

All Mixed Up: Diversifying Building Use

Skyrocketing property prices and inadequate space for new projects in many U.S. real estate markets has in recent years reinforced a growing trend of real estate professionals renovating buildings into mixed-use developments. Combining residential, office, retail, and even some industrial space for multipurpose locations was at one time a commonly used management technique that is again becoming prevalent today in both large and small urban regions in the U.S.

Historic Perspective

The economic philosophy behind mixed-use properties is derived from the conventional notion that mutually-supporting businesses will have a synergistic effect on each other. When residential space and commercial space is combined into a single facility, a services market is inherently born. A natural increase in customer traffic is supported from other occupants of the property and outside customers of the development.

American cities have historically been constructed using the mixed-use development concept. This practice dates back to a time before strict separation of property use was common place. In the 1920s and 1930s, mixed-use buildings were customary in all communities, providing upstairs residences and street-level retail and services to the public. This design was a response to residents settling in urban areas, municipalities developing transportation infrastructure making travel more convenient for commuters, and developers recognizing that diversifying their building's occupancy will generate a natural harmonic environment for profit.

Changes in land use patterns in the 1950s resulted in local zoning codes and ordinances that encouraged separation of residential, commercial, and industrial business districts. These zoning restrictions were established in part due to evolving societal perspectives and nuances that were created in the city's structural design, such as the clash between factory pollution and residential health. Mixed-use buildings quickly lost their popularity once these zoning codes were implemented.

In hindsight, the zoning codes of the 1950s isolated property sectors into disconnected enclaves, creating considerable traffic congestion and overwhelming parking demands. The zoning ordinances restricted the natural flow of the city and failed to consider any notion of architectural efficiency. Zoning contracts became based on negotiation and the merits of specific proposals.

Although some single-purpose facilities have proven efficient for many retail and service-related businesses over the past century, many now argue that they have also caused the atrophy of neighborhood activities and community connectedness.

Contemporary Mixed-Use Development

The real estate industry has recently seen a rebirth of these mixed-use developments in many major urban markets. With the population demographics in the U.S. continually changing, in particular the growing number of immigrants and the Baby Boomer population aging, urban residents are creating a market demand for real estate professionals to provide residential living and commercial activities all in one location.

Most businesses run cleaner and quieter today and can be constructed closer to residential areas due mostly to changes in federal, state, and municipal regulations over the last century. We are seeing more mixed-use properties because Americans have a growing societal preference to use land more efficiently, to enhance or redevelop underutilized properties, to reduce reliance on automobiles for transportation, and to provide more convenience in an increasingly busy world.

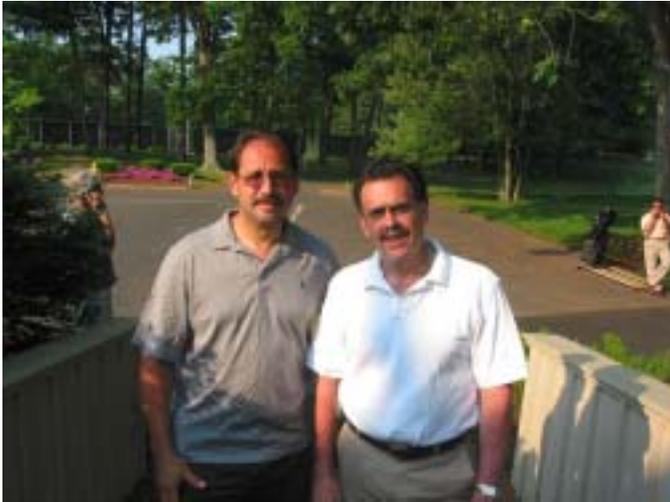
Mixed-use developments are diversifying communities, providing more social activities for residents, increasing economic vitality and market opportunities, and expanding transportation options such as walking, biking, or public transportation. They are also supporting long-term economic stability by strengthening the municipal tax base, the local job market, and business resources.

What to Expect for Tomorrow

Undoubtedly, the trend toward mixed-use developments will continue in most fast-growing urban areas as land becomes more scarce and expensive, and as we continue to apply smart growth policies to our business models. We will see cities build up, not out. We will see fewer sprawling shopping centers with huge parking lots and fewer freestanding office buildings. History has proven that mixed-use developments can be economically viable business ventures for commercial real estate professionals while also substantially benefiting local communities simultaneously.

By: Steven W. Ford is chairman and chief elected officer of BOMA International, and is senior managing director of facilities management for Cushman & Wakefield Inc.

June 13, 2005 17th Annual Golf Outing



President Tom Izzo (r) and guest.



