

Your Membership Dues \$\$\$ at Work

Congressional Agenda: Tax and TRIA

Before adjourning for the August Recess, Congress successfully accomplished two BOMA International goals – passage of energy and transportation legislation. But when legislators return to Washington, D.C., following the Labor Day holiday, they will still have several major issues to tackle. In addition to the Senate confirmation of Supreme Court nominee John G. Roberts Jr., Congress needs to complete work on the spending bills for FY2006 (which begins October 1). In addition, social security, tax reconciliation, and extension of the Terrorism Risk Insurance Act (TRIA) are expected to receive lawmakers' deliberation.

This fall, Congress will work on the fiscal 2006 tax reconciliation package, which will be given special protection from filibuster. Key legislators are discussing including "expiring tax provisions" in this package – that is tax benefits that have already been enacted but are set to expire soon. BOMA International and our coalition partners are working to ensure that legislation that would permanently extend the 15 percent capital gains rate and reduce the depreciation recapture rate to 15 percent is included, along with legislation to permanently reduce the depreciation period of tenant improvements from 39 to 15 years.

BOMA International will also continue to work with Congress to either extend TRIA (set to expire at the end of the year) or enact a new program to ensure that terrorism coverage is available to all policy holders. Following hearings this summer, the key House and Senate Committees are ready to get down to business. Committee staff spent much of the August recess discussing plans for new legislation to accomplish the goal of preserving the availability of terrorism insurance while shifting more of the burden from the federal government back to the insurance industry. BOMA and its coalition partners in the Coalition to Insure Against Terrorism (CIAT) will continue to work with Congress to ensure that policy holders' needs are represented.

Reducing Administrative Costs a Priority for Corporate Facilities

Corporate facilities reported a significant decrease of 14.6 percent in the dollar amount spent on administration per square foot of the building, according to data collected by BOMA's Experience Exchange Report (EER) 2005. Corporate facilities reported that they spent \$.76/rsf on administration in 2004 in comparison to \$.89 in 2003.

Achieving higher efficiencies while trying to reduce costs as the economy tries to recover remains a goal for building management. To this end, there were decreases in both operating costs and operating plus fixed costs reported by corporate facilities. While some expense line items increased over 2003, corporate facilities reported a decrease of almost three percent in total operating costs (\$7.12/rsf in 2004 vs. \$7.34 in 2003) and a decrease of four percent in total operating plus fixed costs (\$9.30/rsf in 2004 vs. \$9.72 in 2003).

With the ongoing increase in energy prices, the dollar amount spent on utilities increased by 10 percent in 2004 at \$2.38/rsf in comparison with \$2.16/rsf in 2003. Another line item which increased significantly was repairs/maintenance at \$1.81/rsf in 2004 in comparison with \$1.73/rsf in 2003. The reason for this increase can be attributed to the high profile nature of many of the buildings in the corporate facilities category that require higher levels of maintenance. The amount spent on security decreased by 15 percent in comparison with 2003 at \$.83/rsf in 2004. The increased spending most companies saw on security after 9/11 seems to be finally leveling off.

To order the Experience Exchange Report (EER), please call 1-800-426-6292. To check out a detailed description of the EER, please visit the BOMA International web site at www.boma.org or contact Amita Juneja at 202-326-6345 or ajuneja@boma.org.

This very informative book is used by many in the commercial real estate industry. Order yours today!

Annual TOBY and Earth Awards Gala

Join us on **October 26th at The Inn at Longshore** in Westport, CT for our annual TOBY Gala. This year we have included the Earth Award category. The Earth Award honors those who have made environmental considerations a part of the way they function and do business to conserve the earth's natural resources. The TOBY Award, as you know, recognizes quality in office buildings and office building management. **Congratulations to the 2005 TOBY and Earth Award Winners:**

**Ridgebury Officenter
Greenwich Plaza
Enterprise Corporate Park
707 Summer Street**

**100,000-249,999 Square Foot Category
250,000-499,999 Square Foot Category
Suburban Mid-Rise Office Complex
Earth Award**

We will also be honoring **Patricia Jurgielewicz** as the 2005 Member of the Year, **Mack-Cali Realty Corporation** as the 2005 Corporate Member of the Year and **AlliedBarton Security Services** as the 2005 Allied Member of the Year.

Sponsorship opportunities are still available. Tables of ten may also be purchased. Fill out the Sponsorship form and fax or mail it to the Executive Office. This is a great way for your company to congratulate the TOBY and Earth Award winners and thank the 2005 Honorees for their time and commitment to the Association. Watch your mail for your "formal" invitation!

Southern CT BOMA has donated \$1,000 to the BOMA International Fund for the victims of Hurricane Katrina. 100% of the funds collected will be distributed to BOMA members in the affected areas, and BOMA International will work through the local associations in those areas. If you wish to contribute to this fund, please visit the BOMA International web site at www.boma.org for additional information. Pictured at right is President Tom Izzo (l) of Antares Real Estate with Vice President Frank Belarge of Best Rent Properties with the check for the Katrina victims.

To date, BOMA International has collected \$25,000 from local BOMA Associations, with another \$33,000 pledged. The New Orleans local sends their thanks for everyone's assistance during this time.



Southern Connecticut BOMA Officers

President

Thomas Izzo

Antares Real Estate Services

Vice President

Frank Belarge

Best Rent Properties

Secretary/Treasurer

Michael Bodendorf

Equity Office Properties

Directors

Ellen M. D'Arpino, RPA, FMA

Cushman & Wakefield

Joseph Delco

Mack-Cali Realty Corporation

Michael Jacopino

Reckson Associates

Robert Hartt

Albert B. Ashforth, Inc.

Bruce Moore, Sr.

Eastern Land Management

Patrick Philbin

W&M Properties

SPONSORSHIP OF THE 2005 TOBY and EARTH AWARDS GALA

_____ YES, I would like to be a sponsor of the Southern Connecticut BOMA Awards Gala being held on October 26, 2005 at the Inn at Longshore, Westport, CT. I have indicated my desired level of sponsorship.

_____ **Platinum:** (A \$2,000 platinum sponsorship entitles you to a full-page advertisement in our GALA Awards Program Book and a table of ten for dinner at the event).*

_____ **Gold:** (A \$1,750 gold sponsorship entitles you to a half page advertisement in our GALA Awards Program Book, and a table of ten for dinner at the event).*

_____ **Silver:** (A \$500 silver sponsorship will provide you with a sponsorship listing in our GALA Awards Program Book and one dinner at the event).

_____ **Bronze:** (A \$250 bronze sponsorship will provide you with a sponsorship listing in our GALA Awards Program Book).

_____ **Individual Dinner:** (\$130 per person).

Please check the appropriate space below:

_____ My check to cover my sponsorship commitment is enclosed.

_____ Please invoice me for the cost of the above-indicated sponsorship.

NAME _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

E-MAIL ADDRESS _____

*** Please email a camera-ready logo to put in the Program Book to:
smoran@ssmgt.com**

Southern CT BOMA
P.O. Box 30
One Regency Drive, Bloomfield, CT
p-860-243-3977 f-860-286-0787



www.tristatehighriseservices.com

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



GOT GRIME ?

- Building Facades
- Parking Garages
- Sidewalks

**CALL TRI-STATE
800-659-2019**

www.tristatehighriseservices.com

MEMBER NOTES

Welcome to the New Members!

Thomas Baran, Mack-Cali Realty Corp
Property Manager
40 Richards Avenue
Norwalk, CT

Robert LeBlanc, R.D. Scinto, Inc.
Vice President of Operations
Enterprise Corporate Park
One Corporate Drive
Shelton, CT

Calendar of Events

October 26, 2005
TOBY and Earth Awards Gala
5:30pm - 10:00pm
The Inn at Longshore
Westport, CT

November 17, 2005
Tour and Networking Dinner
5:30pm - 8:30pm
Enterprise Corporate Park
TOBY WINNER
Shelton, CT

December 8, 2005
Holiday Social
5:30pm - 8:00pm
General Electric Guest House
Fairfield, CT



ATRIA, INC.
AN INTERIOSCAPE 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 Colorscales
Exterior Colorscales



Michael Diamond
Tom Whitlock

- 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

2006 Dues

Watch your mail for your 2006 dues invoice. Starting in October, Southern CT BOMA will be offering a '15-for-12' Membership. Now is the best time to recruit new members to join the Association. Paying their 2006 dues in October will allow them to attend the remaining programs of 2005 at the member rate. Bring a prospective member to an upcoming program and introduce him/her to the members and the benefits of belonging to Southern CT BOMA!

Southern CT BOMA is presently working on a web site, www.soctboma.org. This new site will be up and running soon, and all members will be notified of its completion. We encourage you to send your comments and suggestions to the Executive Office at smoran@ssmgt.com once the site is available for viewing.

- ▲ 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



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

**BOMA INTERNATIONAL'S 2006
CONVENTION SCHEDULE**

January 15-18

Winter Business Meeting and Leadership
Conference

Westin La Paloma Hotel, Tucson, AZ

June 24-27

North American Commercial Real Estate
Congress and The Office Building Show, Dallas
Convention Center, Dallas, TX



Paul Senecal
**United Services of
America, Inc.**
(203) 637-6800
paul@us-a.com

BOMA INTERNATIONAL NOTES

The BOMA Foundation has developed an innovative new operational excellence program called the BOMA Energy Efficiency Program (BEEP). BEEP teaches property owners, managers, and operators important strategies for optimizing their equipment, people, and practices.

In partnership with the US Environmental Protection Agency **ENERGY STAR** program, BEEP has and will continue to develop industry standards for operational excellence, document success through recognition programs, and communicate those successes to our industry and stakeholders.

BEEP objectives include the following:

- Educate the commercial real estate industry about the opportunity to reduce energy use and expenses with no- and low-cost solutions
- Develop an industry standard for operational excellence that leverages a strategic approach, optimizes financial performance, and provides recognition for achievements

- Improve tenant comfort and satisfaction through reduced operating expenses, increased NOI, and enhanced asset value
 - Position real estate practitioners as solution providers to owners and tenants seeking environmental stewardship
- Property owners, managers, and operators will improve tenant comfort and satisfaction, extend the life cycle of equipment, and increase operational control by:
- Understanding opportunities to reduce utility costs by up to 30 percent
 - Identifying and implementing easy, no- and low-cost ways to improve energy performance
 - Presenting compelling financial returns to clients for energy efficiency projects

Visit BOMA International at www.boma.org for additional information on this program.



**Eastern
Horticultural
Services, LLC**
Landscape Professionals
Jason Wegiel or Michael Diamond
203-882-9747
Hartford - Milford - Norwalk

Design Installation Florals Maintenance Snow Removal



MACK-CALI
Realty Corporation
100 CLEARBROOK ROAD, ELMSFORD, NY 10523
914-592-4800