Capital in its move from Greenwich, Conn.

W&M Pitney Bowes HQ Project: Rebuilding and Recycling

When Pitney Bowes needed help reorganizing its world headquarters in Stamford, the Fortune 500 firm turned to W&M Construction Corp. Through a complex restacking of Pitney Bowes’ offices, W&M Construction is building an innovative and efficient space for its client – all the while maintaining a fully functioning working environment for its employees within the same building.

What’s more, the project has made use of environmentally friendly practices to minimize the impact of the construction process on the environment.

The project requires W&M Construction to restructure 124,000 square feet on the fourth and fifth floors of the six-story building, which is located at One Elmcroft Road in Stamford. The project is a complete tenant fit-out that began last August and will be finished this May.

“This is the functioning world headquarters of a major corporation; you can imagine how important it is to them and us to do things effectively and allow them to do their work while we do ours,” says Frank Lovello, an estimator at W&M Construction, who worked on the Pitney Bowes project. “The architect designed the space for more efficient utilization, without making it over-crowded. We retrofitted and restacked the floors and implemented the architect’s plans to ease the flow of traffic in the building, including adding a three-floor staircase and two bridges.”

A communicating staircase goes from the third floor to the sixth floor, while the bridges connect areas of the building that are far from each other, allowing for more than one route

from point “a” to point “b.” These structures will help alleviate congestion throughout the building.

Performing this massive overhaul while employees continued to work there has required W&M Construction to plan ahead carefully to rotate people in and out of spaces under construction.

Most notable of the environmentally friendly construction techniques implemented by W&M Construction to satisfy Pitney Bowe’s objectives are the 193 tons of recycled material saved from going to landfills. On top of this feat, the project also used 100 percent recyclable drywall; wheatboard, which is made of fast growing wheat (instead of plywood, which is made from trees); and paints and glues with low or no VOC, which means little or no emission of harmful chemicals.

“We’re thrilled to work with a company like Pitney Bowes on its space needs, as well as to fulfill its mandate to use a more eco-friendly process to develop a better working environment,” says W&M Construction president Timothy Yahn.

Based in Stamford, W&M Construction is a full-service general contractor and construction manager, specializing in commercial ground-up construction, interiors and building rehabilitation. Since its founding in 1987, the firm has completed over 2,000 projects throughout Fairfield and Westchester County and surrounding areas, including corporate offices, medical/hospital, retail, industrial, private and public work. W&M Construction is the construction arm of the Malkin family, and is an affiliate of W&M Properties.



W&M Construction rebuilds Pitney Bowes’ world headquarters in Stamford using sustainable construction practices.



W&M partnered with The Thomson Corporation to organize a Volunteer Fair, during which non-profit representatives were available to share information about the programs and services each offers. Among the organizations participating were CTE, Cystic Fibrosis Foundation, Domus Kids Foundation, Juvenile Diabetes Research Foundation, Keep Stamford Beautiful, Mayor’s Office mentoring program, NRZ, Stamford YMCA, The Volunteer Center, United Way of Stamford and Yerwood Center. Members of these organizations, as well as tenant employees at Metro Center, are pictured above.



The 40th anniversary dinner celebrating CTE’s service to Stamford’s South End was attended by (left to right) Polish National Youth Baseball Foundation member Al Koproski, W&M’s Metro Center property manager Patrick Phibbin, CTE’s president and CEO E. Phillip McKain, and South End residents Jenene and John Karamon.

W&M Properties and Its Tenants Support Local Charities Year Round

W&M Properties donates a great deal of time and resources to many worthwhile charitable organizations in Fairfield and Westchester Counties as a way of giving back to the communities in which we do business.

