A MESSAGE FROM THE PRESIDENT

During the first half of 2012 the Southern Connecticut BOMA Chapter has held many informative, interesting and fun programs and events. These programs included the annual State of the Market update, a seminar on Managing Projects, a program on Social Media – What you need to know, as well as a tour and review of the Workspace of the Future that Boehringer Ingelheim (located in the Matrix facility) has created to house their employees. In addition we had several social functions including the annual Golf Outing and our 2nd Annual Softball Tournament against Hartford BOMA (which we won in a decisive manner). We also co-sponsored an informational session with BOMA Westchester regarding the economy in both the Fairfield and Westchester County Markets. Our program committee continues to come up with new ideas for programs and as always if there is a program that you feel would be beneficial please be sure to let us know and we’ll work on getting it organized.

Besides our programs and our monthly board meetings I have been busy attending the BOMA MAC Conference (in Pittsburgh this year), where Southern Connecticut BOMA won the “Amazing Race” around downtown Pittsburgh. The event included many informative seminars as well as social events for all MAC members to enjoy. The International BOMA Conference and Trade Show was held in Seattle this year and again offered many informational sessions as well as key note speakers including Robert Gates (former Secretary of Defense). The Trade Show offered attendees the ability to learn new concepts in cleaning, maintenance, HVAC as well as new products including electric car charging stations, marble/tile resurfacing, environmentally friendly building materials and supplies as well as a variety of cost saving ideas which allows real estate managers to better service clients.

It has been a pleasure representing Southern Connecticut BOMA as these events and programs and hope everyone has enjoyed the variety of subjects we have reviewed during the first half of this year. We will continue to provide our members with programs and networking opportunities to show the value to your membership and as always we would welcome new principal members at all times of the year. We will also be making some updates to our website which will include how to get involved with many committees that we have and allow some new ideas to be brought to the table regarding membership, programs, marketing and many more.

I cannot forget to THANK our amazing sponsors since without their ongoing support for Southern Connecticut BOMA many of the programs and events we offer would not be possible. We truly appreciate their unwavering dedication to BOMA and if you wish to sponsor a program or become a sponsor at any level please contact Sharon Moran to ensure you are recognized at all our events throughout the year.

Sincerely,

Sincerely,
Debbie Smith
President Southern CT BOMA
(right) Deb Smith, President of Southern CT BOMA, meets with Jim Himes and his aide to discuss issues affecting the commercial real estate industry at the National Issues Conference in Washington, DC in January 2012.

**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 ~

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

**Membership ~ Programs/Marketing ~ Golf Outing ~ TOBY ~ Sustainability**

Contact Sharon at the Executive Office: 860-243-3977 or smoran@ssmgt.com
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BOMA International Will Launch “BOMA Fellows” Program

A new recognition program that will honor BOMA International members for exemplary and sustained contributions to the industry, their profession, the community, and BOMA at all levels will be launched this fall. The BOMA Fellows Program will judge applicants on education, industry and other experience, leadership in BOMA and other organizations, community involvement, and honors and awards received. Applicants will also be required to submit letters of recommendation and an essay on an industry or organization topic and may be required to complete an interview with a panel of judges. Once honored, Fellows may use the “BOMA Fellows” credential after their name and may be called on to serve as teachers, mentors, advisors and ambassadors for a variety of BOMA initiatives. Not only does the program provide recognition to individuals for outstanding contributions, but it also provides BOMA International with access to the best, brightest and most accomplished BOMA members to serve in a variety of capacities.

The program will be open to principal, allied/associate, international and life members. Membership in BOMA International for a minimum of ten (10) years (cumulative) will be required. Candidates must be nominated by a BOMA member or a BOMA local association (no self-nominations). Nomination forms will be available later this fall. The selection process will take place in the spring, with the first class of Fellows recognized at the June 2012 BOMA International convention in Seattle, WA.

Watch for additional information. Questions? Contact Patricia M. Areno, CAE, Senior VP, BOMA International, 202-326-6320, pareno@boma.org.

BOMA and The Home Depot Announce National Rebate Program

BOMA International and The Home Depot, a BOMA International Leadership Circle Partner, are excited to announce a national rebate incentive program for BOMA members. Enroll in the program and receive a 2% annual rebate on all qualifying pre-tax purchases (a qualifying purchase is any pre-tax purchase on a registered account). There is no cost to enroll and no minimum purchase required. Any form of payment is accepted by The Home Depot, including checking accounts, credit cards, debit cards and The Home Depot accounts. The first annual rebate period is March 2012 - February 28, 2013. Your members can enroll at any time; however, the sooner they enroll the sooner they start earning rebates. Rebate payments are issued annually within 60 days of the end of the rebate period.

