Happy New Year! Welcome back from the holidays. I hope everyone had some time to rest and visit with friends and family.

On December 3rd, we held our Annual Holiday Social at GE’s Guest House located in Fairfield, CT. The event is always the highlight of the year and well attended. It is so nice to see the BOMA community attend and donate a gift to go under the GE Christmas tree. These gifts go to families who are much less fortunate than others.

On January 14th, BOMA Southern CT will be ringing in the new year with our “Annual Market Trend” program. The program will be moderated by Jeff Gage, CresaPartners, and the guest panel will include; Dean Shapiro, Building and Land Technology, Penny Wickey, Saugatuck Commercial and Jim Fagen, Cushman & Wakefield. Topics include: Will 2010 be ‘same old, same old’ from 2009, or, will we hear a different story? Is the real estate industry getting better, or has the second shoe yet to drop? Please join us on January 14th to hear from some of the most knowledgeable people in the industry as they discuss the different sectors of the real estate industry and how they are faring, their thoughts for 2010, and what they have to say about 2009.

BOMA Southern CT is very excited about our ongoing “Developing Emerging Professional Series”. The objective of our ongoing series is to foster greater involvement with Southern CT BOMA for property management professionals having less than five years of commercial property management experience by providing a learning environment led by seasoned professionals. These educational topics will be provided at no charge to BOMA members as another benefit of membership!

A recent nation-wide study revealed that there will be a skills gap in the real estate profession as a large number of highly experienced professionals reach retirement age over the next several years. In short, since there has not been a significant amount of “upward mobility” in our rather stagnant real estate market, there has been less opportunity for growth and promotion.

Now, more than ever, you need to stay connected to the best commercial real estate association in Southern Connecticut. Dues invoices have been mailed to all 2010 members. Watch your mail and return your payment as soon as possible. I also encourage all members to consider being a 2010 sponsor. The benefits of sponsorship are numerous, and the support is greatly appreciated.

This is my last president’s message as I am transitioning off for year 2010. I want to thank the talented and supportive board members who I have had the pleasure to work with this past year. I am particularly grateful for the support from Sharon Moran, Southern CT BOMA’s BAE administrator, for her tireless efforts with keeping our association on track and organized.

Sincerely,
Steven Werner
President – Southern CT BOMA

In 1915 property professionals were trying to figure out how to manage and operate the “soaring” new skyscrapers hitting urban markets, BOMA International (then known as National Association of Building Owners and Managers) was helping make sense of the vast changes to the office market with the publication of the first Standard Method of Floor Measurement for Office Buildings. Coined “The BOMA Standard” by practitioners for its widespread use and has been revised periodically to reflect the changing needs of the real estate market and the evolution of office building design. This new version signifies a major revision, including a new name to “Office Buildings: Methods of Measurement and Calculating Rentable Area.” The

Continued on page 3

BOMAPAC Sponsors Events for Reps. Matheson and Neal; Sens. Schumer and Shelby

BOMAPAC has been busy supporting legislators who support commercial real estate issues. BOMAPAC recently sponsored an event in honor of Rep. Jim Matheson (D-Utah). Matheson sits on the House Energy and Commerce Committee and successfully passed an amendment to the energy and climate change legislation on our behalf to temper the most onerous provision in the advanced energy codes section of the bill. Matheson is also a member and past co-chairman of the Blue Dog Coalition, a group of fiscally conservative House Democrats.

BOMAPAC also took part in an event supporting the reelection efforts of Congressman Richard Neal (D-Mass.). A member of the powerful Committee on Ways and Means, which is responsible for development of tax policy, Neal is the chairman of the Subcommittee on Select Revenue Measures. In addition, Neal co-chairs the Congressional Real Estate Caucus, a group of members from the House and Senate interested in real estate issues.

On the Senate side, BOMAPAC recently took part in events supporting the reelection campaigns of Sens. Chuck Schumer (D-N.Y.) and Richard Shelby (R-Ala.). Elected to the Senate in 1998, Schumer is New York’s senior senator. He currently sits on the Senate Finance Committee, which oversees the nation’s tax, trade, social security and health care legislation. He also served as chairman of the Democratic Senatorial Campaign Committee (DSCC) for the last two election cycles before stepping down in 2008.