As we have consistently done in years past, W&M once again sponsored the **Westchester-Putnam Counties Special Olympics, Fairfield/Westchester Counties March of Dimes, Stamford Center for the Arts, and the White Plains Beautification Adopt a Park Program.**

This past spring, W&M employees planted flowering annuals at the **CTE Lathon Wider Community Center**, in conjunction with the annual spring clean-up and planting campaign sponsored by **Keep Stamford Beautiful.**

Each Thanksgiving, W&M sponsors a giant helium balloon in Stamford's annual **Thanksgiving Day Parade**, a project of the **Downtown Stamford Special Services District.**

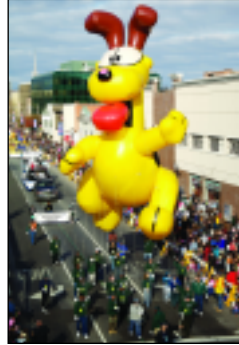
Our annual food drives at our buildings support **St. Luke's LifeWorks, Bread & Roses, The Salvation Army of White Plains and Norwalk Emergency Shelter.** We also sponsor a year-end holiday gift drive in our buildings so that our employees and tenants may donate



Metro Center property manager Patrick Philbin, (back row, second from right), a member of the board of Stamford's Neighborhood Revitalization Zone (NRZ), gives Thanksgiving turkeys to community residents, with NRZ president Sheila Barney (back row, third from right). W&M donates the turkeys each year to the NRZ for distribution at Thanksgiving.

gifts to the **U.S. Marine Corps' Toys for Tots** and **The Westchester County Salvation Army's "Wish Upon a Star"** programs.

Another philanthropic initiative undertaken annually by W&M is our Show, Lease and Win™ program, through which we donate more than \$5,000 to the **United Ways of Westchester County, Stamford and Norwalk** in the name of the brokerage firms with the most signed leases in our Westchester and Fairfield properties.



Downtown Stamford 2006 Thanksgiving parade

W&M also works to raise money and equipment for the **Polish National Youth Baseball Foundation**, which distributes equipment to underprivileged children in Poland and Central Europe. This year, in addition to the annual check W&M gives to the organization, we also sent a flyer to our tenants, asking them to donate used athletic equipment.

W&M's charitable reach also extends to the future development of the Stamford community through our support of **Stamford's South End Neighborhood Revitalization Zone**, an initiative aimed at beautifying this neighborhood, and **The Mill River Park Collaborative**, an organization of public service, neighborhood, business and municipal government representatives committed to the full realization of the potential for a new Mill River Greenway.

Finally, in a new addition to its list of charitable outreach programs, W&M worked with tenant The Thomson Corporation to organize a non-profit **Volunteer Fair**, which was a forum for local charities to reach potential volunteers and share information about programs and services. In addition, W&M and Thomson are now working on establishing a program for literacy volunteers in Stamford and Greenwich to combat illiteracy.

buildings, especially those in close proximity to downtown White Plains and easily accessible to Manhattan, and our trophy property in Harrison fits the bill," says Mr. Newman.

Over the past year, the firm has signed several leases at 500 Mamaroneck Avenue with firms relocating there from Manhattan and Fairfield County. For more leasing opportunities in both 500 Mamaroneck Avenue and Ten Bank Street, please visit our website, www.wmproperties.com.

Tenant Profile Evolution Markets Expands Green Business At Ten Bank Street

When the world's largest global broker of environmental commodities, Evolution Markets Inc., began to outgrow its Wall Street offices in 2002, it found a new home at Ten Bank Street in downtown White Plains, where it could accommodate its initial space requirement and its anticipated future expansion needs.

With the rapid growth of this field, Evolution Markets was sure to feel the space crunch. In fact, over the last five years the firm has grown 199 percent, according to a Deloitte & Touche USA LLP survey. It has recently signed a lease expansion and extension, giving the firm a total of 10,279 square feet through 2013.

"When we decided to move our headquarters to Ten Bank Street, we were growing rapidly," says Andrew Ertel, President & CEO of Evolution Markets. "Our new home had to accommodate our new needs – namely, advanced infrastructure technology, a professional office environment from the lobby to our trading floor, the ability to expand and the right geographic location that would suit our employees in Westchester, Manhattan and Long Island. Ten Bank Street was the obvious choice."



Andrew Ertel, President and CEO of Evolution Markets, on the firm's trading floor at Ten Bank Street.

As a company leading the commercialization of environmental financial products since the firm was established in 2000, Evolution Markets assists governments and companies around the world in trading a variety of energy and environmental markets.

