A MESSAGE FROM THE PRESIDENT

2013 has been flying by and Southern Connecticut BOMA has been keeping up the pace by providing a variety of programs both social and educational in nature. As always we would love suggestions from our membership on programs or events that you would like us to consider. We always want to provide our membership with programs that affect the real estate management business as well as providing information on new trends in the field.

During 2013 we started the year with our Annual State of the Market program which is always well received. It sets the stage and assists us to know what we can anticipate from the market for the coming year. We then were lucky enough to have Bob McClure from BOMA International visit Southern Connecticut BOMA to provide information on what BOMA International does for us as well as how we can leverage their skills to assist with any advocacy issues we may have in Connecticut. During April we had a very informative program on Car Charging Stations and included valuable information for our members looking to possibly add these stations at their buildings. It reviewed the pros and cons as well as what considerations needed to be taken into account when installing these units.

As the spring weather kicked off our Allied Members held an Appreciation Celebration for the Principal members allowing everyone to interact and learn more about the allied members’ services in a relaxed atmosphere. The annual Golf Tournament was held at Great River Country Club and was very well attended. We then had a competitive Softball Challenge against Westchester BOMA and although the weather was not great (and we did not win) there was a lot of good networking that took place. During the 2nd half of 2013 we have some of our most important events (TOBY Awards Dinner, Holiday Social as well as a few more educational programs to close out the year).

As President, it was my privilege to represent Southern Connecticut BOMA by attending the Winter Business Meeting in Hawaii, the BOMA MAC Conference in Baltimore and the Summer Convention and Trade Show in San-Diego. These meetings are most beneficial since you get to attend amazing educational program as well as network with other BOMA worldwide members. It is really interesting to hear how our colleagues worldwide handle the same issues regarding facility management and real estate. During the educational programs I have learned how to not only run my facilities more efficiently but also have learned how to deal with issues not only related to real estate but also related to personal relationships and dealing with vendors and colleagues alike. The Trade Show in San Diego was one of the best I have ever attended. There were many new environmentally friendly products and services on display as well as vendors with great facility management tools which can now be accessed remotely. I would encourage everyone to make time to attend one of these conventions — the business relationships and information you receive from colleagues and vendors is amazing. Speaking of that, next year the BOMA MAC (Middle Atlantic Conference) is being held in Boston in late March, and it would be great if we could get members to support our neighbors to the north by attending this event. The BOMA MAC is, I think, one of the best events to attend since you get to meet all your colleagues in our local region and gives you great exposure to how BOMA International interacts with the locals.

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,
Debbie Korf
President Southern CT BOMA
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March 1, 2013

The Southern Connecticut Chapter of the Building Owners and Managers Association International (BOMA) presented a luncheon seminar on the changing American workplace.

Connections: The Value of Buildings took place on Thursday, 28 February 2013 at The Water’s Edge at Giovanni’s in Darien, Connecticut, and was attended by members of Southern Connecticut BOMA and their guests. Co-presenters Melissa Marsh, Principal at Plastic Architecture in New York, and Karolina Graves, Director of Sales and Business Development at Alianza Services LLC in New York, led a program exploring changing behaviors and workplace expectations across multiple generations. The discussion addressed the role of buildings in refocusing the social structure of the workplace.

Marsh and Graves discussed the multiple generations, from Traditionalists and Boomers to GenX, Y, and Z-ers, who come together in a work setting. The varying perspectives of these diverse age groups must also contend with changes in technology and economy, including downsizing, subleasing, and the constant replacement of outdated office equipment (e.g. typewriters, pagers) with new devices. Participants at the Southern CT BOMA seminar were invited to consider differences in today’s office environment, which tends to focus on “co-working” and “making a statement,” as compared with the offices of the past, designed more to “enable a function” and “not offend.” The private, career-track offices of prior generations stand in stark contrast to today’s trend toward transience and collaboration, with everything from ZipCars to shared office spaces available for temporary loan.

