

**“Unlocking Real Estate Value in Today’s Marketplace”  
The Norwalk Inn  
February 12, 2013**

Please join Pullman & Comley’s Real Estate, Property Valuation, Environmental and Energy attorneys for an afternoon seminar that will provide practical perspectives on realizing your property’s potential and capitalizing on the opportunities available in the current economic and regulatory environments.

**2:00 p.m. – Introduction & Welcome – *Gregory F. Servodidio, Property Valuation Practice***

**2:15 – 3:00 p.m. - “Unlocking Hidden Value Through Creative Development Structures” – *Geoff F. Fay, Real Estate Practice***

The value of commercially zoned real estate can often be increased by the use of creative development structures that facilitate the development of different, but compatible, adjoining uses, which may not be possible with a typical subdivision. While combined developments present unique challenges, the benefits clearly justify the efforts.

**3:00 – 3:45 p.m. - "Realizing the Potential of Environmentally Challenged Properties – Understanding, Quantifying and Managing Risk” – *Christopher P. McCormack, Environmental Practice***

Environmentally challenged properties may have hidden potential, but only for owners and developers who understand that environmental issues don’t have to be deal breakers. Learn how due diligence and site assessment tools can help you, your lender and your insurer understand and quantify risk, how some transactions may qualify for liability protection, and how transactional risk allocation mechanisms and insurance can help reduce uncertainty.

**3:45 – 4:00 p.m. - Networking Break**

**4:00 – 4:45 p.m. - "Maximizing the Value in Property by Taking Advantage of Energy-Related Opportunities" – *Fred Klein, Energy, Utilities & Telecommunications Practice***

There are many exciting new developments in the areas of solar energy, efficiency, financing, and savings in Connecticut. Learn about low cost state and utility financing programs, PACE, site leases, competitive procurement of electricity and natural gas, power purchase agreements, net metering, virtual net metering and the sale of renewable energy credits.

**4:45 – 5:30 p.m. - "Enhancing Value by Managing the Property Tax Expense" – *Laura Bellotti Cardillo, Property Valuation Practice***

As property taxes are one of the largest fixed expenses incurred annually by commercial property owners, ensuring the fair valuation of real estate and large items of personal property can result in significant savings. Hear about a number of tax exemption and assessment opportunities, and what you need to know about the February 20 deadline for property tax assessment appeals.

**5:30 – 6:30 p.m. - Networking Reception**

Cocktails and Hors d'oeuvres

To RSVP for this event, please call 203-330-2058 or email [program@pullcom.com](mailto:program@pullcom.com)