Shelby, first elected to the Senate in 1986, is the ranking member of the Banking, Housing and Urban Affairs Committee. In addition, he is a senior member of the Appropriations Committee. He has authored and introduced legislation to create a balanced budget amendment to the Constitution every Congress since his election to the United States Senate.
MEMBERSHIP

The membership committee manages several tasks to ensure we consistently meet the BOMA International requirements and continually grow as a chapter. Outlined below are some of the tasks which this committee manages on an annual basis:

- Track status of existing members (Principals and Allieds)
- Ensure annual fees are paid by Principal and Allied members
- Ensure ratio of Principal members to Allied members remains at a 60/40 percentage
- Continually look for new member opportunities and encourage Principals to join local chapter
- Encourage member to attend seminars/events to increase their visibility and allow them better opportunities for networking

NEW MEMBER DIRECTORY

Eric Anderson  Healthy Buildings International  (973) 821-5259  eanderson@hbiamerica.com
Pamela Giannone  Diagio  (203) 229-2145  pamela.giannone@diageo.com
Paul Pavelka  Building and Land Technology  203-644-1562  ppavelka@bltoffice.com

CHANGES TO CONTACT INFORMATION

John Kruzshak  Ever-Green Environmental LLC  (800) 547-1222  jk@evergreeninc.net

Office Buildings: (continued)

standard provides a uniform basis for measuring rentable area in both existing and new office buildings by taking a building-wide approach to floor area measurement. It provides a methodology for measuring both occupant space as well as the space that benefits all occupants. New features of the 2010 office standard include:

- Single Load Factor Method. A new calculation applied to the occupant area of each floor to determine the rentable area and is the same for all floor levels of a building. This method is referred to as “Method B.” This method was not permitted in the 1996 version.
- The measurement methodology of the 1996 standard is referred to as “Legacy Method A” in the new standard.
- A new class of space, “Occupant Storage” has been created for measuring certain occupant areas in a building, such as basement occupant storage, that is not calculated in the Single Load Factor.
- Regional leasing practices, particularly for tropical climates, are included in the new standard to allow for enclosure requirements and limited (unenclosed) circulation.
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Act Now! Fight Large Tax Increase on Commercial Real Estate Legislation Would Double Tax on Development

The House of Representatives recently passed legislation that would more than double the tax on real estate development by changing the tax rate on carried interest to that of ordinary income (nearly 40%), rather than capital gain (15%). Now the bill moves to the Senate for consideration. BOMA International needs your help telling your senators to oppose raising this tax as it will have a significantly negative impact on the future of commercial real estate investment.

HOLIDAY SOCIAL
Insurance Advisors LLC prides itself on being the premier provider of property and liability insurance consulting and outsourcing services to the commercial real estate industry. We are a national firm with clients coast to coast. **Insurance Advisors LLC** is not an insurance broker or agent. Our fees are based on time and expense, not commission. We offer the following professional services to our clients:

- Monitoring of Tenant Provided Insurance utilizing our patent pending ICCAMS data base and software system
- Rebidding of property and liability insurance programs to help building owners and managers obtain the best coverage at the lowest possible cost, including screening and selection of insurance agents and brokers
- Acting as “in-house” risk and insurance managers for building owners and managers
- Helping BOMA vendors and service providers with insurance matters

Insurance Advisors LLC has a blue chip roster of clients. Call Bernie Brown at the number below or send him an email at bbrown@ins-adv.com for a no obligation appointment to discuss your needs. You won’t be disappointed!
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**Smallest Fish**
Deborah Ann (2.12 lbs)
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40 Richards Avenue
100,000-249,999 Square Foot Category

901 Main Avenue/The Towers
250,000-499,999 Square Foot Category

Crown Corporate Campus
Suburban Low Rise Office Park Category

Enterprise Corporate Towers
Suburban Mid-Rise Office Park Category

Nyala Farms Corporate Center
Renovated Category

Cartus
Earth Category

RFR Realty LLC
Corporate Honoree

Thomas Izzo
Antares Real Estate Services, LLC
Member of the Year

Bruce Crowle
Astria, Inc.
Allied Member of the Year

Robert Ostaszewski
Mack-Cali Corporation
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As a property manager, you have enough to worry about.

We’ve got your trees covered. The Care of Trees has been giving managers the peace of mind in knowing that the trees and shrubs on their properties are well cared for. Our Certified Arborists understand not only your landscape needs but also the daily challenges of maintaining a beautiful site – knowing that landscaped trees and shrubs require ongoing maintenance to thrive in urban environments.

