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:

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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.
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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.

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.

### Calendar of Events

<table>
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<th>Event</th>
<th>Date</th>
<th>Time</th>
<th>Location</th>
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<tbody>
<tr>
<td>Summer Social</td>
<td>July 14</td>
<td>5:30pm - 7:30pm</td>
<td>Stamford Yacht Club, Stamford, CT</td>
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<tr>
<td>TOBY Awards Dinner</td>
<td>October 20</td>
<td>6:00pm - 10:00pm</td>
<td>The Inn at Longshore, Westport, CT</td>
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### Welcome to the New Members

Robert Albert Jones Lang Lasalle
David Berk Tishman Speyer
Eric Brown, PE Cushman & Wakefield
Adam Cervin The Care of Trees
Kathleen Cioffi New Boston Fund
William Hodel Building & Land Technology
John Oliveto, PE Fletcher-Thompson
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