A MESSAGE FROM THE PRESIDENT

On June 25th, members from Southern CT BOMA and from around the country attended the Annual Summer Convention in Washington, DC, home base to BOMA International. This yearly event features a trade show, hosted by the many Associate (Allied) members in the Association. Featured speakers included David Gergen, CNN Senior Political Analyst, Michael D. Fascitelli, President and CEO of the third largest REIT in the U.S., and noted economist Dr. Peter Linneman, who debated the state of commercial real estate in the U.S. and around the globe in a lively dialogue. If you have not attended this informative annual convention, I encourage you to do so in the future. Visit BOMA International’s web-site, www.boma.org for more information on this conference. It’s a great opportunity to meet and greet your fellow BOMA colleagues from around the world, hear well known industry speakers, gain knowledge through education as well as earn continuing credits, and get information on products and services we use daily at our properties.

The Southern CT BOMA Annual Golf Outing was held on June 7th at the beautiful Race Brook Country Club in Orange, CT. Over 100 golfers participated in a fun, and somewhat competitive, round of golf. The weather was perfect—maybe a bit warm, but who complains when they are on the course during the week? Without the continued support of the Association by its sponsors, an event as popular and successful as the outing would not take place. This year, the Tournament Sponsor was Culbertson Company of New York. The Dinner Sponsor was Eastern Land Management; Cart Sponsor was RFR Realty and the Golf Ball Sponsor was Culbertson Company of New York. Other sponsors included: The Care of Trees, Guardian Services, Tri-State High Rise Services, United Services, a Division of Affineco, Eastern Bag and Paper, Newmark Knight Frank; PMI, A Division of Affineco; Albert B. Ashforth, WFL Real Estate Services; One Solution Services; Amano McGann, Inc.; Excel Global Security; Cartus; R&B Carpet; ABM; Bay Electric; Fairway Electric; EMCOR/NEMSI; HB Nitkin; Camsen, Inc.; Ivkosic Painting; Horton Landscaping; Perfect Building Maintenance; Premier Window Washing; Powers Construction and Atria, Inc. Thank you to all of these sponsors.

A portion of the proceeds from the outing was used to present scholarships to two of the members children. The winners of these two thousand dollar awards were Chelsea Malcolm, daughter of Paul Malcolm, and Carissa Shipley, daughter of Joel Shipley. Chelsea will use her scholarship to help offset college costs at Wheaton College and Carissa will apply her award to tuition at Pensacola Christian College. Congratulations to both young women as they embark on a new chapter in their life.

The winners of the day include: The first place foursome, with a score of 61 - Bob Weintraub, Jack Stevens, Glen Faber, and Greg Palmer, first place net foursome, Michael DiScala, Alan Webber, John DiScala, and Jason Antonio, with a score of 53.2, next foursome, Joel Shipley, Jeff Dumas, Brian Heelan, and Leroy Diggs with a score of 62, next foursome, Bob Lupica, Bill Rifkin, Scott Tangradi, and Ron Lupica with a score of 53.9, lastly, Tim Whitlock, Dave Truedson, Paul Nixon, and Mark Morazes with a score of 54.4. Chris Galbiotti won the Closest to the Hole contest, coming within 6” of the hole. The Closest to the Line winner was Mike Hamill and the Longest Drive winner was Jeff Dumas. A great time was had by all!

Sincerely,
Jodi Gutierrez
President Southern CT BOMA
Interstate is an emergency restoration and general contractor company specializing in repairing commercial property nationwide. We make coping with a disaster more manageable by providing one place for all of your emergency restoration, reconstruction, and property damage consulting needs.