The firm is also active in providing a broad range of investment banking services to the clean energy sector and provides guidance to corporations seeking to reduce their own carbon footprint. Evolution Markets does this on an international scale, developing projects in China, Latin America and Africa that have greatly reduced greenhouse gas emissions.

"Our firm is truly global, with offices in San Francisco, Calgary, London, Prague and Bratislava, but our headquarters are here in White Plains," says Mr. Ertel. "The first-rate facilities and capabilities – especially the technology – available to us at Ten Bank Street have enabled us to bring together our global enterprise efficiently and effectively to serve our clients."

White Plains... *continued from page 1*

White Plains' suburbs, where the rents are also climbing."

W&M's Ten Bank Street in downtown White Plains is seeing more and more activity at higher rents, and its Harrison building, 500 Mamaroneck Avenue, is experiencing an influx of interest and leasing activity, too.

"People are most interested in the best located, best operated Class-A suburban Westchester

Employee Profile Director of Pre-Construction Services

Joe Buffardi considers himself lucky. He loves his job as director of pre-construction services at W&M Properties.

Mr. Buffardi is the liaison between W&M Properties' leasing team and W&M Construction's design, estimating and project management teams – a position unique among area landlords. His job is to ensure that each tenant is kept well informed and well served during the pre-construction experience, and to make build-outs more efficient and hassle-free, from the initial lease signing to construction kickoff.

"It's easy for me to get up in the morning because I look forward to going to work," says Mr. Buffardi. "Seeing the tangible benefits from my work and the gratitude I receive from others is very fulfilling. For that, I'm lucky."

Mr. Buffardi celebrated his sixth year at W&M this past November. He was hired specifically to ensure smooth transitions between tenant fit-up negotiations, lease work letter formulation, construction execution, and hand-off to tenant and building operations. Over the years, he has successfully smoothed the process for all parties involved.

"I let the leasing team and the construction team know what each other's concerns are," Mr. Buffardi says. "At the same time, I guide new tenants, who generally want to move in right away, through the process. I help them



L to r: Richard Lichter, Newbury Partners, Joe Buffardi and Kathy Caracappa, assistant vice president, leasing

understand the steps they need to take to design, price, build, and move into their new offices."

These steps include hiring the architect and engineer to create drawings of the space, obtaining a building permit, and receiving construction pricing and approval from the landlord and the tenant.

"I'm there to answer all the tenant's questions about budgeting, schedules, and any other pre-construction items," Mr. Buffardi says.

This role contrasts vividly with his previous duties as a licensed architect for an architectural firm where, for 12 years, he was used to being assigned a deadline.

"I use my past architecture experience to make sure we get the right pricing from the architects, engineers and consultants, and that the content of the drawings complies with the building standards and the terms of

the lease work letter," Mr. Buffardi explains. "My goal is to transform what is typically the worst part of a new tenant's experience into one of the best parts."

As a member of the Architecture, Engineering and Construction (ACE) mentoring program, Mr. Buffardi works with high school students who are interested in these fields, impressing upon them the need to be happy in their career. Fortunately, he can use his own career as an example.

AVAILABLE SPACE

Please contact any member of our W&M Leasing and Marketing team for additional information on any of the following available units. To download floor plans, please go to our website, wmproperties.com

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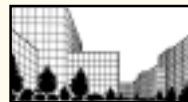
FAIRFIELD COUNTY PORTFOLIO



SQ. FT.	
3,339	5th Floor
3,664	4th Floor
2,000	1st Floor



SQ. FT.	
2,325	White Box Penthouse
5,984	White Box 6th Floor
3,026	5th Floor
2,162	Lease-Out 5th Floor
9,499	4th Floor
6,309	4th Floor
5,278	4th Floor



FIRST STAMFORD PLACE

SQ. FT.	
2,896	4th Floor
7,944	3rd Floor
6,054	3rd Floor
2,538	Pre-Built 3rd Floor
14,977	2nd Floor
4,555	Lease-Out 2nd Floor
2,818	2nd Floor

