Greetings friends! I trust you are enjoying the waning days of summer!

It is an honor for me to serve as the President of Southern Connecticut BOMA this year. Thank you for the opportunity. I also want to thank the officers and directors serving on the board this year. They are: Steve Werner of Clearwater Associates (vice president), Joe Delco of R.D. Scinto (secretary/treasurer), Ed Farmer of RBS Greenwich Capital, Bill Leopold of WFL Real Estate Services, Bruce Moore, Sr. of Eastern Land Management, Jim Phillips of Building and Land Technology, and Diane Reichert of RFR Realty.

Strong programs have become the hallmark of our organization. We are committed to delivering programs that are relevant, timely, and thought-provoking. We want our programs to answer questions we all need to know about, and sometimes, to ask questions we haven’t yet thought about.

The process of producing our programs is one of the most valuable and satisfying aspects of my membership in BOMA. You have a nice breakfast, you talk about the industry with smart people, and you follow the discussion to a program idea. Program meetings are held 19th Annual Golf Tournament

JUNE 12, 2007

The weather held off until the 18th hole for most golfers as they played the beautiful Woodbridge Country Club at the annual Southern CT BOMA golf outing. Over 120 members and their guests enjoyed a great day, beginning with lunch and ending with a great networking hour, dinner, and a raffle drawing. As each player registered, they received a ‘goodie’ bag filled with items from the Allied Members. They also received a gust-buster golf umbrella.

There were many winners that day: Closest to the Pin–Steve Werner; Men’s Longest Drive–Adam Resis; Woman’s Longest Drive–Neisha Natale; and Closest to the Line–Mark Morales. The raffle drawing at the end of the tournament was a huge success. Many items from the golf shop and electronic prizes were given away.

Two scholarships were also presented that evening to children of two members. Lisa D’Estrada, daughter of Art D’Estrada, and Matt Felner, son of Patricia Felner, were both awarded two thousand dollars towards their continuing education. These awards are made possible because of the many generous sponsors for this outing:

MARCH 22ND TRADE SHOW

This year’s Trade Show, chaired by Bruce Moore, Sr. of Eastern Land Management, was a tremendous success. The show was held at the Holiday Inn Select in Stamford, with 26 vendors participating. All Allied Members were invited to showcase their company. The guests received a 1GB portable hard drive as their registration gift. After hearing from Joe McGee, Vice President of Public Policy of the Business Council of Fairfield County, the Principal Members visited each vendor booth to learn about the new products and services available to those in the commercial real estate industry, had their ‘scorecard’ stamped, entered the vendors’ raffle drawing, and enjoyed some great food. At the end of the trade show, the raffle drawing took place. Mario Tarantino of Grubb & Ellis won the top prize, a 20” LCD television with DVD player, sponsored by SimplexGrinnell. Eastern Land Management sponsored the TomTom GPS, Building and Land Technology sponsored the 15” LCD television with DVD player and Hoffmann Architects sponsored the 2GB iPod. Thanks to those member companies for their support of the Trade Show.
One-Stop Energy and Environment Resource Now Available to Commercial Real Estate Professionals


The G.R.E.E.N. offers commercial real estate professionals one-stop shopping for valuable information on sustainability issues, ranging from BOMA’s advocacy policy positions to state and local legislative initiatives to case studies to education offerings such as the BOMA Energy Efficiency Program (BEEP).

The G.R.E.E.N. is a constantly evolving site that highlights industry best practices; reports on the latest trends, solutions and educational practices; and keeps industry professionals updated on advocacy and code development. The G.R.E.E.N. also provides information on other industry programs and resources.

“The G.R.E.E.N. Web site is an organized clearinghouse of valuable information that can make going green an achievable goal,” said BOMA International Chairman Kurt R. Padavano, RPA, CPM, FMA, SMA, chief operating officer of Advance Realty Group of Bedminster, New Jersey. “Reducing energy consumption not only helps the environment, but also keeps properties competitive by driving ROI and creates a healthier and more productive work environment for tenants.” The G.R.E.E.N. is a valuable tool for companies that are just getting started on an energy efficiency program, as well as for organizations looking to enhance an already existing program.”

The commercial office building industry spends approximately $24 billion annually on energy and contributes 18 percent of U.S. carbon dioxide emissions. Energy represents the single largest operating expense for office buildings, typically a third of variable expenses.

