Let Pearce Commercial Real Estate Consulting put your idle assets back to work for you! In today’s downsized economy, many governments, not-for-profits, and commercial firms find themselves with excess real estate, but do not have the resources, the time or the in-house expertise to market and sell them properly. This can be accomplished with just one call to Pearce Consulting. We will assemble team members with the necessary expertise and perform all the due diligence, physical improvements, re-zoning, marketing, and sales tasks necessary to turn your idle asset back into productive cash. Our compensation, in most cases, will be covered by the sales proceeds. Your nonperforming real estate is converted into an earning asset, without added work or expense on your part.

Repurposing unconventional or complex real estate is a task which demands local expertise: knowing who the logical buyer is, understanding local environmental, zoning, and code regulations, having the long-standing personal relationships that make it possible to work collegially with the agencies, organizations, government officials and others who have a stake in the ultimate use of the asset.

When you partner with Pearce Consulting, you benefit from our years of local experience and team approach, resulting in faster delivery and superior execution. You can count on us for professionalism, responsiveness, and innovation. You don’t need to keep specialized real estate functions available on staff — use Pearce to address each need with a team of professionals tailored to the challenge.

The Pearce Real Estate group of companies is one of the largest and most experienced real estate teams in Connecticut. Since 1958, Pearce Real Estate has maintained a leadership position in the industry. Our strong reputation has earned us a long and loyal list of satisfied clients who have come to rely on us for our expertise for all of their real estate needs.
Prior to joining the Pearce Company, Barbara practiced law at Skadden, Arps, Slate, Meagher, & Flom, specializing in securities work and mergers/acquisitions. She now runs the Pearce multi-office, full-service real estate firm, serving Connecticut.

She has been extremely involved as a community leader in Connecticut. She has chaired many boards, including The Community Foundation of Greater New Haven, Long Wharf Theatre, the Connecticut Business and Industry Association (CBIA), the United Way of Greater New Haven, and the Hospital of Saint Raphael. She founded Women Organizing Women Political Action Committee (WOW), of which she is the current President. She has served on the Connecticut Real Estate Commission, the Committee to Visit Harvard College, and as Campaign Chair of the Greater New Haven United Way.

Barbara holds honorary degrees from Albertus Magnus College and the University of New Haven, and has been honored by Glamour Magazine, the Connecticut Council on Philanthropy, and Junior Achievement, among others.

EDUCATION

BA, Psychology and Social Relations, Radcliffe College, magna cum laude
Juris Doctor, Harvard Law School
MBA, Harvard Business School
CITY OF NEW HAVEN / DEPUTY DIRECTOR OF ECONOMIC DEVELOPMENT 2000—2013

- Oversaw the conversion of older vacant office buildings and new construction by investors and developers resulting in 1500 new rental units in the downtown between 2004—2013;
- Responsible for the development and oversight of the City of New Haven municipal Capital Bond Budget for economic development purposes averaging $2 million / year and oversight of additional $4.5 million in state and federal grand funding for fiscal year 2012—2013;
- Acted as primary liaison between the business community and City government, coordinating staff of four;
- Provide targeted programs to city businesses involving technical outreach, business retention and expansion, façade program, brownfield cleanup programs, and several incentive programs;
- Managed a variety of individual development projects from initial contact with developers, negotiated and worked with City Team to walk project through various approvals;

CITY OF NEW HAVEN / ECONOMIC DEVELOPMENT OFFICER 1988—2000

- Developed and operated a comprehensive business retention and attraction program jointly with the local Chamber of Commerce;
- Developed and implemented a downtown and neighborhood commercial district façade improvement program;
- Managed specific development projects in downtown and neighborhood commercial districts; and
- Coordinated six streetscape improvement projects with business associations and contractors.
ECONOMIC DEVELOPMENT CONSULTANT 1981—1988

- Worked with nonprofit business associations and municipal governments on a variety of Main Street revitalization programs involving façade programs, public safety issues, streetscape improvements and marketing; and
- Implemented three municipal Special Services Districts in the State of Connecticut through City ordinance and property owner referendum.
  - Ninth Square Special Services District
  - Chapel West Special Services District
  - Whalley Avenue Special Services District

