



2050 Western Ave., Suite 201  
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[www.vanguardfine.com](http://www.vanguardfine.com)

*Principals*

Kenneth T. Brownell ♦ Barry J. Feinman

*Associates*

Paul Bulmer  
Steven C. Lerner  
Christopher Farrell

*Office Staff*

Angela Cota, *Manager*

# OUR SERVICES

## Advisory Services

### Overview

Our wide array of services is a direct response to client market demands. In today's real estate business environment, any successful transaction requires several levels of expertise and insight. Just a few areas we cover include:

### Our Services -

- ◆ Site Selection
- ◆ Demographic Data & Market Mapping
- ◆ Buyer/Tenant Representation for Investment
- ◆ Build-to-Suit Development
- ◆ Real Estate Sales & Leasing
- ◆ Lease Renegotiation
- ◆ Quantitative Financial Analysis
- ◆ Construction Management

### Our Track Record -

The principals and our team at Vanguard-Fine, LLC have a combined fifty years of experience in the brokerage, tenant representation, development and construction aspect of the real estate industry.

## **Vanguard – Fine, LLC -**

- ◆ Has access to commercial and investment market information on a global basis.
- ◆ Has a commercial client base consisting of many of the largest United States and International corporations.
- ◆ Has successfully completed a number of development projects, on time, on budget for its clientele.



## **What Makes Us Special?**

### **Reaction Time -**

Our decisions aren't processed through three levels of management 2000 miles away. They're made through our office in Albany, New York, by professionals who know how to analyze market conditions and react in a timely manner.

### *Advanced systems for advanced needs!*

The extent and sophistication of our information systems allows our organization to process data for intelligent decisions. Our offices have direct access to real estate databases and advanced demographic tracking software. Our staff creates client specific reports for individual properties, as well as, financial, economic and demographic data.

# OUR TEAM



## Kenneth T. Brownell

### *Principal Broker*

Ken is a Co-Principal of Vanguard-Fine, LLC and a partner in the Schenectady, NY based real estate developer Wood Partners. He has been in the commercial real estate business for over 19 years in the capacity of a broker, developer and advisor.

His work in the real estate industry has been enhanced by his well rounded experience in the industry, as well as his personal interests as a developer. From this varied experience, Mr.

Brownell has a unique perspective in finding comprehensive solutions to his client's real estate needs.

For the fiscal year ended 2010, Vanguard-Fine, was responsible for total brokerage lease and sale transactions in excess of \$69 million and more than five million dollars in development projects.

Prior to entering the real estate industry, Mr. Brownell was the President and CEO of Help Wanted Publications, Inc., a northeastern regional trade publisher.

Ken is a graduate of the College of Saint Rose in Albany, New York with a Bachelor's of Science with a concentration in Finance and Accounting and a minor in Computer Science. Ken serves on the Board of Advisors of the College of St. Rose Business School.

Ken served on the Board of Directors of the Commercial and Industrial Real Estate Brokers (CIREB), and Albany, NY based network of commercial real estate brokers. He is the Past President of CIREB serving as the President during 2004.

Ken is an active community volunteer, currently serving on the Town of Guilderland's Ethics Board and he is also the Chairman of the Town of Guilderland's Zoning Review Committee, which is currently reviewing the town's planning, zoning and making recommendations for changes.

# OUR TEAM



**Barry Feinman**  
*Principal Broker*

Barry is a Co-Principal of Vanguard-Fine, LLC, a partner in the Schenectady, NY based real estate developer Wood Partners and a partner in Albany, NY based Safe Storage, Inc., a regional operator of self storage facilities. He has been in the commercial real estate business for over 20 years in the capacity of a broker, developer and advisor.

His work in the real estate industry has been enhanced by his well rounded experience in the industry, as well as his personal interests as a developer. Mr. Feinman has successfully developed over 500,000 square feet of buildings for his personal and family real estate holdings.

For the fiscal year ended 2010, Vanguard-Fine, was responsible for total brokerage lease and sale transactions in excess of \$69 million and more than five million dollars in development projects.

Prior to entering the real estate industry, Mr. Feinman owned a number of retail outlets in shopping malls.

Barry graduated from the University at Albany in Albany, New York.

Barry is also involved in the New York State Self Storage Association, serving on the Board of Directors and having been its' past President during 2002 and 2005.

Barry is also on the Board of Directors of the Albany Jewish Community Center (JCC) and currently serves as the Vice President.

# OUR TEAM



## Paul Bulmer, Associate Broker *Senior Director of Real Estate*

Paul Bulmer is a Senior Director of Real Estate and Associate Broker with Vanguard-Fine, LLC.