Grand Tournament Sponsor: Culbertson Company.



Ed Farmer takes his shot from the green.



Equity Office's foursome enjoys the day.



Bob Shepard shoots for a hole-in-one.



Chris Vitale tees off on the 8th hole.

June 13, 2005 – 17th Annual Golf Outing

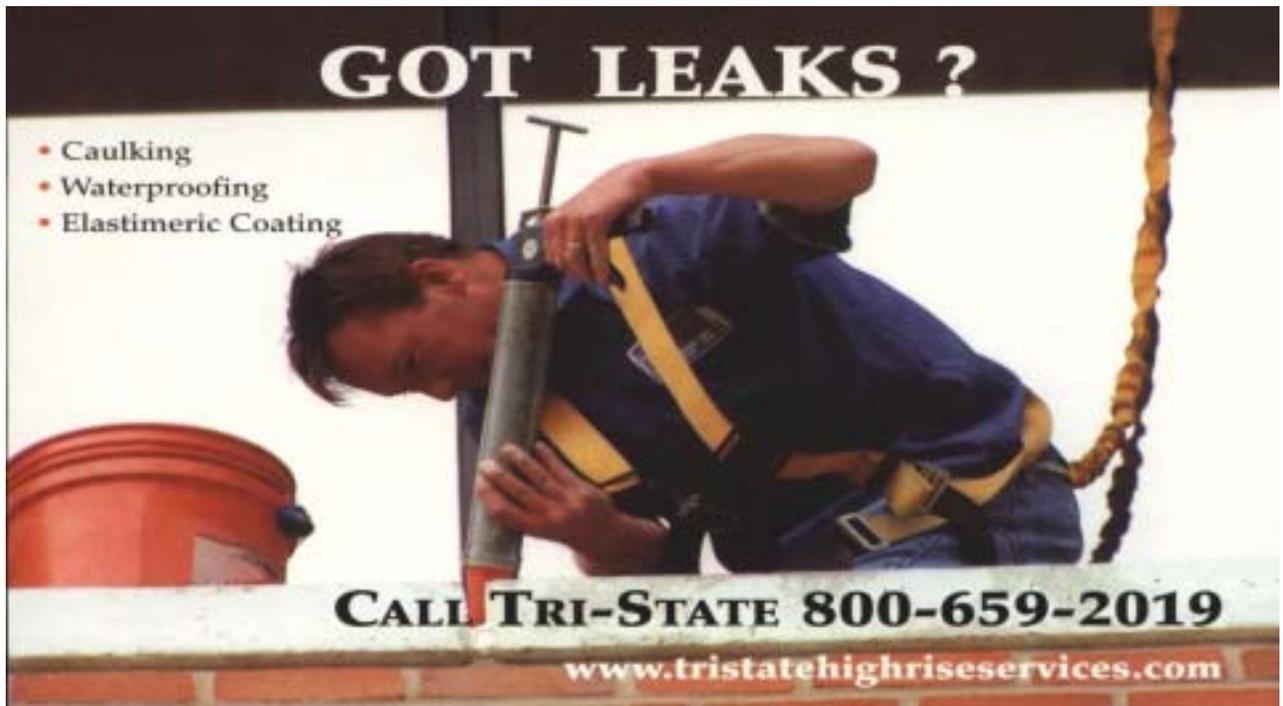
On the morning of June 13th, over 100 golfers gathered at the Farms Country Club in Wallingford, Connecticut to take part in the 17th Annual Southern CT BOMA Scholarship Golf Outing. No rain drops were to be found this year as the hot sun beat down heavily the whole afternoon. Despite the exhausting heat, the foursome of Brian Heelan, Frank Kozak, Tony Vos, and Rich Craven shot a 63 to win 1st place. Finishing 2nd place was Keith Grant, Greg Breland, Charlie Dowd, and Alex Banker, also with a score of 63. The 3rd place winners were Mark Russo, Jeff Albanese, Tom Carlucci and Pat DiMarino with a score of 63 and coming in 4th with a combined score of 64 were Joel Shipley, Jim Suermann, Leroy Diggs and Jeff Dumas. The winner of the closest to the pin contest was Tom Carlucci who managed to land his shot inside 3 feet from the hole. The longest drive was hit by Steve Werner and the closest to the line winner was Rich Vulfs. The Grand Sponsor at this year's tournament was **Culbertson Company of New York**. Other sponsors included:

| | |
|---------------------------------|--|
| LaSorsa Construction | Otis Elevator Company |
| Eastern Land Management, Inc. | Albert B. Ashforth, Inc. |
| Tri-State Window Cleaning, Inc | Service Management Group, LLC |
| United Services of America | DOW Chemical |
| Simplex Grinnell, LP | New Boston Fund, Inc. |
| Mack-Cali Realty Corporation | Siemens Building Technologies |
| Alliance Building Services | Skyscraper Services |
| Eastern Bag & Paper | The Brickman Group |
| Alliance Building Services | Sedona Group |
| UNICCO Facilities Services | Equity Office Properties |
| Cushman & Wakefield | Temco Service Industries |
| Sedona Group | Triple "S" Carpet and Drapery Cleaning |
| Perco | Mulvaney Properties LLC |
| Atria, Inc. | OneSource Management |
| Preimier Maintenance, Inc | Custom Care Building Services |
| New England Mechanical Services | |

During the dinner reception following the outing, two scholarship awards were presented by President Tom Izzo of Antares Real Estate. The \$2,000 educational scholarships for 2005 were awarded to Ryley Hartt, son of Bob Hartt of Albert B. Ashforth and Samantha Crowle, daughter of Bruce Crowle of Atria, Inc. Southern CT BOMA wishes both students well in their future educational pursuits.

The year's winning foursome was Brian Heelan, Frank Kozak, Tony Vos and Rich Craven with a score of 63. In second place was the foursome of Keith Grant, Greg Breland, Charlie Dowd and Alex Banker with a score of 63. The foursome of Mark Russo, Jeff Albanese, Tom Carlucci and Pat DiMarino came in third place, also with a score of 63. The fourth place foursome of Joel Shipley, Jim Suermann, Leroy Diggs and Jeff Dumas had a score of 64. The Closest to the Pin award went to Tom Carlucci. The Longest Drive award was presented to Steve Werner and Rich Vulfs won the Closest to the Line Award.

Many thanks to all the golfers and sponsors for their continued support of Southern CT BOMA and the scholarship golf outing.



We also provide:

Pressure Washing
Façade Cleaning/Painting
Masonry/Concrete Repair

Denka Atrium Lift Rental
Metal Polish/Sealing
Glass Restoration

Blind Cleaning
Light Bulb Replacement
Pigeon Control



May 25, 2005 Lunch Meeting

Gene Kisken of Allied Barton Security moderated a discussion with Michael Galle of Cushman & Wakefield and Detective Patrick Chagnon, CPS of the Department of Homeland Security. Attendees met at 11:45 a.m. for networking and then sat down over lunch to listen to Michael Galle recall the events of September 11, 2001. He described how his experience that day affected his job and what kinds of changes have been made regarding security policies and procedures since the attack.

After his speech, Detective Chagnon took the floor and gave a power point presentation on how Homeland Security determines different types of threats, what actions can be taken to prevent such instances, and how to react should a terrorist event take place. He also demonstrated how he and his staff are able to work with building owners and managers to help them be prepared for hostile situations. Detective Chagnon also passed out the Homeland Security Threat Level Guidelines booklet, which describes the recommended actions for dealing with the different threat levels. Following his presentation, he answered questions from the floor pertaining to some of the attendees personal security measures. Special thanks to Bill Vassell of Murdoch Security and Investigations for sponsoring the meeting.

| | |
|--|--|
|  PMI PREMIER MAINTENANCE INCORPORATED | Michael Diamond Tim Whitlock |
| <ul style="list-style-type: none">• janitorial• window washing• porter services• carpet & floorcare• construction cleanup• landscaping & snow removal | (203) 878-0638 (800) 972-4079 Fax (203) 874-5078 www.pmiclean.com |
| 360 New Haven Ave. P.O. Box 392 MO Milford, CT 06460 Norwalk • Milford • Hartford | |

MEMBER NOTES

Welcome to the New Members

Robert Albert
David Berk
Eric Brown, PE

Adam Cervin
Kathleen Cioffi
William Hodel

John Oliveto, PE

Jones Lang Lasalle
Tishman Speyer
Cushman &
Wakefield
The Care of Trees
New Boston Fund
Building & Land
Technology
Fletcher-Thompson

Calendar of Events

July 14
Summer Social
5:30pm -7:30pm
Stamford Yacht Club
Stamford, CT

October 20
TOBY Awards Dinner
6:00pm - 10:pm
The Inn at Longshore
Westport, CT

May 11, 2005 Diageo Tour

On May 11th, 40 members and their guests joined 40 CoreNet members to tour the new Diageo building in Norwalk, CT. This tour highlighted the many different rooms, each one with their own motif. The building also offers a pub for the employees' and visitors' enjoyment, and following the tour, the 80 attendees regrouped to socialize in the pub. Presenting the building to BOMA and CoreNet was the owner, architect, landlord and others involved in the developing of this exciting new site.

