A MESSAGE FROM THE PRESIDENT

Happy New Year to all Southern Connecticut BOMA members. I hope that 2011 proves to be a prosperous and successful year for all of you. I am pleased to report that although 2010 was a tough year economically, membership remained steady. We are still looking to grow our numbers and one good strategy to bring on more members is to target those companies in the professional category. Architects, accountants, engineers and the like all fall into that group. So, if you work with professionals who you know would benefit from BOMA membership, please notify Sharon Moran and she will send them a membership application package.

Southern Connecticut BOMA has the great benefit of having truly dedicated and talented board members who continually work to bring interesting and timely programs, events and information to its members. In 2010, we formed an Emergency Preparedness Committee to devise ways to help members to protect their companies, properties and people from a variety of threats. We have also combined the Membership Committee with a newly formed Marketing Committee to help spread the word about the good work that we are doing with the hope that the exposure will bring new members. We had a little fun, too at the first annual softball tournament against Greater Hartford BOMA!

I would like to take this opportunity to thank Dave Grady of Tri-State High Rise Services and Rick Andrews of Louis Dreyfus Properties for their years of service. Sharon Hart of Cushman and Wakefield and Paul Senecal of United Services are both up for election. Remaining board members include: Deb Smith, Cartus - Vice President; Victor DeCicco, The HB Nitkin Group - Secretary/Treasurer; Steve Werner, Fusco - Immediate Past President; Art D'Estrada - Newmark Knight Frank; Bill Rifkin - Mack-Cali, Rona Siegel - Collins Enterprises; and Keith Crosby - AD Phelps. I would like to take this opportunity to thank all of our board and committee members for their time and effort this past year. Without your participation the organization could not succeed.

As always, we express our deep appreciation to our sponsors for their commitment and generosity to this organization. Without their support we could not bring our members all of the great programs and events which in 2010 included: Annual Market Update, Tour of Trump Parc, Sustainability Challenge, Building Preparedness, Golf Tournament, Softball Tournament, Bluefish Tournament, Emergency Preparedness, TOBY Gala, Real Estate Tax Issues, and the ever popular Holiday Social. We encourage all members to become a sponsor for 2011, and 2010 sponsors; we hope you will renew now for 2011. For your convenience, a form has been included in this newsletter.

I look forward to seeing you all in 2011.

Sincerely,
Jodi Gutierrez - George Comfort & Sons, Inc.
President Southern CT BOMA
Southern CT BOMA is looking for a few good men and women
to join their committees:
- Emergency Preparedness
- Membership/Marketing
- Programs
- TOBY

Contact Sharon Moran at the Executive Office: 860-243-3977 or smoran@ssmgt.com

Sponsorships for 2011 are available.
See page 14 for information on becoming a sponsor and the benefits of sponsoring.

Monthly meeting sponsorships
are also available for $250 for each meeting. You will have a table for your brochures and literature, and you will have 5 minutes to speak to the members at the luncheon program about your company. Watch for more information on monthly meeting sponsorships via email from Sharon every month.

Who are BOMA's Members?

BOMA’s members are building owners, managers, developers, leasing professionals, corporate facility managers, asset managers, and the providers of the products and services needed to operate commercial properties.

~ We are an Organization of Real Estate Excellence ~
ALLOCATING COMMON AREA MAINTENANCE (CAM) CHARGES IN MIXED USE PROPERTIES

“A mixed-use development is a real estate project with a planned integration of some combination of retail, office, residential, hotel, recreation or other functions. It is pedestrian-oriented and contains the elements of a live-work-play environment. It maximizes space usage, has amenities and architectural expression and tends to mitigate traffic and sprawl.”
ARDA, BOMA, ICSC, NAIOP and NMHC, 2006

Common area maintenance (CAM) charges are expenses incurred to maintain the sidewalks, main lobbies, parking lots, landscaping and other common areas and common building systems. CAM charge is the term that typically describes the operating expense recovery process at industrial, and retail properties. Calculating CAM charges for a mixed-use property can present quite a challenge. Each mixed-use development is different, both in the way that it was conceived and the manner in which it is operated; therefore, there are no standard processes for allocating CAM expenses that can be applied to all projects. The objective of the BOMA International guidebook on Cam Charges for Mixed-Use Projects is to highlight the differences in managing a mixed-use project compared to a traditional single-use project and outline methods and guidelines for allocating operating expenses in the project.

COMMERCIAL REAL ESTATE DRIVES JOBS
Study Shows Broad Impact of CRE on Nation’s Economy

The commercial real estate industry is a significant contributor to the nation’s economic engine. In 2009, the office building industry contributed $118.4 billion to the U.S. economy. Real estate is one of the leading employers in the United States. Office building operations alone supported more than a million jobs in 2009. Firms in the commercial real estate industry employ building managers, asset managers, custodial staff, security staff, brokers and accountants and retain a myriad of other services through contract, such as legal consulting, landscape maintenance and window cleaning to name just a few. In addition, the five billion square feet of private office space located in the 91 markets served by BOMA’s local associations provide work space for an estimated 21 million office jobs.

Did You Know?...