The luncheon seminar concluded with a glimpse into the workplace of the future. Marsh and Graves cited the characteristics of diversity (a mix of spaces), propinquity (being with others), autonomy (choices of where/how people work), and reusability (repurpose furniture for other uses) as critical elements of the successful workplace.

Southern CT BOMA holds monthly meetings on topics that are of interest to those in the real estate industry. For more information on upcoming events, visit www.soctboma.org.
ABOUT US

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

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.
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2013 – 2014 BAE Council Officers and Committee Chairs

The BAEs attending the International Conference in San Diego ratified the slate of officers put forward by its Nominating Committee. The 2013-2014 BAE Council Executive Committee will be: Jeanie Merideth, BOMA/Greater Tucson, Chair; Sharon Moran; BOMA/Greater Hartford and BOMA/Southern Connecticut, Vice Chair; Teresa Foster, BOMA/Dallas, Secretary-Treasurer; Michael Cornicelli, BOMA/Chicago, Immediate Past Chair; Allyson Peters, BOMA/Orlando and BOMA/Jacksonville, BAE Executive Committee Representative; and Gabriel Eckert, BOMA/Georgia, BAE Finance Committee Representative.

As part of BOMA International’s partnership in the campaign, flyers displaying the campaign’s logo as well as the BOMA local association’s logo are provided free to BOMA members to download via the BOMA International web site and displayed in the buildings’ break rooms. The flyers instruct building staff to report any suspicious activity using specific phone numbers designated for their local area. Contact Jason Todd (jtodd@boma.org) if you’d like more information.

BOMA International Expanding “If You See Something, Say Something™” Campaign

BOMA International is looking for more local associations to participate in the Department of Homeland Security’s (DHS) “If You See Something, Say Something™” public awareness campaign. The kick-off for this program began last year with eight different metropolitan areas. The inaugural locals were Baltimore, Denver, Ft. Lauderdale, Minneapolis, Orlando, St. Paul, Southwest Florida and the Washington, DC area.

BOMA International’s NEW Asset Management Course

In October BOMA International will launch the first in a series of courses on asset management topics, with BOMA/Metropolitan Washington (AOBA) already scheduled to host a course. The asset management series is targeted for commercial real estate property managers with 3-5 years’ experience. The courses are designed to help property managers better understand the function of the asset manager in order to be more valuable to the entire commercial team, from owner on down.

The first course to be released is Lease Analysis, Valuation, Negotiation and Approval. Topics in this course include: Day in the Life of an Asset Manager; Identification of Parties Involved and Respective Roles; Transaction Flow; Choosing a Brokerage Team; Principal Lease Terms and Provisions; New Lease Case Study; Impact of Macro Economy and Real Estate Fundamentals on Negotiation of Lease Terms and Provisions; Negotiation Strategies; and Property Manager’s Value Proposition.

Each course is approximately two days in length (12-16 hours) and designed to be delivered in a live classroom setting.

(Continued on page 16)
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On May 15th, the Allied Members of Southern Connecticut BOMA hosted their “Allied Celebration”, a ‘thank-you’ to the Principal Members for their continued support of their companies throughout the years. The Allied Members that sponsored this great night of networking were:


Over 75 people attended this event at Trump Parc and enjoyed fabulous food by Barcelona, great wine and drinks from Liquid Asset (Diageo) and fun games throughout the night. A mixologist was on hand, demonstrating how to make specialty cocktails and a chef demonstrated how to make mushroom risotto and Gambas al alijo.

During the event, a game was played, asking the Principal Members how well they knew the Allied Members and the products and services they offered. At the end of the evening, a gift certificate to Barcelona Restaurant was presented to Frank Kozak of RFR Realty for having the most correct answers about the Allied companies.

The view from Trump Parc added to the enjoyment of the evening. The large outdoor patio and the game room offered the attendees the opportunity to mingle outside or have a friendly game of pool. At the end of the evening, each Principal Member left with a ‘goodie’ bag from Liquid Assets.

Thanks to the Allied Committee for their time and effort in putting together a wonderful evening!

