MESSAGE FROM THE PRESIDENT

Happy Summer! I hope that everyone is having a good year so far and gearing up for vacations if you have not taken one already. August is usually a slower month due to it being a time for people being away, so we need to plan ahead and have a bit more patience. In the end, everything that needs to get done does, and we all take vacations only to return to double the work we had on our desks before we left. Ahhh the cycle of our work lives!

Recently we held our Summer Social on the rooftop terrace at Hotel Zero Degrees in Norwalk. It was nice to see many of you there at such a perfect spot to share some good food and drinks in a relaxing yet hip atmosphere. Sometimes we all just need to get out and socialize putting business aside (somewhat) getting to know those in our group a little bit better. Another great event is our Annual Golf Outing which is always a “sold out” event. While a little more competitive than the Summer Social, the game never gets in the way of us all enjoying the fun day. I hope all of you had a great time and I look forward to next year’s outing. Congratulations also to the two students who were awarded the college scholarships this year. We all know how expensive college is these days and to financially help the parents, our members, helps their children. Giving back to families in our association is always important.

Since our last newsletter, we have had a busy first half of the year between some very informative meetings, golf outing, summer social, and two major conferences. A well attended DEEP New Initiative on Recycling luncheon was very informative with a panel that discussed not only the legal obligations of recycling but the benefits as well. A meeting on Employment and Labor Law helping us all understand a little better the HR issues related to our businesses. April’s meeting, What’s Happening in Your Town, was an insightful discussion on economic development of the lower CT city regions showing lots of current and planned development. Between private development and government comes lots of challenges to create projects that work well in there environment but the end results are great if well thought out. It seems the consensus on the latter meeting was that no matter what the downtown development vision may be, transportation via both highway and railway are crucial to keeping a well sustained project.

This year’s summer conference was held in sunny Orlando, Florida at the Gaylord Resort and Conference Center. Not only was it a beautiful setting but the conference kept the tradition of having good educational classes, roundtable discussions, keynote and panel speakers, and a product/service filled trade show. An important factor in the international event for me, besides the education, is actually meeting professionals from other areas and talking in part about how business operates in their area. It may be obvious, but while practices are similar, our tri-state area and even much of our mid Atlantic region, handle business on a more quickened pace with great attention to detail. Maybe it’s the influence of our proximity to major the cities of New York, Boston, Philadelphia, and DC, or that a great deal of vacancy and land are being filled/restructured, but whatever the reason, I always get the sense that we are very strong in our direction in business and relationship goals in the region.

This year’s MAC (Mid Atlantic Conference) was held in Boston, MA. A wonderful event that also had a quick paced, packed agenda with engaging speakers. As for economic development, there is a tremendous amount of waterfront growth occurring there from business, residential, and city infrastructure. Congrats to the Boston chapter for putting together a wonderful 3 day event. This coming year, Southern CT will be hosting the MAC in Stamford, CT. The committee is off to a great start planning the conference and our schedule is just about complete. We always need some help so if anyone is interested in helping out, please contact Sharon or myself. That goes for any of our hard working committees who strive to make the organization stronger with each event, meeting, member, etc.

I want to say ‘Thank You’ to all the sponsors throughout the year. Whether you are an annual, event, program, or other type of sponsor, without your support our events would not happen and the organization could not survive. If there are any suggestions you might have related to program topics, we would love to hear from you. We are always looking for fresh topics that are of interest and can benefit everyone.

Thank you,

Victor DeCicco
President
BOMA Southern Connecticut
The Southern Connecticut Chapter of the Building Owners and Managers Association (BOMA) represents commercial property owners and developers, commercial real estate professionals, and associate members through leadership, advocacy, research, outreach, and education. BOMA International is a federation of 93 BOMA U.S. associations, BOMA Canada and its 11 regional associations, and 13 BOMA international affiliates. Together, the 117 organizations form a worldwide, professional community dedicated to providing knowledge and solutions to commercial real estate practitioners. The Southern Connecticut Chapter serves the commercial real estate industry from New Haven to the New York/Connecticut line.