Enrollment is now open and your members must enroll to participate. Go to http://cpr.homedepot.com/CPR to sign up and start earning rebates. The program code BOMA must be entered when registering. View a customer registration and enrollment guide or for assistance or call 1-866-333-3551. Be sure to mention BOMA. Once your members have enrolled, they’ll be able to manage their account, add new accounts, add new users and check their account status. This program is for commercial accounts only.

BOMA INTERNATIONAL STUDY: BUILDINGS OPERATIONS CONTRIBUTE $205 BILLION TO GDP; SUPPORT 1.5 MILLION JOBS

Where America Goes to Work” Study Reveals GDP, Jobs and Personal Earnings figures for Office Building Industry

(Seattle—June 25, 2012) Today the Building Owners and Managers Association (BOMA) International announced the release of Where America Goes to Work: The Contribution of Office Building Operations to the Economy, 2012, which details the impact of commercial office space on the national and local economies. The report, first published in 2009, shows that the short- and long-term expenditures that sustain office building operations—management, maintenance, repairs, building services and utilities—generate significant, continuous and growing expenditures that support local businesses, create job demand and contribute significantly to U.S. gross domestic product (GDP).

The 2012 Study finds that the 9.9 billion square feet of commercial office space located within the 94 markets served by BOMA International’s 93 local associations generated $79.7 billion in direct operating expenditures in 2011 to the benefit of workers and businesses within their host jurisdictions—enough to build One World Trade Center 20 times over.

“It’s a groundbreaking and eye-opening report,” commented BOMA International Chair Boyd R. Zoccola, executive vice president, Hokanson Companies Inc. “The study reveals just how significant a role the commercial real estate industry, and office building operations in particular, has on the U.S. economy. The annual operating expenses associated with office buildings help support local economies by creating new jobs, (Continued on page 11)
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Southern CT took home the trophy in this year’s Softball Challenge against Hartford with a score of 28-7.

Big thanks to our sponsors NEMSI and Saugatuck Construction Group.
The Southern CT Golf Outing was held on May 22nd at Race Brook Country Club. A day of on and off rain that made it more challenging but held off enough to finish our rounds. Thanks to all those who participated and especially to all the sponsors who made the day possible.

This year’s Bluefish Tournament was held at Harbor Point Marina in Stamford. This year found nine boats competing and whether you caught an award fish or not, it was clearly a beautiful day out on the calm waters of the Long Island Sound and a fun time had by all.
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Other significant economic impacts uncovered by the study include:

- For each dollar spent on office building operations, the national economy gained $2.57, with the result that $79.7 billion in annual operating expenditures contributed a total of $205.1 billion to the gross domestic product (GDP) in 2011—equivalent to the state of California’s annual budget;
- For each dollar spent on office building operations, workers in the United States realized an increase of $0.76 in personal earnings, generating a total of $61.0 billion in new earnings for workers residing within these 94 office market areas and respective state economies in 2011;
- For each $1 million in expenditures for office building operations, 19.6 jobs were supported nationwide. As a result, $79.7 billion in annual operating expenditures supported a total of 1.6 million indirect jobs across all sectors of the national economy in 2011—about the same number employed by McDonald’s worldwide—in addition to an estimated 2.2 million more jobs directly related to the on-site management and operations of the buildings; and,
- The 9.9 billion square feet of commercial and government-owned office space located in the 94 markets served by BOMA’s 93 local associations provided workspace for an estimated 44.3 million office jobs.

“When you also consider the secondary benefits resulting from how the money generated by building operations is spent and re-spent, the true impact to local, state and national economies is very significant,” added the author of the report, Stephen S. Fuller, Ph.D., Dwight Schar faculty chair and University Professor; and director, Center for Regional Analysis, George Mason University. “Whether a tenant supports an in-building dry cleaner, hails a taxi, takes a business associate to lunch at a nearby restaurant, or grabs a soda from a sidewalk vendor, it all goes toward supporting significant job growth directly and indirectly, and helps generate new personal earnings that further stimulates the economy.”

The analysis was limited to commercial office space in buildings with a minimum of 10,000 square feet and excluded buildings owned by their occupants (not available for leasing for general purpose office use), as well as government-owned office buildings. The report also drills into the economic impact of office space in each of the markets served by BOMA’s 94 local associations.

For more information, download the report at www.boma.org.

BOMA Members Take Over Capitol Hill
More than 300 BOMA Members throughout the United States gathered in Washington, DC in early February during the Winter Business Meeting (WBM) and National Issues Conference (NIC) to ask lawmakers to support commercial real estate’s issues on taxes, energy efficiency and ADA compliance, and to plan a BOMA business roadmap for 2012 and beyond.