EDUCATION

BS, Urban and Regional Planning, William James College, Grand Valley University
Masters of Urban Planning, University of Michigan
As an appraiser, Marc is licensed to perform both residential and commercial appraisals and has provided expert court testimony in all eight Connecticut counties. In addition, Marc routinely works with the Connecticut Superior Court in providing appraisals and court testimony for various property matters, foreclosures, divorces, bankruptcies, partition suits, easements and takings, and other litigious matters. His firm provides representation as a local property manager for landlords from other states. In several difficult real estate situations, Marc has worked to negotiate settlements and provide creative solutions.

Marc Gottesdiener & Co., Inc. has been in business continuously since the early 1980’s (and incorporated in March of 1984), in order to create real estate services for clients and customers with a diverse range of needs. While it specializes in both commercial and residential appraisals, it has developed an expertise in many communities and towns in Connecticut. Marc is available for consultation concerning investing and developing real estate. Marc has testified in many court matters concerning property valuation since the early 1990’s, involving various types of properties both residential & commercial, compiling an excellent track record for over two+ decades. Additionally, the company performs some property management services for residential and mixed-use units throughout Greater Hartford.

Marc represented the City of Hartford Corporation Counsel in their need to collect tax revenue on many mixed-use and commercial buildings, some of which were prominently located in Downtown Hartford. In completing over two dozen commercial appraisal narrative reports, Marc helped collect in excess over $500,000 of taxes while costing the City of Hartford almost next to nothing, as the fees were awarded by the court and born by the delinquent tax payers.
Marc also participated in deficiency judgment cases when banks and developers had legal issues for resolution. In such cases, the record from these court cases will indicate that all the cases were resolved favorably for Marc's clients. In one case against the chapter president of the CT Appraisal Institute, Marc evaluated a large tract of land and the trial judge awarded Marc's exact calculation and value determined, because of the due diligence performed by Marc and his staff.

In addition to performing appraisals on many mixed-use properties with apartment buildings as a specialty, Marc and his appraisers have appraised thousands of residential properties—including foreclosures, tax liens, divorces, highest and best use, bankruptcies, easements and takings, partial interests, and probate matters. A few years ago, Marc Gottesdiener & Co., Inc. was chosen in New Britain, by both sides, to appraise about six different types of properties owned by a divorcing couple in an effort to expedite court action. Marc has testified in all county courts in the state as well as federal and bankruptcy court cases and has aligned himself with several lenders, lawyers, and firms for numerous years in their appraisal needs. Recently, Marc and his firm undertook an assignment to appraise 39 residential and commercial properties of a deceased greater Hartford real estate investor for probate, IRS, and state filings.

EDUCATION
BA, Biochemistry and Psychology, Connecticut College
Real Estate Courses, University of Hartford, University of Connecticut, and Appraisal Institute

ACCREDITATIONS
Licensed Real Estate Broker—CT
Certified General Appraiser
Member, Who’s Who in Creative Real Estate
Former Member, CT Chapter of the Appraisal Institute
Former Member, the National Council of Exchangors
Steve has held corporate positions as Chief Executive Officer, Executive Vice President & General Manager, Executive Vice President of Sales & Marketing, Senior Vice President Operations & Maintenance, as well as President of his own Consulting firm, and has been involved in environmental strategic planning, business development, and mergers and acquisitions. He has over 40 years of experience in all facets of environmental consulting including engineering, site assessments, remediation, and the design and operation of water and wastewater treatment facilities.

**CAMP, DRESSER & MCKEE / EXECUTIVE VICE PRESIDENT**

Some of the notable large scale projects that he managed for Camp, Dresser & McKee include:

- Camp Pendleton South Regional Tertiary Treatment Facility, Southern CA
- Technical Advisor, Management and Operations Evaluation for the Water Department, Chicago, IL
- Technical Advisor, O&M Training Program, Washington, DC
- Project Advisor, Evaluation of System Operations, Hillsborough County, Florida
- Project Advisor, Managed Competition Project, Sarasota County, Florida
- Metropolitan Council Environmental Services (MCES), Management/Labor O&M Team, St. Paul and Minneapolis, MN

**STEPHEN KELLOGG**

Steve is a recognized expert and board certified in the field of environmental engineering. He has 38 years of experience in the design and management of water and wastewater treatment facilities.
YWC, INC. / CHIEF EXECUTIVE OFFICER

Steve was responsible for the start up and growth of an environmental consulting company specializing in operations and maintenance services, traditional environmental engineering, mobile sludge dewatering services, analytical laboratory services, and waste remediation. Over a ten year period, Stephen grew the company from a three man operation to a major national player in the environmental business that was recognized by INC. Magazine as one of the fastest growing complete services, privately held environmental companies in the U.S. YWC’s revenue grew from zero to over $34M and employed nearly 400 employees.

EDUCATION

BS, Civil Environmental Engineering, University of Massachusetts
MS, Environmental Engineering, Cornell University

AFFILIATIONS

President and National Membership Chairman, American Academy of Environmental Engineers
Member, American Society of Civil Engineers
Member, American Water Works Association Member, AWWA Competitive Practices Committee
Member, National Society of Professional Engineers
Member, American Academy of Environmental Engineers
Member, Water Environment Federation
Member, WEF Program Committee
Member, WEF Sludge Conditioning and Dewatering Subcommittee
Member, WEF Residuals Management Subcommittee
Member, EPA Technical Review Subcommittee on Hazardous Waste Management
Member, Spill Control Association of America
Member, National Well Water Association
Member, Young President’s Organization

CERTIFICATIONS

Registered Professional Engineer: PA, CT, NY, NJ, MA, NH, RI
Board Certified Environmental Engineer - American Academy of Environmental Engineers
Petra Construction Corporation offers General Contracting, Construction Management and Owner Representative Services throughout the New England States, performing work for Fortune 500 companies, hospitals and universities.

Guido is active in a number of organizations and community affairs. He is a current Board Director for The Construction Institute. He is a former member of the Board of Trustees of the Connecticut Trust for Historic Preservation and the Faulkner’s Light Brigade, a past Director of the Connecticut Building Congress, a Corporate Affiliate Member of the American Institute of Architects of Connecticut, an Associate Member of the Connecticut Building Officials Association, a former member of the Connecticut Capitol Center Commission, a member of the Architectural Woodwork Institute, a Member of InfraGard Connecticut, a former member of the Shubert Performing Arts Center Facilities Committee, and a multi-year Cabinet Member of the United Way of Greater New Haven. He and his firm have received numerous industry awards including an Appreciation Award from the Anti-Defamation League and a Paul Harris Fellowship Award from The Rotary Foundation. Guido is currently active in fundraising for Yale-New Haven Hospital and serves as a Building Committee Member on the new $92 million Guilford High School Project.

**SIGNIFICANT PROJECTS**

**Knights of Columbus Museum / New Haven**

This project transformed a thirty three year old concrete building into a world class museum for the Knights’ historic artifacts, some of which came directly from the Vatican. Petra completed nearly 25,000 SF of exhibit area during a twelve month construction period, including six major galleries and a striking two story atrium.
Parkview Funeral Home / Trumbull
The owner of this facility purchased a “diamond in the rough”; a beautiful old New England estate with spacious rooms and beautiful grounds, which had fallen into disrepair. Petra was engaged to renovate the existing building and build a substantial addition, to convert the facility to a beautiful funeral home. All of the work was completed on schedule, allowing the client to begin operation in their new location.

Patagonia Retail Store Fit-Up/ Westport
This project consisted of the renovation of a former bank building in downtown Westport to retail space, 6,700 SF of which was leased by Patagonia. The building was constructed in 1924 with a basement and two additional floors, with a total of approximately 13,935 SF. This was a fast-track project due to the fact that Patagonia needed to be open for the holiday selling season.

Quinnipiac University Radio Station / Hamden
An elegant two story residence was completely renovated to accommodate the relocated radio station. The interior work included new mechanical systems, ADA compliant restrooms, four new broadcast studios, reception areas, conference room, offices and support spaces. Site work included a retaining wall, parking for fifteen vehicles, and installation of an emergency back-up generator.

Roia Restaurant Renovation / New Haven
This project was the complete renovation of an existing historic ballroom/restaurant facility, including the repair and restoration of existing wall paneling, decorative plaster ceilings, and marble tile flooring. A new commercial kitchen, restaurant millwork, bars, seating, lighting, etc. were also installed. The millwork was custom fabricated to match the existing historic millwork.

AIA-CT Office Renovation / New Haven
Bridgeport Hospital Parking Garage Rehabilitation / Bridgeport
Long Wharf Theatre / New Haven
Rothberg Institute for Childhood Diseases Renovation / Guilford
Schick-Wilkinson Sword East Warehouse Addition / Milford
Shoreline Veterinary Hospital / Shelton
Sikorsky Aircraft Employee Fitness Center / Stratford
St. Mary’s Hospital Satellite MRI Suite / Waterbury
University of New Haven Bartels Hall Renovation and Addition / West Haven
Veterinary Cancer Center / Norwalk
Yale Center for British Art Renovation / New Haven
Yale School of Medicine West Campus Conference Center Renovation / New Haven

EDUCATION
BS, Natural Resource Management, University of Connecticut
ABIGAIL RIDER

ABIGAIL RIDER’S YEARS OF EXPERIENCE DEVELOPING AND MANAGING THE EXTENSIVE COMMERCIAL REAL ESTATE PORTFOLIOS OF TWO LARGE PRIVATE RESEARCH UNIVERSITIES HAVE PROVIDED HER WITH EXTENSIVE KNOWLEDGE OF, AND PRACTICAL EXPERIENCE WITH, THE UNIQUE REAL ESTATE NEEDS OF NOT FOR PROFITS AND THE PUBLIC SECTOR.

CAMPUS EDGE ADVISORS, LLC / PRINCIPAL 2014–PRESENT

Abigail is the founder and principal of Campus Edge Advisors, LLC, a strategic affiliate of Pearce Real Estate Consulting. Abigail’s years of experience developing and managing the campus edge for two large private research universities have provided her with extensive knowledge of and practical experience with the unique real estate needs of not-for-profits.

YALE UNIVERSITY / AVP & DIRECTOR FOR UNIVERSITY PROPERTIES 2007—2013

Abigail oversaw the acquisition of more than 40 acres of land and 1 million SF of buildings, the leasing of more than 60,000 SF of retail space to national, regional and local tenants in Yale-owned commercial properties, the management of more than 1 million SF of commercial, retail and residential properties, and the negotiation, execution and administration of more than 1 million SF of leases where Yale was a tenant. In a joint venture with a private developer, she executed a series of transactions utilizing ground leases, brownfields remediation, and construction techniques which enabled the joint venture to repurpose industrial land which had been vacant for over twenty years, into a combination of retail, office, warehouse, and academic uses. Employing retail recruiting, place-making and events programming, Abigail worked closely with merchants, community organizations, and other New Haven stakeholders to animate the streets of downtown New Haven and make it a wonderful place to live, work, learn, and play.

BROWN UNIVERSITY / DIRECTOR OF REAL ESTATE & ADMINISTRATIVE SERVICES 2002—2007

Abigail was instrumental in the strategic purchase of a portfolio of nine commercial buildings and the land under them to provide room for expansion in an area that made long-term sense for Brown. She negotiated ground leases of idle property owned by the University and not needed for academic purposes in the near term in order to return it to the tax rolls until needed, enhancing University relations with the City of Providence and producing an attractive return to the University.
She was the motivating force behind the organization and municipal approval of a business improvement district for Thayer Street, convincing many single-property owners that a BID would enhance property values and serve their interests as well as those of the University. She spearheaded the renovation of three large multifamily houses belonging to Brown, which had been vacant for over ten years, into graduate student housing and a guest residence for the John Brown Library.

**BANKING EXPERIENCE**

Prior to joining Brown, Abigail was in banking at eCredit.com, a provider of automated credit decisioning software, and was a real estate consultant to Fleet National Bank, Eastland Bank, and others, advising them on the disposition of troubled loans and real estate owned.

**OLD STONE BANK / SENIOR VICE PRESIDENT & OLD STONE FUNDING CORPORATION / PRESIDENT**

Abigail arranged financing for the joint venture real estate development projects of Old Stone Development Corporation. She assumed management of an underperforming 75-acre mixed-use project featuring a 185,000 SF shopping center, a 41-acre office park, and a 165,000 SF office building in Raleigh, NC, managed the remaining construction of the shopping center, and obtained the certificate of completion. While at Old Stone, Abigail also pioneered the first securitized commercial real estate loan sale by a thrift in the United States.

**THE CHASE MANHATTAN BANK N.A. / VICE PRESIDENT**

Prior to joining Old Stone to assist them with the development of their international lending and to learn about the US real estate industry, Abigail gained considerable international experience in the Western Hemisphere Merchant Banking Group, which arranged dollar-syndicated loans for sovereign and private sector borrowers, and at Chase’s Brazilian subsidiary Banco Lar Brasileiro in Rio de Janeiro.

**EDUCATION**

Smith College, magna cum laude, Phi Beta Kappa
The Chase Manhattan Bank N.A.’s Officer Credit Training Program
Carl is a senior instructor for the National Association of Realtors® Commercial Investment Real Estate Institute (CCIM) program. In addition to serving as Team Leader for Pearce Commercial, and consistently performing at the highest levels of real estate sales and leases, Carl is also an Assistant Adjunct Professor of Real Estate at New York University.

EDUCATION
BS, Business Administration, Boston University
MBA, International Trade and Finance, Lehigh University

AFFILIATIONS
President, Orange Rotary Club
Member, Society of Industrial and Office Realtors® (SIOR)
Member, Greater New Haven Association of Realtors®
Member, Connecticut Association of Realtors®
Member, National Association of Realtors®
Past President, Connecticut CCIM Chapter
Past President, Connecticut SIOR Chapter
Past President, Connecticut CID Chapter
Past President, Greater New Haven Association of Realtors®

ACCOLADES
Realtor® of the Year—Greater New Haven Board of Realtors®
Realtor® of the Year—Connecticut Association of Realtors®
Victor L. Lyon Award—CCIM
Instructor of the Year—CCIM
SIGNIFICANT TRANSACTIONS
304 West Main Street, Avon—Strip shopping center—SOLD
235 Edison Road, Orange—41,000 SF Industrial—SOLD
420 Frontage Road, West Haven—64,000 SF industrial—SOLD
141 Grinnell Street, Milford—8-unit apartment house—SOLD
179 Old Gate Lane, Milford—4.5 acres industrial land—SOLD
732 Washington Avenue, West Haven—10,000 SF industrial—SOLD
89 Marsh Hill Road, Orange—30,200 SF light industrial—SOLD
183 Plains Road, Milford—27,000 SF class A office—SOLD
Barnes Road & Legus Road, Wallingford—106 acres of land—SOLD
34 Prindle Hill Road, Orange—23,000 SF light industrial—SOLD
307 Racebrook Road, Orange—10,000 SF retail—SOLD
400 Frontage Road, West Haven—62,000 SF industrial—LEASED
65-145 Furniture Road, Milford—50,000 SF industrial—LEASED
319-341 North Colony Road, Wallingford—18-unit mixed-use investment—SOLD
55 Robinson Boulevard, Orange—30,000 SF industrial/flex—LEASED
80 Prindell Hill Road, Orange—17,500 SF industrial—SOLD
449 Boston Post Road, Orange—13,500 SF retail—LEASED
40 Front Street, West Haven—18,000 SF industrial—SOLD
20 Furniture Row, Milford—10,000 SF industrial—SOLD
333 State Street & Sackett Point Road, North Haven—125,000 SF industrial—SOLD
70 Robinson Boulevard, Orange—35,000 SF industrial/flex—LEASED
100 Woodmont Road, Milford—7,000 SF light industrial—SOLD & LEASED
333 Quarry Road, Milford—12,000 SF industrial—LEASED