Support Our Members

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President
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FAX 860-282-8465
CELL 860-982-1033
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NEWS YOU SHOULD KNOW:

**Advocacy in Washington**

**TRIA Reauthorization Passes Senate**

On July 17, the Senate passed a 7 year extension of TRIA, the federal terrorism risk insurance program, by an overwhelming vote of 93-4. In addition to extending the program, the legislation (S. 2244) also adds two changes to further protect taxpayers. It gradually raises both the insurer co-payment from 15 to 20 percent and the mandatory recoupment threshold from $27.5 billion to $37.5 billion. In June, the Senate Banking Committee approved the legislation by a unanimous vote of 22 to 0.

On June 20, the House Financial Services Committee passed its TRIA bill (HR 4871) by a more contentious vote of 32-27 – along party lines. In addition to extending the program, the bill would also add many other changes to the bill, many of which BOMA feels would diminish the program and drive some insurers out of the market, making it more difficult for policyholders to continue to access terrorism risk coverage at reasonable rates and terms. It had been anticipated that the full House would vote on the legislation in late July, but now it appears that final action on this issue will be delayed, quite possibly until after the November elections.

BOMA International ’s “Tier 1” issues:

- Energy & the Environment
- Tax and Financial
- Codes & Standards

To learn more about these, and other policy positions, visit [www.boma.org](http://www.boma.org)

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**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
- Emerging Leaders
- Sponsorships

Contact Sharon at the Executive Office: 860-243-3977 or [smoran@ssmgt.com](mailto:smoran@ssmgt.com)

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**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.
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COMMERCIAL RECYCLING

Southern CT BOMA held an informational session on recycling requirements for commercial properties in Connecticut, with representatives from the Connecticut Department of Energy and Environmental Protection (DEEP). “DEEP’s New Initiatives on Recycling” took place on March 5, 2014. The luncheon was sponsored by City Carting & Recycling. Chris Nelson and Carey Hurlburt of DEEP were joined by Dan Colleluroi, Supervisor of Solid Waste and Recycling for the City of Stamford, and by Michael Ferro of City Carting & Recycling. The panel discussed the commercial recycling program so as to proactively assist building owners and managers in complying with the requirements.

Keys to successful recycling programs, according to the presentation, include tenant education and ease of use. Convenient collection methods that are parallel to the trash system and which offer well-marked, easy-to-understand carts, barrels, or dumpsters encourage compliance. Signage should have universal symbols and/or multiple languages. Conducting Waste audits, understanding waste streams and pick-up schedules, and sizing containers accordingly were cited as important support measures, and the presenters recommend considering recycling as part of program space during design and renovation.

EMPLOYMENT & LABOR LAW

Panelists Rosemary Butterly, Vice President of Human Resources with Cartus and adjunct professor in Human Resource Management at Western Connecticut State University, Joao Luu, Associate at the law firm Jackson Lewis P.C., and Diane Barbé, Human Resources Manager at BELFOR Property Restoration, discussed practical and legal issues pertaining to Connecticut employers. The speakers presented scenarios on topics related to human resource management, such as handling work’s compensation claims, appropriately addressing discrimination and harassment complaints, and dealing with terminations and layoffs. Best practices for recruiting, hiring, and retaining top talent were also considered, in the context of federal and state labor laws.

WHAT’S HAPPENING IN YOUR TOWN?

On May 29th, a panel discussion on development news and projections in three major southern Connecticut cities was held: Bridgeport, New Haven, and Norwalk representatives spoke to the group. With the economy improving and people returning to city centers, the Southern CT BOMA program considered challenges and opportunities for building owners and developers. Joe McGee, Vice President of Public Policy and Programs for the Business Council of Fairfield County moderated the discussion. Joining him was Timothy Sheehan, Executive Director of the Norwalk Redevelopment Agency, and David Kooris, Director of the Office of Planning and Economic Development for the City of Bridgeport and Steven Fontana, Deputy Economic Development Administrator the City of New Haven.

This informative session also touched on company handbooks, labor contract negotiation, employment agreements, and strategies for negotiating common employment questions of concerns to owners and human resource personnel.

Adam Cervin of The Care of Trees sponsored this luncheon program.
The Building Owners and Managers Association (BOMA) International, in collaboration with research firm Kingsley Associates, recently released the results of the 2014 Experience Exchange Report® (EER®), its annual benchmarking study, which showed increases across most income and expense categories for privately owned office buildings.