The committee members included Paul Senecal, Bob Lupika, Bruce Crowle, Dave Grady, Dayna Zingarella, Deb Korf, Karen Berger, Rona Siegel, and Maureen Dobbins.
“It’s Electric: Car Charging Stations”

29 April 2013

The Southern Connecticut Chapter of the Building Owners and Managers Association International (BOMA) presented a luncheon seminar on the benefits and considerations of installing electric vehicle charging stations at commercial office properties.

“It’s Electric: Car Charging Stations” took place on Thursday, 25 April 2013 at The Water’s Edge at Giovanni’s in Darien, Connecticut, and was attended by members of Southern Connecticut BOMA and their guests. Panelists Joseph Debs, Senior Project Manager at Northeast Utilities, Frank Kozak, General Manager at RFR Realty Services, and Paul Young, North American Business Development Manager at Garage Juice Bar, shared their first-hand experiences with the selection, installation, and operation of electric car charging stations at commercial properties. Rona Siegel, Vice President of Operations at Collins Enterprises, moderated the discussion.

With the increasing popularity of plug-in electric vehicles (or PEVs), many property owners are considering installation of charging stations as a building amenity. The panel discussion, aimed at commercial property owners and managers, considered the benefits and potential drawbacks to installing a charging station, the costs associated with maintenance and operation, types of equipment available, and tax credits and other financial incentives.

Mr. Kozak, a property manager responsible for multiple Class-A office buildings totaling 1.8 million square feet, shared his experiences as a participant in a PEV charging station pilot program, for which Mr. Debs’s team at Northeast Utilities supplied the necessary equipment. Data from the pilot study, including one year of monitoring, provided real-world numbers to those considering installing charging equipment at their facilities. Mr. Young, whose company plays a key role in supplying and installing PEV charging stations across the country, outlined tax credits currently available to offset the cost of equipment and installation.

For building owners and managers, the luncheon seminar provided information about an increasingly prevalent building amenity. With demand for PEVs increasing, electric car charging stations will likely become a sought-after feature as tenants consider commercial real estate properties.

Southern CT BOMA holds monthly meetings on topics that are of interest to those in the real estate industry. For more information on upcoming events, visit www.soctboma.org.
BOMA Westchester vs. BOMA Southern Connecticut
This year’s Softball Challenge was held at Crawford Park in Rye Brook. Despite the rain, both teams played on and Westchester took home the trophy with a score of 8 to 4.
“WHAT BOMA DOES FOR YOU”

4 April 2013

The Southern Connecticut Chapter of the Building Owners and Managers Association International (BOMA) presented a luncheon seminar on the history, mission, and accomplishments of BOMA International and of the local chapter.

“What BOMA Does for You!” took place on Tuesday, 26 March 2013 at The Water’s Edge at Giovanni’s in Darien, Connecticut, and was attended by members of Southern Connecticut BOMA and their guests. Presenter Bob McClure, Vice President of Association Services for BOMA International, discussed the founding and history of the Building Owners and Managers Association and invited participants to explore the role of the organization in advancing the goals of commercial real estate investors, property owners, and developers.

Founded in 1907, BOMA International now comprises 93 U.S. associations and 13 international affiliates. The organization was formed to advance the interests of the commercial real estate industry through lobbying efforts. McClure described the work of the association over the years, including connecting its members with business partners in the design/construction and facility maintenance industries, disseminating information on emergency preparedness, offering professional development courses, providing media exposure and advocacy to advance the interests of the commercial real estate industry, offering opportunities for business networking, and developing reports used for performance benchmarking and best practices.

McClure cited a number of successful advocacy initiatives spearheaded by BOMA, including lease hold improvements, capital gains, energy efficiency incentives, and real estate table tax reform. By serving as a watchdog group for real estate industry issues, BOMA has impacted the day-to-day operations of owners, managers, and developers on both national and local levels, McClure stated. Research conducted by the organization has not only guided policy, it has been cited by real estate information services, including CoStar Group and Kingsley.