The G.R.E.E.N. is the latest initiative in BOMA International’s long and accomplished history of working on energy and environment issues. From the World Wars to the energy embargoes of the ‘70s to the nationally recognized educational programs available today, BOMA continues to stand out as a leader in sustainability and energy efficiency. Visit The G.R.E.E.N. at www.boma.org/green.

SIOR FOUNDATION CONtributes $10,000 TO BOMA Energy Efficiency Program (BEEP)

(WASHINGTON, DC—May 24, 2007) The SIOR Foundation (SIORF), a non-profit foundation, independent of the Society of Industrial and Office REALTORS®, that provides financial support for activities that expand knowledge within and beyond the commercial real estate industry, has been named a Champion sponsor by the Building Owners and Manager Association (BOMA) International Foundation for their $10,000 contribution to the groundbreaking BOMA Energy Efficiency Program (BEEP).

The BEEP program, which offers cutting-edge energy savings solutions through a series of Webinars, was developed by the BOMA Foundation in partnership with the U.S. Environmental Protection Agency ENERGY STAR® program. A critical component to the BEEP program is benchmarking energy performance through the EPA’s Portfolio Manager.

“More and more building owners and managers are making energy efficiency a priority and the BEEP educational series provides the tools to make it happen,” said Gary Wood, RPA, chair of the BOMA Foundation. “This generous contribution by Champion Sponsor SIOR Foundation will help us build on the success of BEEP as participants take the next step and benchmark their energy performance through the EPA’s Portfolio Manager. Through benchmarking, we can show lawmakers that incentives and voluntary programs like BEEP are the most effective ways to reduce energy consumption.

“We are proud to support BEEP, a program that has revolutionized the way our industry tackles energy consumption,” said David Zimmer, SIORF President. “SIORF is committed to help bring the energy efficiency strategies offered in the BEEP seminars to an even broader audience. We look forward to working with the BOMA Foundation and BOMA International to help building owners and managers reduce emissions and save on energy costs while providing healthier work environments for tenants.”

LEASEHOLD DEPRECIATION LEGISLATION NOW PENDING IN BOTH HOUSE AND SENATE

Legislation that would permanently reduce the timeline to 15 years for depreciating leasehold improvements has been introduced in both the House and Senate. The lead sponsors to the House bill, H.R. 2014, are Congressmen Joe Crowley (D-NY) and Jerry Weller (R-IL). The Senate version, S.1361, was just recently introduced early last month and is sponsored by Senators Kent Conrad (D-ND) and Jon Kyl (R-AZ).

BOMA is working with allied interests in the commercial real estate community to amass a large number of cosponsors on these bills. In the current “pay-go” environment in which Congress is now operating, it is necessary to demonstrate a significant amount of supporters for a permanent reduction in effort to simply extend the current 15-year depreciation schedule set to revert to 39 years at the end 2007. Contact: Jason Todd, (202) 326-6356, jtodd@boma.org

BOMA SEEKING MEMBER INPUT FOR FCC TELECOM FORCED ACCESS MATTER

The Federal Communications Commission (FCC) is asking for information on an issue dealing with exclusive contracts in commercial buildings. In a recent Public Notice, the FCC asked for information to “refresh the record” in the Competitive Networks proceeding, in which the FCC earlier examined exclusive contracts and declined to regulate such agreements in residential buildings, while banning telecommunications carriers from entering into such agreements in commercial properties.

continued on next page
BOMA is working with the Real Access Alliance to respond to the FCC Public Notice. Our goal is to show the FCC that commercial building owners want to let telecommunications providers into their buildings, generally don’t enter into exclusive agreements, and that most mid to large buildings have multiple providers.

Contact: Jason Todd to take a short survey on this issue at (202) 326-6356, jtodd@boma.org

PUBLIC REVIEW FOR ASHRAE/USGBC/IESNA GREEN BUILDING STANDARD 189

The American Society of Heating, Refrigerating and Air-conditioning Engineers (ASHRAE) in partnership with the U. S. Green Building Council (USGBC) and the Illuminating Engineers Society of North America (IESNA) is developing a green building standard (Standard 189) intended to cover all commercial (non-residential) buildings. This standard targets new construction only, but it also includes tenant finish-out in new and existing buildings, additions to existing buildings and major remodeling projects. The document is based on the USGBC’s LEED rating system.

The ASHRAE development committee has now released the first public review draft of the proposed standard with public comments due no later than July 7. BOMA is currently reviewing the draft standard and will be developing formal comments for consideration by the committee. Depending on several factors, completion of this standard could be accomplished sometime this fall, but it is also possible that availability of the document could be later in 2007 or even early in 2008.