Tucker Carlson Talks 2012 Election Predictions
The Winter Business Meeting (WBM) Opening Luncheon, sponsored by AlliedBarton Security Services, featured Keynote speaker Tucker Carlson, a contributor to FOX News, the editor-in-chief of the Daily Caller news site and a senior fellow at the Cato Institute. Carlson discussed politics in America including his take on the divided Congress, the administration of Barack Obama, the 2012 Republican candidates and the division within the Republican Party. “Think through how elections work...it should be intuitive. The most qualified guy should win but that’s not how we choose presidents. The candidate has to have the product that meets the perceived need and none of them are selling what Republicans want to buy.” Carlson stated, “This is the year that Republicans are really worried. They are eager to hear the truth and are looking for boldness.”

BOMA 360 Performance Program® designees from June 2011 to present were also recognized during the Opening Luncheon. To date, more than 350 buildings in more than 50 markets have earned the BOMA 360 designation. BOMA 360 Council Chair Dan Chancy reported on the program growth, highlighting the more than 70 management companies with multiple designated buildings—showing that BOMA 360 is staking a place in the market for buildings measured to the highest standard.

Town Hall Discussions focus on Revenue and Membership Growth. During the WBM Town Hall Meeting, BOMA members discussed how their business models allow them to maximize revenue and find new membership niches. Participants broke into small groups to discuss strategies to increase non-dues revenue. Ideas included creating tiered partnership programs, teaming up on events and promotions with competing organizations and being ready with needed educational offerings once education budgets come back. Participants also discussed strategies for increasing membership, such as scheduling one-on-one meetings with current and prospective members, adding new commercial building types such as hospital, condos and casinos, hosting more lunch and learn sessions, adding an “in-between jobs” membership category, and working with universities to gain exposure to the next generation of real estate professionals.

BOMAPAC’s Strong Start to 2012
While the weather outside was anything but frightful, the BOMA all-weather fleeces were still delightful, and in (Continued on page 14)
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**MEMBERSHIP**

**CHANGES TO CONTACT INFORMATION**

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<th>Email</th>
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**NEW MEMBER DIRECTORY**

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**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
- Contact Sharon at smoran@ssmgt.com to join
combination with the colorful luggage tags and politically insensitive cookies (who wouldn’t want to bite off the head of Obama, Romney and/or Newt??), brought in more than $7000 to support. This is an exciting way to kick off a new year of fundraising. BOMAPAC is an important element in BOMA’s advocacy efforts on Capitol Hill; supporting Members of Congress who support our industry is fundamental.

BOMA’s Grassroots Strikes Again!
NIC attendees met with legislators and staff from nearly 200 congressional offices following a "How to Lobby" workshop and some words of inspiration and advice from Congressman David Schweikert (R-Ariz.). From the feedback that keeps pouring in from Hill offices, BOMA’s message has been well received by staff and legislators alike.

For more information, visit www.boma.org.
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SECRETARY
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 multi-family 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 Pinna- 

VICE PRESIDENT
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 architecture, construction, and management.

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

TREASURER
Bill Rifkin, RPA  
Mack-Cali Realty Corporation

Bill Rifkin is Director of Property Management for the Mack-Cali Realty 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 master’s degree in engineering and has completed post graduate courses in accounting and finance.

DIRECTORS
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 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 saving 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.

OFFICERS

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Rich Hillgardner  
Cushman & Wakefield

Rich Hillgardner is General Manager of the Stamford Campus for Cushman & Wakefield’s facilities client, UBS: The Campus he manages consists of 1.1m sf of office home office space, including the head quarters location, 677 Washington Blvd. This site is home to a 103,000 sf trading floor operation, as well as 30,000 sf of mission critical, data-center space. Rich has over 15 years experience in the real estate industry and has held several different management positions with Cushman & Wakefield, while working with clients such as Salomon Smith Barney and Citigroup before working with UBS. Rich holds a B.S degree in both Real Estate and Finance from The Florida State University, and he is a two-time award winner with C&W, including the Financial Manager of the Year Award in 2001/02, and was a member of the Salomon Smith Barney management team that won the Team of the Year Award in 2000. In June 2007 he was awarded the Real Property Administrator (RPA) designation from BOMI, and attained a LEED GA in 2011.

Paul Senecal  
United Services of America & Melillo Maintenance

Paul Senecal is the President and a partner in United Services of America and Melillo Maintenance. In that position he manages a workforce of over 950 employees who service approximately 18 million square feet on a daily basis. USA/Melillo is a green certified cleaning and maintenance company operating in CT, NY and NJ. USA/Melillo specializes in providing daily cleaning services and also has a strong reputation in construction cleaning services. He has been involved in BOMA since 1993 and has been the “Allied Member of the year” as well as serves on several committees (Membership/marketing, Program and Toby Gala).