The luncheon seminar aimed to raise awareness of the work of BOMA International and Southern Connecticut BOMA, and to encourage greater involvement in the larger goals of the organization by those in the commercial real estate field.

Southern CT BOMA holds monthly meetings on topics that are of interest to those in the real estate industry. For more information on upcoming events, visit www.soctboma.org.

Bob McClure (left) was the speaker at the Southern Connecticut BOMA luncheon on 26 March in Darien CT. Matt Gardner (right) of Tarantino Landscaping sponsored the event.
The Southern CT Golf Outing was held June 4th at Great River Golf Club in Milford, CT on a gorgeous day. Thanks to all those who participated and especially to all the sponsors who made the day possible.
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On July 11th, Southern CT BOMA hosted their annual summer social at the newly renovated 600 Steamboat Road in Greenwich, CT. This beautiful property has undergone a transformation, both inside and out. The location of the building on the water at Greenwich Harbor just adds to the overall ambience of the property.

Over 50 BOMA members and their guests toured the property, hearing about the upgrades, the amenities and the tenants occupying the building. Throughout the evening, the attendees enjoyed networking, great food and beverages outside on the patio.

Thanks to Guardian Service Industries for sponsoring this event, and to Pat Galluzzo of General Reinsurance Corp and Mike Scarinci of Cushman & Wakefield for hosting the members.
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EER Update

Budget season is in full swing for many BOMA members, and that means it’s “Prime Time” for using the EER!! See how you compare to others in your area for operating costs.

If you have any questions about the EER or how to promote it, please contact Tracy Glink any time at tglink@boma.org or 202-326-6346.

2013 Annual Conference Recap

Nearly 3,000 commercial real estate professionals gathered at BOMA’s annual conference, 2013 Every Building Conference & Expo, held June 23-25 in San Diego, to stay ahead of changing market conditions through comprehensive conference education, to expand their professional connections at collaborative networking events, to maximize their success through inspirational General Sessions, and to strengthen their resume through professional designation credits.

Here are some of the conference highlights.

- BOMA International brought Rob O’Neill, formerly of the elite SEAL Team Six, to teach real estate pros what it means to truly lead, fight and never give up during Sunday’s General Session.
- 171 buildings in 37 markets over the past year became BOMA 360 buildings and were honored during the Sunday General Session.
- BOMA/San Diego hosted this year’s Every Building Conference & Expo in their hometown while celebrating its 50th anniversary and hosting a giant Welcome Party aboard the USS Midway, the historic U.S. Navy aircraft carrier that’s now a floating museum.
- BOMA unveiled its new 2013 BOMA Global

Office Tenant Survey results at a press conference on Monday morning.

- Monday’s General Session, sponsored by Ingersoll Rand, continued the conversation with industry panel The Tenant Is King: What Office Tenants Want and How to Wow Them.
- Monday’s General Session also featured BOMA President Henry Chamberlain’s annual State of the Industry address.
- This year, Career Day expanded to also include veterans transitioning out of military service.
- BOMA hosted its first-ever Industrial Day at this year’s conference.
- Women in commercial real estate were giving advance during Tuesday’s Leading the Way education panel—moderated by Melissa Jones of CBRE with advice on how to be successful.
- During the Tuesday’s TOBY banquet, 14 buildings were awarded a TOBY® and 2012 BOMA Fellow Dave Hewett introduced the newest class of BOMA Fellows.
- BOMA Chair Joe Markling presented Allied Barton’s Mike Coleman with this year’s Chair’s Award and BOMA/GLA’s Martha Cox-Nitikman with the Distinguished Service Award.

The Business of BOMA took place during the Board of Governors meeting on June 23, 2013, including the swearing in of the 2013-2014 BOMA International officers and 2013-2015 Executive Committee.

