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## **First Trade Executive Speaks at NAIOP Forum**

### **Boston, MA-**

Cheryl Glantz, Senior Vice President and New England Market Manager for First Trade Union Bank (FTUB, [www.ftub.com](http://www.ftub.com)), was part of a distinguished panel of speakers at the NAIOP (National Association of Industrial and Office Properties) forum this morning.

The discussion focused on what commercial real estate professionals could expect from banks and other lending institutions in 2009. The panel touched on many different economic issues facing the real estate market, whose debt amounts to \$3 trillion. Amongst those topics discussed were government intervention in the commercial mortgage-backed securities market and a potential shift in benchmark loan rates.

While the presiding theme was one of caution, Glantz delivered a more optimistic message to audience members. "In order to unfreeze the capital and real estate markets, we first need to figure out where the debt resides. I think all of that will be sorted out soon. The stock market is our best barometer at this point. Although it will take some time, the market will eventually turn around." Glantz also took the opportunity to reaffirm the bank's commitment to the industry, saying, "Even in today's tough economic times, First Trade is out in the market actively looking to lend."

The event was moderated by Brian Kavogian, president of Charles River Realty Investors LLC. Other panel members included Gary Leach, a senior vice president at Eastern Bank; Kevin Lyons, a senior partner at Riemer & Braunstein; and John McCullough, a senior vice president at HSBC Bank.

### **About First Trade Union Bank**

With assets over \$590 million, First Trade Union Bank is a well-capitalized community bank offering a full complement of business and consumer products and services. First Trade has a

long-standing reputation for middle market, small business, unions and government entities as its core clients. They have a profound understanding of their role in the business community: to provide a complete offering of products and services that respond to the needs of their clients, delivered in a way that encompasses the highest level of personal service in-person, online, or by phone. First Trade is deep in category experience and committed to providing the attentive service that today's businesses and consumers require. First Trade also offers 24-hour ATM service, telephone banking, and the most advanced technologies in internet banking for consumer and business customers. Customers can readily access traditional, personalized branch banking at their offices in Boston, MA, Warwick, RI and Hauppauge, NY. First Trade maintains its corporate offices in Boston, MA. First Trade is a member of the Federal Deposit Insurance Corporation and is an Equal Housing/Equal Opportunity Lender. For further information call 800-242-0272 or visit the Bank's website at [www.ftub.com](http://www.ftub.com).