800-622-6433
24 Hour Emergency Response
National Coverage

WWW.INTERSTATERESTORATION.COM

Rated as an AM Best Expert Service Provider by our clients for high quality work and customer service
Active Shooter Seminar

On April 29th, Southern CT BOMA hosted a seminar on Workplace Violence and how to deal with a disgruntled employee, an angry spouse, or an active shooter. Partnering with AlliedBarton Security Services, the City of Stamford, and the Stamford Police Department, the Association brought together people from commercial real estate properties, hospitals, universities and other public venues to hear from the Mayor of Stamford, a representative from the Stamford Police Department Bomb Squad, and a Stamford Police Department Sergeant who trains for the active shooter. AlliedBarton Security Services’ representatives showed videos on how to deal with violence in the office. Over 150 people registered for this educational seminar, bringing people from their own security companies, their Human Resources staff, and their property managers. (continued on page 7)

Monthly meeting sponsorships

Meeting sponsorships are 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 ~

Southern CT BOMA is looking for a few good men and women to join their committees:

Emergency Preparedness ~ Membership/Marketing ~ Programs ~ TOBY

Contact Sharon at the Executive Office: 860-243-3977 or smoran@ssmgmt.com
Improve your property’s value through tree care.

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.

the care of trees®
www.thecareoftrees.com
Our business is people and their love for trees®
ARE YOU PREPARED?

Hurricanes are severe tropical storms that form in the southern Atlantic Ocean, Caribbean Sea, Gulf of Mexico and in the eastern Pacific Ocean. People who live in hurricane prone communities should know their vulnerability, and what actions should be taken to reduce the effects of these devastating storms. The information on this page can be used to save lives at work, home, while on the road, or on the water.

http://www.ready.gov/americabeinformed/hurricanes.html#link1

Prepare Your Business

Businesses have a critical role in preparedness. Putting a disaster plan in motion now will improve the likelihood that your company will survive and recover. Ready Business outlines commonsense measures business owners and managers can take to start getting ready.

Recommended Training

FEMA’s Emergency Management Institute (EMI) has developed a training program to encourage community hurricane preparedness. This computer-based course provides basic information about dealing with tropical cyclones and hurricanes. Visit www.training.fema.gov/EMIWeb/IS/is324a.asp and select the ‘take this course’ option at the top of the right hand column to take the interactive web-based course.

FASB UPDATE

The Financial Accounting Standards Board (FASB) has announced the delay in the release of the final ruling on changes to lease accounting standards. BOMA, along with hundreds of other organizations submitted comments in opposition to the exposure draft. After making some progress on addressing the issues raised by BOMA and others, the FASB and IASB reversed their earlier decision to continue straight-line expense recognition for most operating leases. Go to www.boma.org to read more about this. BOMA will continue to monitor FASB and provide updates and additional resource materials.

SUSTAINABILITY

Announcing BOMA “Ever-Green”

Looking for information and guidance on green and sustainable building operations and practices? BOMA International’s new “Ever-Green” resource site provides a step-by-step guide to finding information, training, best practices, and certification for commercial buildings and management teams—all in one place.

BOMA’s New Green Lease Guide Now Available

Introducing BOMA International’s new Green Lease Guide—Commercial Lease: Guide to Sustainable and Energy Efficient Leasing for High-Performance Buildings. This update to BOMA’s best-selling Green Lease Guide includes more “green” clauses reflecting the evolution of the market over the past several years as well as updates to the “non-green” clauses. This definitive guide helps property professionals execute a lease that addresses building operations and performance to maintain an energy-efficient and high performance property.

SUMMER CONVENTION SPEAKERS:

GAYLORD NATIONAL HOTEL, WASHINGTON, DC.

The BOMA International Conference & The Every Building Show® is the one event of the year that brings together the foremost experts and resources in the commercial real estate industry. Building owners and managers from across the U.S. and around the world come together to discuss current trends, best practices and learn firsthand what industry leaders are doing to stay ahead. BOMA 2011 was held June 26-28, 2011 in Washington, DC at the Gaylord National® Resort & Convention Center.

CNN senior political analyst David Gergen shared his unmatched perspectives on leadership challenges and the future of America at the Sunday General Session on June 26th.

President and CEO of the third largest REIT in the U.S. Michael D. Fascitelli and noted economist Dr. Peter Linneman debated the state of commercial real estate in the U.S. and around the globe in a lively dialogue at the Monday General Session.

For info on this convention, go to www.bomaconvention.org
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

**Other offices in:** Hartford • New London • Vernon • Pawtucket, RI • Palmer, MA

License #'s: E1-103377 • S1-302974 • P1-203519 • F1-10498 • SM1-192 • MC-1134
MEETINGS & EVENTS

Active Shooter Seminar (continued)

The Governor Speaks

Jodi Gutierrez introduces Connecticut Governor, Dannel P. Malloy who speaks at the Stamford Marriott to a joint group of CT BOMA and REFA members.
GUARDIAN Service Industries Inc.