For more information, visit:
www.boma.org
www.bomaconvention.org
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CHANGES TO CONTACT INFORMATION

Michelle Savino  CBRE  203-866-7064  michelle.savino@cbre.com
Lee A. VanDeusen  Graham Capital Management  203-899-3928  lvandeusen@grahamcapital.com

NEW MEMBER DIRECTORY

Ted Milone  CL&P  203-352-5435  milont@nu.com
Steven Sikora  Cushman & Wakefield  203-751-8399  steven.sikora@ubs.com
Michelle Michaud  Service Management Group  203-925-6122  mmichaud@sunservicesllc.com
Diane O’Donnell  The Brickman Group  914-773-7650  diane.odonnell@brickmangroup.com
Michael Scarinci  Cushman & Wakefield  203-489-2601  michael.scarinci@600steamboat.com
Michael Chambers  Greenwich Hospitality Group  203-223-0477  mchambers@thedelamar.com
Amelia Nichol  Greenwich Hospitality Group  203-363-7919  anichol@hotelzerodegrees.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
- Contact Sharon at smoran@ssmgt.com to join
COMMITTEES

Get Involved and Join a Committee

**Membership Committee**
Chair: Paul Senecal (Affineco, LLC)  203--637-6800  paul@us-a.com
Mission: Continually recruit new members from all sources, assist on renewing existing members and play host(s) at monthly meetings.

**Program Committee**
Chair: Jodi Gutierrez (George Comfort & Sons)  203-322-0325  jgutierrez@gcomfort.com
Mission: Provide ideas for programs that would be beneficial and of interest to BOMA members.

**Advertising/Marketing Committee**
Chair: Rona Siegel (Collins Enterprises)  203-541-1314  rsiegel@collins-llc.com
Mission: Through advertising and marketing efforts, continuously create awareness and presence for Southern CT BOMA.

**Golf Outing Committee**
Chair: Art D’Estrada (Newmark Grubb Knight Frank)  914-328-1903  adestrada@ngkf.com
Mission: Secure a venue for the annual golf outing which is held each year at the end of May or early June.

**TOBY Committee**
Chair: Sharon Moran  860-243-3977;  smoran@ssmgt.com
Mission: Recruit buildings for local TOBY awards dinner held in October; encourage local winners to participate on the Regional/International level.

**Softball Tournament Committee**
Chair: Lee VanDeusen (Graham Capital Management)  203-899-3928;  lvandeusen@grahamcapital.com
Mission: To secure players and another team for the softball tournament held yearly and to find a field convenient for both teams.

**Fishing Tournament Committee**
Chair: Victor DeCicco (The HB Nitkin Group)  203-861-9000;  vdecicco@hbnitkin.com
Mission: Coordinate with boat captain on tides and an event date in order to provide an enjoyable tournament.
BOMA International Honors the Best of the Best in Commercial Real Estate

The commercial real estate industry honored 14 commercial properties with The Outstanding Building of the Year® (TOBY®) Award at the 2013 Every Building Conference and Expo held in San Diego June 25, 2013.

The following properties were honored with 2013 TOBY Awards:

Corporate Facility category - 1515 Broadway, New York, N.Y.
Earth category - Citigroup Center, Los Angeles, Calif.
Historical Building - CityCenter at 735, Milwaukee, Wis.
Industrial Office Building - Southridge Commerce Park, Orlando, Fla.
Medical Office Building - Memorial Hermann Southwest Medical Plaza 2, Houston, Texas.
Renovated Building - City National Plaza, Los Angeles, Calif.
Suburban Office Park Low-Rise - Providence Park, Charlotte, N.C
Suburban Office Park Mid-Rise - Arboretum Plaza I & II, Austin, Texas.
Under 100,000 Square Feet - Balfour Beatty Center, Plantation, Fla.
100,000 to 249,999 Square Feet - Interchange Office Center, Dallas, Texas.
250,000 to 499,999 Square Feet - 101 West Broadway, San Diego, Calif.
500,000 to One Million Square Feet - Russell Investments Center, Seattle, Wash.
Over One Million Square Feet - Century Plaza Towers, Los Angeles, Calif.

2013 – 2014 TOBY Program Update

The 2013-2014 TOBY® Program will begin accepting entries beginning August 5. Program materials have been updated on the website at www.tobyawards.org, including entry requirements, judging sheets, building inspection forms and binder tabs.

Please check below for important dates to remember:

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
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<tbody>
<tr>
<td>August 5, 2013</td>
<td>TOBY Online Submissions open for 2013-2014</td>
</tr>
<tr>
<td>March 1, 2014</td>
<td>Regional Recommendations for International Judges Due</td>
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<tr>
<td>April 10, 2014</td>
<td>Regional Submissions due to BOMA Int’l for International Competition</td>
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<tr>
<td>April 10, 2014</td>
<td>All Building’s EnergyStar Data must be shared with BOMA Int’l</td>
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<tr>
<td>April 21, 2014</td>
<td>International Judging Begins</td>
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<td>May 4, 2013</td>
<td>International Judging Ends</td>
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<tr>
<td>May 16, 2014</td>
<td>All TOBY Nominees Announced on boma.org</td>
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<tr>
<td>June 24, 2014</td>
<td>TOBY Awards Banquet in Orlando, FL</td>
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</tbody>
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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 guarantees 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.

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”.

Neisha Natale is a Financial Manager at RFR Realty LLC, one of the largest office landlords in downtown Stamford, CT with seven office towers totaling 1.8 million square feet of Class A office space. Currently, Neisha is directly responsible for financial analysis, variance reporting, forecasting, budgeting and escalations for the seven office towers. With over 20 years experience in the commercial real estate industry, Neisha’s tenure includes a 14 year history with Equity Office. While there as Regional Administrator for the Northeast Region, Neisha played a vital role in the acquisition of over 4 million square feet of office space in Boston, New York City and Connecticut. As General Manager, she was responsible for the operational and financial management of the Stamford portfolio where her duties included capital project management, marketing, leasing, construction and tenant relations. Neisha holds a B.S. degree in Business Management from Albertus Magnus College and has been a BOMA member since 2004.

Lee Van Deusen
Graham Capital Management

Lee VanDeusen is the Senior Facilities Manager with Jones Lang LaSalle, at Diageo. She joined Jones Lang LaSalle in 2012 to oversee Diageo’s North American World Headquarters in Norwalk and office in New York. Prior to joining Jones Lang LaSalle, Lee began her facility management career with Hewitt Associates in 1986, where she held the positions of Regional Site Leader and North American Facilities Leader. In 2007, Lee joined BLT Management as Property Manager, which included managing a portfolio of 1.2 million square feet of Class A+ commercial real estate properties in Norwalk, CT. She currently resides in Norwalk, CT with her husband.

Paul Senecal
Affinanco, LLC

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” and continues to serve on the Membership and Toby/Gala Committees.

George Comfort & Sons

Paul Senecal is President of BOMA New York City and a member of the Executive Committee. He is a third generation real estate entrepreneur and has taken a leadership role in the firm’s operations since 1986. He has served on the BOMA Board of Directors and as the Treasurer of the New York City chapter. He is currently Chair of the Membership Committee and is a frequent speaker at BOMA events. Paul has been involved in the real estate industry since 1980 and has a strong reputation in the industry. He has served on the BOMA Executive Committee since 2011 and is currently the President of BOMA New York City. He has been an active member of BOMA since 1993 and has been the “Allied Member of the Year” and continues to serve on the Membership and Toby/Gala Committees.

Lee VanDeusen
Graham Capital Management

Lee VanDeusen is the Senior Facilities Manager with Jones Lang LaSalle, at Diageo. She joined Jones Lang LaSalle in 2012 to oversee Diageo’s North American World Headquarters in Norwalk and office in New York. Prior to joining Jones Lang LaSalle, Lee began her facility management career with Hewitt Associates in 1986, where she held the positions of Regional Site Leader and North American Facilities Leader. In 2007, Lee joined BLT Management as Property Manager, which included managing a portfolio of 1.2 million square feet of Class A+ commercial real estate properties in Norwalk, CT. She currently resides in Norwalk, CT with her husband.