- For each dollar of outlay for office building operations, workers in the U.S. realized an increase of 92 cents in personal earnings;
- For each $1 million of outlay for office building operations, 24.4 jobs were supported nationwide;
- For each dollar of outlay for office building operations, workers in the U.S. realized an increase of 92 cents in personal earnings;
- For each $1 million of outlay for office building operations, 24.4 jobs were supported nationwide resulting in a total of 994,728 jobs across all sectors in addition to the more than one million jobs directly supported by office building operations.

Download the BOMA International Economic Impact
Don’t Let Frozen Pipes Ruin Your Life.
Simplify With Interstate.

Interstate handles all of your property damage needs with emergency response restoration and general contractor services.

- **24/7 Emergency Hotline**
  Available 365 days a year, day or night—including holidays

- **Proven Experience**
  Mitigate damage by using a team with technical know-how and 16 years average experience

- **One Stop Resource**
  Interstate manages every aspect of your project, saving you time and hassles from working with multiple vendors

**START PLANNING NOW. CALL 800–622–6433.**
The 3rd Annual Bluefish Tournament was held on September 2, 2010. The 10 boat competition not only saw great catches in all categories but was accompanied by near record breaking temperatures allowing for a dip or two in the calm waters.

Tournament awards went to:
Largest Catch  ~  Albert B. Ashforth
Most Caught  ~  Albert B. Ashforth
Most Unusual Catch  ~  The HB Nitkin Group
We all face challenges that won’t soon go away. We see them as opportunities. EMCOR Services New England Mechanical (NEMSI) offers mechanical, electrical, plumbing, sheet metal, building automation and facilities services that satisfy a wide range of building construction and management requirements for a range of markets. It’s a complete solution that lets us take care of your facilities while you take care of your business and success. **EMCOR is here.**

**Call:** 203.373.0004  •  **Visit:** www.nemsi.com

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License #’s: E1-103377  •  S1-302974  •  P1-203519  •  F1-10498  •  SM1-192  •  MC-1134

EMCOR Services
New England Mechanical

30 Lindeman Drive  •  Trumbull, CT 06611
CONGRATULATIONS TO THE 2010
TOBY WINNERS & HONOREES

53 Forest Avenue
Under 100,000 Square Foot Category

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

General RE Corporate Headquarters
250,000-499,999 Square Foot Category

Wilton Woods Corporate Campus
Suburban Low Rise Office Park Category

100 West Putnam Avenue
Renovated Category

800 Long Ridge Road
Corporate Category

Victor DeCicco
The HB Nitkin Group
Member of the Year

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

Robert Baker
New England Mechanical/NEMSI
Allied Member of the Year

Al Guzman
Albert B. Ashforth, Inc.
Engineer of the Year
Southern CT BOMA’s Annual TOBY Awards Dinner on October 7th at The Inn at Longshore.
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.

We are a full-service national tree care company, caring for over 200 communities’ tree and landscape investments on a consistent basis for over 40 years. Using our state-of-the-art equipment and technology, our professionally trained staff will undertake any phase of tree & shrub care. Some of the services we provide include:

- Clearance Pruning away from Buildings, Lighting, Sidewalks & Parking Structures
- Insect & Disease Management
- Shrub & Ornamental Tree Pruning
- Hazardous Tree Assessments
- Emergency & Storm Services

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.

[Company Logo and Contact Information]
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
This festive event was held at The Carriage Barn Arts Center in New Canaan.
2011 SPONSORSHIP OPPORTUNITIES

Platinum Sponsor: $4,000
includes:
Platinum Sponsorship at 2011 TOBY Gala (table of 10; full page ad in program book; signage and recognition night of Gala); company name listed on monthly meeting flyers; signage on poster with company www that will be displayed at monthly meetings; 5 ‘free’ passes to any monthly meeting (not including golf outing or TOBY dinner); recognition in the Southern CT BOMA newsletters

Gold Sponsor: $3,000
includes:
Gold Sponsorship at 2011 TOBY Gala (table of 10; ½ page ad in program book; signage and recognition night of Gala); company name listed on monthly meeting flyers; signage on poster with company www that will be displayed at monthly meetings; 3 ‘free’ passes to any monthly meeting (not including golf outing or TOBY dinner); recognition in the Southern CT BOMA newsletters

Silver Sponsor: $1,500
includes:
Silver Sponsorship at 2011 TOBY Gala (includes 2 dinners at Gala dinner; listing in program book; signage and recognition at Gala); company name with www listed on monthly meeting flyers; signage on poster that will be displayed at monthly meetings; 1 ‘free’ pass to any monthly meeting (not including golf outing or TOBY dinner); recognition in the Southern CT BOMA newsletters

______ Yes, I would like to be a ______________ Sponsor.

Enclosed is my check for $______________.

Please charge my credit card: ______________________________ exp _____

Name: ___________________________________________________________________

Company name as it will appear: ____________________________________________

Company www: __________________________________________________________

Phone: ____________________________ Email: ________________________________

Please fax to: 860-286-0787 or mail to: Southern CT BOMA, PO Box 30, Bloomfield, CT 06002
If you have any questions, please call the Executive Office at: 860-243-3977
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!
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.

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 outsource 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.

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.

Richard Andrews has been an employee of Louis Dreyfus Properties 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 580,000 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 RFA 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.

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 bachelor’s degree and a masters degree in engineering and has completed post graduate courses in accounting and finance.

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.

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 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.