JANITORIAL WINDOW CLEANING LIGHTING ENGINEERING SECURITY

MAINTAIN. PROTECT. ENHANCE.

YOUR FACILITY’S CUSTOMIZED SINGLE SOURCE SOLUTION

GUARDIAN green cleaning systems

CIMS CERTIFIED GBSM

GUARDIAN24/7

1-800-564-9501

161 AVENUE OF THE AMERICAS NEW YORK, NY 10013

WWW.GUARDIAN-SERVICE.COM

PROVIDING PREMIER SERVICES IN THE NORTHEAST.
The Southern CT BOMA Annual Golf Outing was held on June 7th at the beautiful Race Brook Country Club in Orange, CT, with over 100 golfers participating.
SSC Protects Business Assets

The SSC Advantage:
A comprehensive and pro-active approach to threats.
Highly-trained personnel with real-world experience.
Dedicated to the security and success of your enterprise.

Uniformed Security
Specialized Training
Security Consulting
Corporate Intelligence & Investigation

SSC, Inc. is a market leader in delivering superior security services across a wide range of business challenges. SSC combines both the sophisticated business acumen and unrivaled expertise required to plan, deliver and manage uniformed security, consulting, specialized training, and investigative operations on behalf of client companies. Leveraging more than 35 years of experience, SSC is noted for the delivery of consistent and reliable services.

www.securessc.com
(866) 927-7779
Headquartered in Shelton, CT.
District offices in Hartford, CT, Elmsford, NY, Parsippany, NJ.
MEMBERSHIP

CHANGES TO CONTACT INFORMATION

Keith Crosby  Saugatuck Construction  203-541-5817  kcrosby@saugatuck-cg.com
Sharon Hart   914-478-2485  hartnyc@aol.com
Thomas Izzo    thomasizzo@gmail.com

NEW MEMBER DIRECTORY

Abel Borrell  Cushman & Wakefield  203-328-5442  abel.borrell@cushwake.com
Enrique Brown  Cushman & Wakefield  203-883-8683
Maureen Dobbins  Hoffmann Architects  203-329-6660  m.dobbins@hoffarch.com
Ryan McClay  Forstone Management  203-384-8553  rmclay@forstonecapital.com
Mark Niznansky  Otis Elevator  203-954-7503  mark.niznansky@otis.com
John Ortega  Temco Service Industries  203-356-9881  jortega@temcoservices.com
Michelle Savino  Carter & Associates  203-866-7064  msavino@carteruse.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
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.

Sharon Hart has over 18 years of experience in the real estate industry. As a prior Property Manager for Cushman & Wakefield, Sharon was responsible for all aspects of operations related to the management of 120 Long Ridge Road in Stamford and 600 Steamboat Road in Greenwich, CT. In 2010, 120 Long Ridge Road won the Southern Connecticut TOBY award in the low rise suburban office park category. Sharon started her career in the tri-state area with Avalon Bay Communities managing and developing multi-family communities. Then after joining Cappelli Enterprises, she included commercial and retail property management to her portfolio experience. Prior to moving to New York, Ms. Hart was the Development & Acquisitions Manager for AMLI Residential Property Trust in Chicago, IL. Sharon has a Bachelors degree in Psychology and has completed post graduate courses in accounting.

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 bachelors degree and a masters degree in engineering and has completed post graduate courses in accounting and finance.

Paul Senecal 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”.

Bill Rifkin, RPA
Mack-Cali Reality Corporation

OFFICERS

PRESIDENT
Jodi Gutierrez
George Comfort & Sons

SECRETARY/ TREASURER
Victor DeCicco
The HB Nitkin Group

VICE PRESIDENT
Debbie Smith
Cartus

PAST PRESIDENT
Steven Werner

DIRECTORS
Sharon Hart

VP of Facilities

Bill Rifkin, RPA
Mack-Cali Reality Corporation

EXECUTIVE DIRECTOR
Sharon Moran
smoran@ssmgmt.com

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

Sharon Hart

Bloomfield, CT 06002