



## Paul Bulmer 2009

February 20, 2009 - Upstate New York

Name: Paul Bulmer

Title: Senior Director of Real Estate

Company: Vanguard-Fine, LLC

Location: Albany, N.Y.

Birthplace and year: Troy, N.Y., 1962

Family: Wife, Leslie; children: Laura, 9, and William, 7

College: State University of N.Y. at Potsdam, BA in Economics

First job outside of real estate: McDonald's

First job in real estate or allied field: 1985, Walter Uccellini/United Group of Companies, Albany. Title was "development specialist."

What do you do now and what are you planning for the future? We are a full-service commercial brokerage company specializing in retail. We represent both tenants and landlords. We also provide development consulting services for a large number of clients. We are looking to continue to expand our tenant client base and increase our work in both the office and industrial markets.

Hobbies: Golf, rugby and coaching my kids' teams

Keys to success: Maintaining strong relationships with my clients and finding a good balance between work and family.

If you had to choose another vocation what would it be? Chef

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