| |
|--|
|  MACK-CALI [®] Realty Corporation |
| 100 CLEARBROOK ROAD, ELMSFORD, NY 10523 914-592-4800 |

Southern Connecticut Officers

President

Thomas Izzo
Antares Real Estate Services

Vice President

Frank Belarge
Best Rent Properties

Directors

Ellen M. D'Arpino, RPA, FMA

Cushman & Wakefield

Michael Jacopino

Reckson Associates

Robert Hartt

The Ashforth Company

Bruce Moore

Eastern Land Management



Michael Diamond, Golf Outing Chairman.

The logo for Eastern Horticultural Services, LLC is enclosed in a double-line rectangular border. At the top center is a stylized 'E' logo with a leaf and a branch. Below the logo, the text reads: 'Eastern Horticultural Services, LLC' in a large, bold font. Underneath that, it says 'Landscape Professionals' and 'Jason Wegiel or Michael Diamond'. The phone number '203-882-9747' is prominently displayed in a large, bold font. At the bottom, it lists the locations 'Hartford - Milford - Norwalk'. To the left of the main text, it says 'Design Installation Florals' and to the right, 'Maintenance Snow Removal'.

ATRIA, INC.

AN INTERIORSCAPE COMPANY



1701 Highland Avenue
Cheshire, CT 06410
203 250 2383 x 100

www.atriainc.com

Interior Design and Installations
Guaranteed Horticultural Service
Holiday Designs by Atria
Seasonal Colorscaapes
Exterior Colorscaapes

- ▲ Seasonal Color Displays
 - ▲ Horticultural Consulting
 - ▲ Holiday Decorating
 - ▲ Snow Removal
 - ▲ Irrigation Systems
 - ▲ Landscape Renovations
 - ▲ Integrated Pest Management
 - ▲ Total Grounds Management



"Enhancing your image... from the ground up."
 Locally Owned & Operated Since 1976
Eastern Land Management, Inc.
www.easternland.com
 203-316-5433

WFL Real Estate Services, LLC

Our services include:

- Property management
- Brokerage
- Office build-outs

We specialize in office buildings under
150,000 s/f

For more information contact:

William Leopold RPA
1127 High Ridge Road, Suite #210,
Stamford, CT 06905

Telephone: (203) 324-4705 Facsimile (203) 324-4755
www.wflrealestate.com Email: bill@wflrealestate.com

Premier Services

Paul Nixon

(203) 878-0638 x218
 (800) 972-4079
 Fax (203) 874-5078

- window washing
- caulking
- pressure washing
- construction cleanup

360 New Haven Ave. P.O. Box 392 MO Milford, CT 06460

Norwalk • Milford • Hartford

203.637.6800

Paul@us-a.com

www.us-a.com



Paul Senecal

**United Services of
America, Inc.**

1-800-GOT-JUNK?®

NORTH AMERICA'S LARGEST JUNK REMOVAL SERVICE

Keep your tenants. Not their junk.

" I had tenants move and leave lots of stuff behind, both in their apartment and in their storage locker. 1-800-GOT-JUNK? saved me the time and hassle of dealing with their mess and let me focus on running my building. " — *Don Nelson, Multiple Management Company*

As a property manager, chances are you've had tenants move out and leave behind old furniture or piles of unsightly junk around your property's garbage bins. 1-800-GOT-JUNK? makes property clean-up simple. Instead of worrying about junk removal we free up your time and effort for more important matters. Our timely removal ensures your properties are clean and ready to rent. You keep your tenants, we'll take their junk!

We Do All The Loading & Clean-Up

Old Furniture & Appliances
Office, Home & Yard Clean-Ups
Construction & Renovation Debris
Single Items to Multiple Truck Loads

- On-Time Service • Up-Front Rates
- Clean, Shiny Trucks • Friendly, Uniformed Drivers



Serving Homeowners, Property Managers,
Contractors, Builders & Businesses since 1988





Culbertson Company

of New York

182 Brady Ave., Hawthorne, NY, 10532
914-345-5959 fax: 914-345-3326

Concrete Restoration
Sealants
Condition Surveys
Deck Coatings
Building Cleaning
Floor Repairs
Specialty Roofing
Protective Coatings

Masonry Restoration
Grouting
Wall Coatings
Confined Space
Insulated Wall Systems
Aerial Repairs
Strengthening
Protective Linings

Quality Craftsman Since 1949