



## **Paul Bulmer, Senior Director of Real Estate, Vanguard-Fine, LLC**

December 18, 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: I have been in commercial real estate since graduating from college.

Prior to college, I was flipping burgers at McDonald's.

First job in real estate or allied field: 1985, Walter Uccellini/United Group of Companies, Albany and my title was development specialist. Primary responsibility was to identify and determine economic viability for new commercial development opportunities, mostly hotels and office projects.

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.

Hobbies: Golf, rugby and coaching my kids' teams

Person you admire most (outside of family): John Glenn

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

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

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