200 FIRST STAMFORD PLACE
29,685 2nd Floor
6,057 2nd Floor

300 FIRST STAMFORD PLACE
21,064 5th Floor
17,693 5th Floor
30,683 4th Floor
6,759 4th Floor
19,920 3rd Floor

WESTCHESTER COUNTY PORTFOLIO



500 MAMARONECK

SQ. FT.	
6,215	5th Floor
3,638	Pre-Built 5th Floor
6,975	4th Floor
41,464	3rd Floor
11,575	3rd Floor
1,862	3rd Floor
3,012	2nd Floor
1,385	2nd Floor
5,775	1st Floor



TEN BANK STREET

SQ. FT.	
2,835	Lease-Out 10th Floor
4,570	Lease-Out 8th Floor
3,667	7th Floor
3,380	6th Floor
1,211	6th Floor

Legg Mason, CBRE, and W&M Win NAIOP Award

The 150,874-square-foot Legg Mason lease at 100 First Stamford Place was not only the largest W&M transaction of 2006, but it also garnered the "Most Creative Lease Deal of the Year Award" from the New York City, Westchester County and Fairfield County chapter of the National Association of Industrial and Office Properties (NAIOP).



Along with W&M, Legg Mason and its brokerage firm, CB Richard Ellis, were recognized by NAIOP for this award.

"Our team at CBRE worked tirelessly with Legg Mason and the landlord, W&M, to come up with an arrangement that would satisfy the prestigious tenant's existing and future space needs," says Kenneth D. Rapp, executive vice president at CBRE, who represented Legg Mason.

The lease was the result of Legg Mason's December, 2005 acquisition of Citigroup's asset management division, which had been occupying 290,000 square feet throughout the First Stamford Place campus.

Legg Mason is paying First Stamford Place ownership to recapture 90,000 square feet of Legg Mason's leased space, effective this summer, providing W&M an opportunity to bring to market the largest contiguous blocks of space available for lease at First Stamford Place since W&M's acquisition of the property in January of 2001 (see cover story for more information). In addition to its renewal lease, Legg Mason will

continue its occupancy of another 52,000 square feet of leased space that remains unaffected at least through year-end 2012, at which point Legg Mason has the option to renew.

"A lease this size, with so many complex parts, can sometimes create difficulties among parties, but the collective effort to make this as painless as possible on all sides truly paid off," says Mr. Rapp. "We were able to make sure Legg Mason's space needs were accommodated, while at the same time, the deal enables W&M to bring a large chunk of very desirable space to market at an opportune time."



To complete the deal, Mr. Rapp worked with a CBRE team that included executive vice president Douglas P. Marlow, senior vice president Thomas R. Pajolek, vice president Christopher Mansfield and senior financial analyst Casey J. Hirschhorn. Jeffrey H. Newman, W&M's executive vice president, and Kathleen A. Caracappa, the firm's assistant vice president, represented the building.

This was not the only award for W&M this year. The firm's flagship building, Metro Center, also won The Office Building of the Year (TOBY) annual award from the Middle Atlantic Region of the Building Owners and Managers Association (BOMA), which region includes all chapters in Mass., Conn., N.Y., N.J., D.C., Pa., Va., and Md. Metro Center was also recipient of the TOBY award from BOMA's Southern Connecticut chapter, the second time the building has won this award.



"It's an honor to be recognized with these two fine organizations," says Mr. Newman. "These awards are a positive reflection on the skills and dedication of the brokerage community with which we do business, W&M's employees, and our blue-chip roster of tenants. The awards also signify continued vitality of the Stamford Transportation Center submarket as a thriving business center."

To view this issue of W&M Talk online, visit wmproperties.com



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Show, Lease and Win™ Raffle Winners Announced

Six commercial real estate brokers each won a Canon SD360 digital camera in W&M Properties' 2006 Show, Lease & Win™ program:

- Paul Hoffman, CB Richard Ellis Group, Inc. (April)
- Adam Klimek, Cushman & Wakefield Inc. (May)
- Danielle Vanech, GVA Williams (June)
- Eric Holdorf, Howard Properties (July)
- Sean McDonnell, Cushman & Wakefield, Inc. (August)
- Paul Haight-Moulins, Rakow Commercial (September)

During these six-month campaigns, each time brokers show space at W&M buildings, their names are entered in a monthly raffle drawing for a valuable prize. The more showings, the more chances to win.