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- Shrub & Ornamental Tree Pruning
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Trees are more than our business, they’re our passion. Our goal is to get the job done safely, do it right the first time and to make your job easier. Call The Care of Trees today and begin making trees a part of your plan.
Mr. Werner is a Property Manager for Building and Land Technology, a locally owned, professionally managed corporation, specializing in uniquely located, value added, commercial and residential properties. Steven brings over 20 years of retail and commercial property management experience to the company. Currently, Steven manages over 1.2m square feet of Class A, waterfront office space, in Stamford, CT. and specializes in commercial asset and construction management. Outside of work, Steven is happily married with two children, currently enrolled in the BOMI RPA Program, coaches Pop Warner Football and is a local musician.

Ms. Gutierrez, who has worked for George Comfort & Sons since 1993, is licensed to practice real estate in both New York and Connecticut. She began her real estate career in the retail sector as the property manager of the Manufacturer’s Outlet Center in Mount Kisco, New York where she participated in the redevelopment of the property which was transformed into Mount Kisco Commons. In 2000, she was promoted to vice president of property management. Jodi transitioned to the office market in 2003 when she became the on-site property manager for High Ridge Park, in Stamford, CT. Under her leadership and thanks to the multi-million dollar renovation of High Ridge Park, the property won both the 2007 Southern Connecticut and Mid-Atlantic Regional TOBY Awards in the low-rise suburban office park category. She manages a portfolio of several small commercial properties as well.

Mr. DeCicco, a Senior Property Manager for The HB Nitkin Group, oversees the daily operations and building personnel of various properties including the Greenwich Financial Center. With a Bachelor of Architecture degree, he acts as the owner’s liaison between professional consultants and construction trades for certain projects. Victor also handles all in-house leasing/marketing materials and website revisions. In the past 20 years, he has gained experience in various areas including biomedial, retail, residential, and commercial office within the fields architecture, construction, and management.

Richard Andrews has been an employee of Louis Dreyfus Properties LLC for 20 + years. In 2000 he was promoted to property manager where he now oversees all aspects of operations related to the management of two Class “A” office buildings in Wilton Ct with a total of $60,000 square feet on 57 acres. Rick recently created and implemented a two and a half million dollar capital improvement program to modernize all building systems. Rick holds and E-1 License as well as the RPA designation. He lives with his family in Newtown where he is a lifelong resident.

Art D’Estrada has worked as a Facilities/Property Manager since 1985, the last 12 years at Newmark Knight Frank overseeing all operational and management activities in Westchester, Connecticut and Mid Hudson Valley Region. His portfolio consist of 13 commercial office buildings totaling over 2.5 million square feet. With a master’s degree in Mechanical Engineering and Construction Management, he is able to implement energy savings programs and carry out all construction management for capital projects throughout his portfolio. Having 24 years of experience, has enabled him to address the needs of the tenants and the constraints of the market, while maintaining a clear focus on the owners long term objectives.

Mr. Grady has been Co-owner of Tri-State for 20 years. Tri-State is a full service company specializing in exterior building façade services for needs such as caulking/coatings, power washing, window cleaning and atrium access for rigging and painting.

Mr. Heelan is a Senior Vice President & Director of Operations of Albert B. Ashforth, Inc., the management services division of The Ashforth Company. He is responsible for running the division’s entire operations and portfolio of owned and third party commercial real estate on the East Coast. Brian works on establishing the strategic direction of the portfolio and procuring new asset and property management opportunities. He also oversees capital improvement and tenant construction projects across the portfolio including a management team of nearly 50 employees. Brian joined Ashforth in 1992 and currently has his RPA certification. He received a B.A. from Syracuse University and a B.S. in Facilities and Property Management from Iona College.

Mr. Leopold is the Principal of WFL Real Estate Services, LLC located in Norwalk, Connecticut. He founded the company in 1998 and services New Haven, Fairfield and Westchester Counties. Primarily servicing properties under 100,000 square feet with a client base of office and retail, the company currently has 30 properties under management. Third party client services include property management, commercial brokerage and construction services for office build-outs. The portfolio includes 100,000 square feet of property owned and managed by WFL. In effort to better serve his clients he also has a cleaning company, Advantage Maintenance Services, LLC, that services almost the entire portfolio.

As Director of Facilities, Ms. Smith’s main focus is ensuring that employees have a safe, secure and well maintained environment in which to work. Continual review of the operating budgets and supervision of outsourced partners such as facility management services, security services, building maintenance and office services are just a few of the areas of responsibility which must be managed daily. She continually looks at ways to incorporate new business practices such as: environmental and green initiatives, energy conservation, project management, etc. Institution of standardized facilities practices not only guarantee that Cartus employees receive the same standard of services across the entire portfolio but allows her to manage sites from a distance. In 2008 Cartus received the TOBY in the Corporate Building Category.