Contact: Ron Burton, (202) 326-6350, rburton@boma.org

BOMA INTERNATIONAL RELEASES TOP 10 TIPS TO PREPARE FOR HURRICANE SEASON

BOMA Resources Help Building Owners and Managers Protect Tenants and Property in a Disaster

(WASHINGTON, DC—June 1, 2007) Hurricane season officially kicked off on June 1st and the Building Owners and Managers Association (BOMA) International has released its top 10 tips for property professionals to prepare for a hurricane or natural disaster.

Experts at the National Ocean and Atmospheric Administration (NOAA) Climate Prediction Center are projecting a 75 percent chance that the Atlantic Hurricane Season will be above normal this year, and with the start of hurricane season upon us, NOAA recommends those in hurricane-prone regions to begin their preparations. Retired Navy Vice Adm. Conrad C. Lautenbacher, Ph.D., undersecretary of commerce for oceans and atmosphere and NOAA administrator predicts a strong season. “For the 2007 Atlantic Hurricane Season, NOAA scientists predict 13 to 17 named storms, with seven to 10 becoming hurricanes, of which three to five could become major hurricanes of Category 3 strength or higher,” Lautenbacher said in a statement issued by NOAA last week.

According to the Federal Emergency Management Agency, Hurricane Katrina, which devastated the Gulf Coast states during the summer of 2005, was the most costly natural disaster in U.S. history. It is important to begin planning now. Here are some guidelines to help you prepare for a hurricane or emergency situation:

- Create an emergency preparedness plan and team to deal with emergency issues
- Identify objects within the building envelope that would need to be removed, stored or secured (e.g., trash cans, site furniture, materials stored on roof)
- Identify doors and windows that would need to be boarded over or taped to reduce flying glass in event of breakage
- Identify additional building elements that may warrant special attention such as roofing materials, flashing and coping materials, roof vents and air intakes, awnings, gutters and downspouts, roof-mounted, post-mounted or suspended signage, free-standing equipment and siding materials.
- Review local evacuation procedures and identify agency that will issue evacuation order
- Determine how the evacuation order will be communicated and where evacuation routes and shelters are located
- Begin preparations for a possible shutdown and evacuation of your building when a hurricane watch is issued, DO NOT wait until a warning is issued; it may be too late
- Make certain all of your tenants are aware of the building evacuation procedures in the event of a hurricane, and encourage tenants to participate in evacuation drills
- Develop a system to notify tenants of building status after a storm
- Appoint a re-entry team to access building damage

“Preparedness is the key to protecting your tenants and your facility in the event of a hurricane,” said BOMA International Chairman Kurt R. Pataviano, RPA, CPM, FMA, SMA, and Chief Operating Officer of Advance Realty Group of Bedminster, NJ. “By having a comprehensive and updated emergency preparedness plan in place, building owners and managers can protect themselves in the event of any disaster at any time.”

For leasing information call JoAnn Brennan McGrath (203) 847-8087 x245 www.merritt7.com
at the Silver Star Diner (off exit 14) in Norwalk at 7:30 am. The more we have around the tables, the better the discussions and the stronger the programming. You are welcome whenever you can make it. Please contact Sharon Moran in the Executive Office at 860-243-3977 to find out when our next program meeting is.

We will kick off the program year with a lunch program on Thursday September 20th. The topic is MOBs and their rapidly growing impact on our industry and the market. Not sure what an MOB is? See you on the 20th! The TOBY Gala will be held on October 25th at The Inn at Longshore. This has become a signature event to celebrate excellence in our industry. Another luncheon program on November 15th will address energy purchasing in the deregulated environment. It seems like every other owner and manager I speak with has a completely different strategy. The program will explore whether that is appropriate or not. Put these dates in your calendar now.

At the start of 2007, Southern CT BOMA and Greater Hartford BOMA began a “friendly” challenge with IFMA to see which association is the most “green.” Members are asked to send their environmental initiatives to their respective association offices. A list of the initiatives implemented by both BOMA and IFMA members will be circulated this fall. (I thought you would like to know that so far, BOMA is ahead.)

Finally, the Golf Outing at the Woodbridge Country Club on June 12th was a huge success. Special thanks to our perennial golf tournament sponsors Joel Shipley and Jim Suermann of Cubertson. Thanks also to Steve Werner and Clearwater Associates for again hosting and sponsoring our July Summer Social.

See you in September.

Best regards, Robert Hartt
Albert B. Ashforth, Inc.
Thanks to the following companies for participating in the Trade Show: