A MESSAGE FROM THE PRESIDENT

More than 5,000 real estate professionals from around the country gathered at the Building Owners and Managers International Conference in Long Beach, California at the end of June. Attendees tapped into the power of the BOMA network over the course of the conference by connecting with colleagues, exchanging ideas and information, meeting with solutions providers and hearing industry leaders share strategies for success in today’s marketplace.

Renowned economist and humorist Ben Stein offered wit and insight into the state of the economy and commercial real estate, predicting that although the recovery has been slow in coming, the economy will continue to grow and there probably won’t be a double dip recession. He also noted that building owners and managers, in particular, have persevered through the worst of the downturn. “Trust in yourselves, you’re BOMA - you’re the best in the business,” Stein told attendees. “Keep digging until the gold starts flowing again, there’s always a recovery.”

The industry’s best products and services were on display at The Every Building Show, which was filled with industry professionals looking for innovative solutions to deal with today’s toughest operational challenges. The green carpet was rolled out for attendees who visited the Green Pavilion and ENERGY STAR® Showcase, as they saw first-hand the solutions to increase efficiency and save money.

Southern CT BOMA has formed an emergency preparedness committee. BOMA has an international emergency preparedness committee that met at the conference and we joined the meeting. Among other important pieces of information, we learned that there is an opportunity for building owners to meet with a local representative from the Department of Homeland Security to assess areas of weakness at their properties. Additionally, representatives from local associations with active committees shared their experiences with the rest of the group.

Attendees crowded into the more than 40 education sessions offered across five strategic tracks designed to help property professionals optimize building performance and take advantage of opportunities in today’s market. The sessions focused on everything from leading in lean times to tenant retention to understanding the new ASHRAE green-building code.

During The Outstanding Building of the Year (TOBY) Awards, 14 commercial properties were honored for excellence in building operations and management in categories based on asset type or size.

Find more information on the 2010 BOMA International Conference and The Every Building Show online at www.boma.org.

The First Annual Softball Challenge between Southern CT BOMA and Greater Hartford BOMA resulted in a close win by Hartford. It was a fun way to network and meet with our other Connecticut BOMA colleagues.

On September 2nd, the third annual fishing tournament will be held with a portion of the proceeds going to the Make-a-Wish Foundation. Following the tournament will be the summer social clambake at Stamford Harbor Park. Visit the Web site at www.soctboma.org for additional information about this and other upcoming events and this great organization.

Sincerely,
Jodi Gutierrez
President Southern CT BOMA
More than 2,000 delegates and 5,000 total attendees assembled in Long Beach, Calif., June 27-29 for the 2010 BOMA International Conference and The Every Building Show. Attendees tapped into the power of the BOMA network over the course of the conference by connecting with colleagues, exchanging ideas and information, meeting with solutions providers and hearing industry leaders share strategies for success in today’s marketplace.

**Monday General Session**
During the Monday General Session at the BOMA International Conference and The Every Building Show®, renowned economist and humorist Ben Stein offered wit and insight into the state of the economy and the commercial real estate, predicting that although the recovery has been slow in coming, the economy will continue to grow and there probably won’t be a double dip recession. He also noted that building owners and managers, in particular, have persevered through the worst of the downturn. “Trust in yourselves, you’re BOMA - you’re the best in the business,” Stein told attendees. “Keep digging until the gold starts flowing again, there’s always a recovery.”

**Tuesday General Session**
The Tuesday General Session kicked off with a ceremony recognizing 100 plus buildings that have earned the BOMA 360 Performance designation in the last year. “Even the best buildings need an edge,” BOMA 360 Council Chair Dan Chancey noted. “These buildings have demonstrated to their tenants, prospective tenants, owners and investors that their properties are managed to the highest standards.”

**Other Highlights**
Attendees crowded into the more than 40 education session offered across five strategic tracks designed to help property professionals optimize building performance and take advantage of opportunities in today’s market. The sessions focused on everything from leading in lean times to tenant retention to understanding the new ASHRAE green building code.

More than 50 college and graduate students also took part in a special student program. They met with mentors, explored career opportunities, attended the General Session and walked the tradeshow floor.

For more information on what happened at the Summer Convention in Long Beach, California, go to [www.boma.org](http://www.boma.org).
The party only started once CT arrived on the Queen Mary in Long Beach, CA.

Dave Thomas & Joe Delco of R. D. Scinto at the TOBY Awards in Long Beach, CA.

Scott VanDerheyden of BLT stands next to his entry at the TOBY Awards.
The Office Building of the Year (TOBY) Award is the most prestigious and comprehensive program of its kind in the commercial real estate industry recognizing excellence in building management, operational efficiency, tenant retention, emergency planning and community impact. The competition consists of three levels of judging. The first level of competition is held at the local level by BOMA associations. Winning entries then have the opportunity to advance to the regional level in each of the eight North American regions of BOMA International. Finally, regional winners advance to the international level.

Southern CT BOMA is pleased to announce that six properties have been entered into the 2010 TOBY judging. Site visits by the judges are finishing up and the winners will be notified during August. Formal invitations will be mailed to all SoCT BOMA members by late August, so watch your mail, mark your calendar for October 7th at The Inn at Longshore in Westport, and come congratulate your colleagues on their win.

Also being honored that evening will be The Member of the Year, The Allied of the Year, The Corporate Honoree, and The Engineer of the Year. These members and their companies have continually supported the Association and their efforts will be recognized at the Awards Dinner. Come thank your SoCT BOMA members for their continued hard work and dedication.

Southern Connecticut Building Owners and Managers Association
Annual TOBY Awards Gala

Applauding The Office Building of the Year Award Winners

53 Forest Avenue
Under 100,000 Square Foot Category

Three Stamford Plaza
100,000-249,999 Square Foot Category

General RE Corporate Headquarters
250,000-499,000 Square Foot Category

100 West Putnam Avenue
Renovated Category

800 Long Ridge Road
Corporate Category

Wilton Woods Corporate Campus
Suburban Low-Rise Office Park Category

Congratulations To the 2010 Honorees

Member of the Year
Victor DeCicco
The HB Nitkin Group

Corporation of the Year
A. D. Phelps, Inc.

Allied of the Year
Robert Baker
New England Mechanical/NEMSI

Engineer of the Year
Al Guzman
Albert B. Ashforth, Inc.
Due to the recent economic downturn, many property values have decreased to 2003 levels. By improving your property’s landscape and by tending to the health and appearance of your trees, you can increase curb appeal as well as its value. 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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- Hazardous Tree Assessments
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WHAT ARE THE EER’S PERFORMANCE-ENHANCING FEATURES?

- Get the most comprehensive data available anywhere—15 million data points. Data from 4200 buildings and 110 markets. Reports for 270+ markets.
- Access data 24/7 anywhere you have the Internet. No more bulky books or CDs. Simply log on, search your markets, and your reports appear. You can use the data faster and in more ways than ever before!
- Quickly find the data you need to manage your buildings. Custom search features allow you to generate reports and analysis that match your property profile.
- Expedite budgeting and analysis, and create reports and presentations. Why start from scratch? The ability to import data tables in both PDF and Excel formats to create reports and presentations helps you streamline this important, but time-consuming, process.
- Chart performance trends. Prior year reports are also available and allow you to track performance year-over-year within a given market or nationally.
- Purchase only what you need and save money! Select and purchase only those market reports you need. Whether you need one or two markets, or reports for all cities represented, you’ll be able to purchase just what you need, for yourself and your entire staff, easily and affordably, all in one transaction.

WHAT KIND OF DATA CAN YOU GET?

The EER is the most comprehensive resource for financial performance information on private and public office buildings in the U.S. and Canada. It’s the only research product on the market that features analytical studies of national trends and market-level reports including those for special use facilities, such as medical office buildings, corporate facilities, financial buildings, agency managed and all electric buildings.

The 2010 EER tracks income and operating expenses from 4200 buildings across North America including:

- Office rents
- Retail and other rental income
- Telecom and wire access income
- Real estate taxes
- Energy and other utilities costs
- Repairs and maintenance
- Cleaning
- Administrative costs
- Security
- Roads and grounds
- and more…

Go to www.boma.org for additional information or to purchase this report.
MEMBERSHIP

CHANGES TO CONTACT INFORMATION

Edward Farmer  RBS Securities, Inc  203-873-3771  edward.farmer@rbs.com
Nancee L. Gell Protection One  203-402-3449  nanceegell@protectionone.com
Steven Werner  203-554-4720  sfwclrvw@aol.com

NEW MEMBER DIRECTORY

Christopher Baxter  Marx/Okubo Associates  860-677-4033  christopher_baxter@marxokubo.com
Holly Burbank  MetroPool Inc.  203-388-4402  hburbank@metropool.com
Brian Cooper  Hines  203-661-5541  brian.cooper@hines.com
Michael Coovert  A/Z Corporation  860-445-3451  mcoovert@a-zcorp.com
David W. Frassinelli Fairfield University  203-254-4254  dfrassinelli@fairfield.edu
Jonathan Lewie  Otis Elevator  203-954-8262  jonathan.lewie@otis.com
Frank Lovello  C.W. Brown, Inc.  203-962-5848  flovello@cwbrown.com
Ryan Malin  AKF Group LLC  203-323-4333  rmalin@akf-eng.com
David Marks  Albert B. Ashforth, Inc.  203-356-9985  marksdp@ashforth.com
John McKean  Newmark Knight Frank  203-273-1890  john.mckean@camutogroup.com
David A. Monson  AlliedBarton Security  203-374-8110  david.monson@alliedbarton.com
Bruce Moore Sr.  Eastern Land Management, Inc  203-316-5433  bmooresr@easternland.com

THE COMMITTEE

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 members to attend seminars/events to increase their visibility and allow them better opportunities for networking
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!
Southern CT BOMA June 8th Golf Outing

This year’s annual golf outing was held at The Country Club of Woodbridge. The day was warm and sunny and the course was in great shape. At the registration table, the golfers received their gift: a rolling cooler and a sleeve of golf balls. They purchased their raffle tickets-prizes included a 32” flat panel television, a 26” flat panel television, two flip camcorder, and lots of golf items. Then the 117 golfers hit the driving range, enjoyed lunch, and jumped into their carts for an afternoon of golf and networking. Around 5:30pm, everyone gathered for cocktails and dinner and kept their fingers crossed that they had purchased a winning raffle ticket. During dinner, the two scholarship recipients were presented their $2,000 check. This year’s winners were Michelle Goudey, daughter of John Goudey and Kyle Baker, son of Bob Baker. Good luck to these two winners as they continue their pursuit of a higher education degree.

Without the continued support of the sponsors of this outing, the Association would not have been able to host such a great event. Please thank these sponsors when you see them at upcoming events:

Tournament Sponsor: Culbertson Company of New York
Dinner Sponsor: Eastern Land Management

1st Annual Softball Challenge

It all started with a “friendly” challenge to see who had the best softball team: Southern CT BOMA or Greater Hartford BOMA. It was a fun afternoon (hot, too) as the two Connecticut BOMAs took to the softball field in Milford, CT and then socialized at Gusto Restaurant to relive the game.
The BOMA Teams

Da Guns!

Casey Jones...I mean... Steve Werner up at bat.

Keith Crosby safe at second.
Thanks to the Sponsors:
New England Mechanical/NEMSI
PMI/US-A

Southern CT BOMA’s Roster
Keith Crosby (Captain)
Rick Andrews
Bob Baker
Victor DeCicco
Mike Diamond
Jodi Gutierrez
Frank Kozak
Sharon Moran
Jill Rudolf
Rona Siegel
Steve Werner

Greater Hartford BOMA’s Roster
Ron Goodin (Captain)
Joe Augieri
Pete Caniano
Dave Coca
Bruce Crowle
Ron Eddy
Dave Fagone
Dana Finnegan
Jim Grady
Michelle Machaud
Wes Nicoll
Nate Rosiek
Russ Stevens

The perfect stance of Michelle Michaud.

Mr. Dedicated ~ Jim Grady

Good game....Good game....Good game....
We all face challenges that won’t soon go away. We see them as opportunities.

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OFFICERS

PRÉSIDENT
Jodi Gutierrez
George Comfort & Sons

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.

VICE PRESIDENT
Debbie Smith
Cartus

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 the outsourcing 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 also allows her to manage sites from a distance. In 2008 Cartus received the TOBY in the Corporate Building Category.

SECRETARY/TREASURER
Victor DeCicco
The HB Nitkin Group

Mr. DeCicco, 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 medical, retail, residential, and commercial office within the fields of architecture, construction, and management.

DIRECTORS
Richard Andrews
Louis Dreyfus Properties

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 560,000 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 a Master’s License as well as the RFA designation. He lives with his family in Newtown where he is a lifelong resident.

Art D’Estrada
Newmark Knight Frank

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 consists 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.

Bill Rifkin, RPA
Mack-Cali Reality Corporation

Bill Rifkin is Director of Property Management for the Mack-Cali Reality Corporation, a public REIT with over 33 million square feet under management. He has over 15 years of property management experience working for such major Corporations as the New York Power Authority, Diageo North America, and Healthcare Reality Trust as well as Mack-Cali. His broad and diversified experience includes handling all aspects of real estate including leasing, construction management, property management and asset management. Bill holds a bachelors degree and a masters degree in engineering and has completed post graduate courses in accounting and finance.

David Grady
Tri-State High Rise Services

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

Keith Crosby, LEED AP
Albert D. Phelps

Mr. Crosby is Vice President of Construction and Property Management of Albert D. Phelps, Inc. and ADP Service Corp. and is a licensed General Contractor in the State of CT since 1988. He oversees all construction and property management for AD Phelps which includes the 1.6 million square foot Merritt 7 Corporate Park in Norwalk. He is also a LEED Accredited Professional.

Rona Siegel
Collins Enterprises

Rona Siegel is Vice President of Operations for Collins Enterprises and has worked for Collins since 2004. Collins Enterprises is a third generation private real estate company that owns and operates a $500 Million portfolio of multifamily and commercial office buildings from Virginia and New York City area. In her position as Vice President of Operations, Ms. Siegel oversees the Collins portfolio of properties in Connecticut and New York. Her duties include financial analysis, budgeting, staffing, marketing, leasing, and tenant relations for over 300,000 square feet of commercial office space and 508,000 square feet of residential space. In 2004, she was awarded the Pinnacle award from BOMA as “Manager of the Year”. A mother of two, Rona, in her spare time, is an avid runner who completed the 1998 and 2000 New York City Marathons.

PAST PRESIDENT
Steven Werner

EXECUTIVE DIRECTOR
Sharon Moran
smoran@ssmgt.com

SOUTHERN CT BOMA
One Regency Drive
Bloomfield, CT 06002
860-243-3977 phone
860-286-0787 fax
www.soctboma.org