Prior to joining Vanguard-Fine, Paul was a Director of Real Estate for Stewart's Shops, a \$1 billion convenience store chain in Upstate New York & New England. Prior to Stewart's, Paul was a Director Real Estate for McDonald's Corp., acquiring new store sites in New York State. Paul has also been employed by the State of New York's Office of General Services (OGS) and the United Realty Group in Albany.

Paul is a graduate of the State University of New York at Potsdam.

Paul serves on the Board of Directors of the Commercial and Industrial Real Estate Brokers (CIREB), and Albany, NY based network of commercial real estate brokers. Additionally he serves on the Board of Directors for the North Albany YMCA.

# OUR TEAM



## Steven C. Lerner, Associate Broker

*Director of Real Estate*

Steve Lerner is a Director of Real Estate and Associate Broker with Vanguard-Fine, LLC. He is a graduate of Bryant College where he received a bachelor's degree in business with a major concentration in Industrial management.

Steve has been a recognized and respected professional in the real estate and mortgage banking industries since he joined Roberts Real Estate in 1983. He quickly moved on to multi family and commercial property sales and held several management positions until moving on to mortgage organizations and National Savings Bank and commercial business development at Cohoes Savings.

In 2001 Steve co founded the First Rate Funding Corporation where, as executive Vice President, he built a staff of over 20 people, two offices, (Albany and Saratoga) and a closed loan volume of over \$150,000,000. In 2005 he joined the commercial real estate financing firm of Axiom Capital, Inc., where he originated over \$40,000,000 in retail, multi family, office, and light industrial financing.

Steve has served on several Boards and committees with organizations such as the Center for Disability Services and currently serves on the Albany Jewish Community Center's Board of Directors. He resides in Albany, NY with his wife Nancy and their two children, Jennifer and Matthew.

# OUR TEAM



## Christopher Farrell

*Marketing Manager*  
*Licensed Sales Associate*

Chris Farrell joined Vanguard- Fine in August of 2010.

Prior to joining Vanguard- Fine, Chris graduated from at Siena College in Loudonville, NY, with a major in Business and Marketing. While at Siena College, Chris worked with the Department of Residential Life as a Resident Assistant, and a band Manager for the Siena College Pep Band. Before starting in Real Estate, Chris worked for Robinson Ace Hardware in Guilderland, NY as Director of Business to Business Sales.

Chris also works for Siena College Athletics as the Director of the Pep Band.

# THE LIST

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THE BUSINESS REVIEW

## COMMERCIAL REAL ESTATE FIRMS

(Ranked by Capital Region commercial volume in 2009)

2009 Rank	2010 Rank	Name	Address	Phone	Website	Capital Region Commercial Volume in 2009	% Change <sup>1</sup>	Sales Volume / % Change <sup>2</sup>	Leasing Volume / % Change <sup>2</sup>	No. of Transactions / % Change <sup>2</sup>	Leases	Capital Region: Agents/brokers Total Staff	Companywide Staff	Non-brokerage Services Offered	Principal Broker(s) Marketing Contact
1	1	CB Richard Ellis - Albany	100 Great Oaks Blvd., Suite 114, Albany, N.Y. 12203	452-2700	cbre.com/albany	\$81,083,633	-59.29%	\$27,804,346 / -49.32%	\$53,279,287 / -63.08%	18 / -37.93%	114 / 3.64%	18	5	Appraisals, consulting, property management	Eileen Lindburg, Richard Sleasman, Jeff Sperry N.A.
2	2	Vanguard-Fine Retail Store Leasing LLC	2050 Western Ave., Suite 201, Guilderland, N.Y. 12084	862-0861	vanguardfine.com	\$76,360,000	-18.39%	\$9,163,000 / -89.97%	\$67,196,000 / N.A.	12 / N.A.	240 / N.A.	6	8	Tenant representation, debt and equity evaluation	Kenneth Brownell, Barry Feinman, Gina Sacco
3	3	Carrow Real Estate Services	99 Washington Ave., Suite 304, Albany, N.Y. 12260	462-7491	carrowrealestateservices.com	\$65,341,466	-24.55%	\$13,104,500 / -33.90%	\$48,936,968 / -24.19%	N.A.	N.A.	8	105	Property and construction management, building evaluation, consultations	Anthony Carrow, Charles Carrow, Stephen Rosenblatt
4	NR	IKON Realty Group	1881 Western Ave., Suite 160, Albany, N.Y. 12203	456-5440	ikonrealtygroup.com	\$48,750,000	N.A.	\$9,200,000 / N.A.	\$39,650,000 / N.A.	15 / N.A.	72 / N.A.	6	3	Tenant representation, buyer brokerage, site analysis and selection, lease negotiation	Todd Drowlette, Bruce Ginsburg N.A.
5	4	NAI Platform Group	14 Corporate Woods Blvd., Suite 100, Albany, N.Y. 12211	465-1400	naiplatform.com	\$45,309,676	-26.95%	\$12,095,000 / -72.85%	\$33,214,676 / 93.46%	15 / -50.00%	28 / 27.27%	16	3	Property and lease audits, commercial property management, raw land development and approvals	Cory Tykinski N.A.
6	6	Prudential Blake-Atlantic Realtors	8 Arline Drive, Suite 104, Albany, N.Y. 12205	464-0870	prublakeatlantic.com	\$30,904,000	-12.20%	\$27,776,400 / -11.43%	\$3,127,600 / -19.31%	115 / -22.82%	14 / -17.65%	19	4	1031 Exchange consultation, business brokerage, lease analysis, portfolio management	Richard Ferro, Jeffrey Christiansa, Jason Christiansa
7	5	Pyramid Brokerage Co.	1201 Troy-Schenectady Road, Latham, N.Y. 12110	315-445-8521	pyramidbrokerage.com	\$30,000,000	-23.70%	N.A.	N.A.	N.A.	N.A.	10	2	Consulting, finance	Robert Berkey, Peter Struzzi
8	7	RealtyUSA.com	20 Aviation Road, Albany, N.Y. 12205	458-7000	realtyusa.com	\$21,911,000	-36.49%	\$16,038,000 / -46.98%	\$5,873,000 / 38.19%	55 / -39.56%	48 / 108.70%	36	3	N.A.	Albert Picchi, Marie Whitehead, Kathleen Nolan
9	13	United Group of Cos. Inc.	400 Jordan Road, Troy, N.Y. 12180	687-7300	ugoc.com	\$16,096,863	1,241.41% <sup>1</sup>	N.A.	\$16,096,863 / 1241.41% <sup>1</sup>	0 / N.A.	8 / 33.33%	5	89	Management, development, finance, construction management	Graham Thompson, Michael Uccellini, John Ball
10	10	TL Metzger & Associates LLC	418 Broadway, Albany, N.Y. 12207	426-5211	tlmetzger.com	\$14,174,836	-11.63%	\$3,467,615 / -78.3%	\$10,707,221 / -17.95%	6 / N.A.	60 / 81.82%	5	2	Tenant representation, consulting, lease audits, market value opinions	Tracy Metzger, Cheryl Stock
11	9	Omni Development Co. Inc.	40 Beaver St., Albany, N.Y. 12207	432-4500	omnidevelopment.com	\$11,711,439	-37.81%	N.A.	\$11,711,439 / -37.81%	0 / N.A.	18 / -5.26%	4	29	Leasing, sales, marketing, property management, development and construction	I. David Swawite, Mark Aronowitz
12	12	Re/Max Park Place	1795 Route 9, Clifton Park, N.Y. 12065	383-8300	remax.com	\$10,821,425	66.35%	\$10,722,425 / 64.83%	N.A.	26 / N.A.	12 / N.A.	3	3	Land development, warehouse	Robert Goodman N.A.
13	8	Roohan Realty	519 Broadway, Saratoga Springs, N.Y. 12866	587-4500	roohanrealty.com	\$10,383,260	-51.67%	\$7,412,000 / -60.18%	\$2,971,260 / 3.59%	20 / -23.08%	33 / N.C.	5	1	N.A.	J. Thomas Roohan, Barry Potoker
14	11	Re/Max Premier	952 Troy-Schenectady Road, Latham, N.Y. 12110	724-6800	mypremierrealtor.com	\$8,942,360	-4.46%	\$8,942,360 / -4.46%	N.A.	68 / 223.81%	6 / -62.50%	7	6	N.A.	David Evans N.A.

# LAS VEGAS- RECON ICSC



# References

Company	Contact	Phone
1. Advance Auto Parts	Frank Livingston	860-432-7100
2. CVS	Angella Franklin	401-770-4459
3. Dollar Tree	Todd Littler	757-321-5283
4. Shoe Carnival	Bob Matarasso	812-867-4247
5. EasyHome	Rick Atkinson	905-272-2788
6. Price Chopper	Don Orlando	518-379-1454
7. Big Lots	Josh Nanburg	614-278-6945
8. Fashion Bug	Marty Wachs	215-638-6901
9. Sherwin Williams	Charlie Prediger	610-647-9115 ext 118
10. McDonald's USA	John D'Anna	315-482-9181

# Developers/Shopping Centers

Owner	Contact	Phone
1. Benderson Development	Mike Mundy	585-340-5831
2. Windsor Development	Dave Sussman	518-371-2320
3. Gibraltar Management	Josh Grossman	914-631-6200
4. Delaware Plaza Assoc.	Senator Howard Nolan	518-439-9030

# TENANTS WE'VE WORKED WITH