Rental income increased 7.2 percent and overall income increased 7.4 percent in 2013 compared to 2012. Total operating and total operating plus fixed expenses saw increases of 5.3 percent and 5.6 percent, respectively. The upsurge in both income and expenses would indicate post-recession growth across commercial real estate properties.

Overall utility expenses rose by 2.4 percent in 2013, ending a four-year downward trend. Nation-wide security costs grew by 5.8 percent in 2013 compared to 2012, with city centers such as Washington, D.C., Chicago and Seattle seeing increases in security payroll costs. Repairs and maintenance jumped 5.9 percent in 2013 as property professionals began investing in maintenance projects that were put on hold during the recession.

Increases also were seen in office occupancy rates and weekly operating hours with a decrease in square footage per office worker. These figures are in line with the industry-wide trend toward densification of office space and could explain increases in building expenses as more people occupy the same space for longer periods of time.

Commercial property owners and managers found themselves with larger tax bills as municipal and state governments search for additional sources of income. Overall reported fixed expenses grew from $4.15 per square foot to $4.50 per square foot, an 8.4 percent increase. Real estate taxes alone grew 10.5 percent, from $3.63 per square foot in 2012 to $4.01 per square foot in 2013.

“Densification of space is reshaping the commercial real estate landscape,” said BOMA International Chair John G. Oliver, BOMA Fellow, managing principal for Oliver & Company. “Increases in both income and expenses in this year’s EER indicate both strong industry growth, as well as an adjustment to a denser office environment.”

Office Tenants Report Low Tolerance for Pests, High Expectations for Property Managers

Pests are a common issue in offices and a source of anxiety for office managers, according to survey findings released by pest control leader Orkin and the Building Owners and Managers Association International.

The survey, which polled office, building and facility managers in a variety of property types, revealed that 89 percent of office tenants have seen at least one pest in the past 12 months. When it comes to reporting pest sightings, almost one half of office tenants will notify building management after as little as one pest sighting, and that number jumps up to 83 percent by the time the second sighting occurs. Although it is likely that office tenants expect to see pests on occasion, the study shows that half will start looking for a new space after multiple pest sightings.

“These survey results reveal the critical business impact that pest presence can have on a tenant’s perception of a property,” said Patricia Areno, CAE, senior vice president of BOMA International. “Tenants are saying there’s a very real possibility that they will consider moving office space if pest issues are not resolved quickly and effectively.”

While property managers are typically well informed about service visits from a pest control provider, the same cannot be said of their tenants. According to the study, 25 percent of office tenants rarely, if ever, are notified of pest control visits; yet, two-thirds want to be a part of the visit, or at least know in advance when it is taking place.

“Establishing an open line of communication between pest management providers, property managers and office tenants is essential to helping prevent pests from causing a problem in the workplace,” said Orkin Technical Services Director Ron Harrison.
This annual three-day conference brings together professionals from the 16 BOMA Locals that make up the Middle Atlantic Conference (MAC). The conference includes keynote presentations featuring prominent leaders, opening night reception and the Regional TOBY Awards reception and dinner. **Sponsor the MAC and get noticed today!** Deadline to be listed on Marketing Materials is March 6th.

**PRESENTING SPONSOR:** Allied Barton Security Services

**SIGNATURE SPONSORS:** AffinEco LLC | EMCOR

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  - Includes: 1 conference registration; table/signage at trade show; visibility on conference material and at conference site; 2 TOBY dinners

- **NUTMEG SPONSOR | $2,500**
  - Includes: 2 tickets to the Thursday night opening reception & TOBY dinner; visibility on conference materials and at conference site

- **MERRITT SPONSOR | $1,000**
  - Includes: Trade show table at Thursday trade show; visibility on signage at trade show

**MORE INFORMATION TO COME:**

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<tr>
<td>FULL CONFERENCE REGISTRATION</td>
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<td>SPouse/Guest Registration</td>
<td>$150</td>
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<td>TOBY RECEPTION/DINNER ONLY</td>
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**ONE DAY ONLY REGISTRATION | $200**

- Includes: Thursday sessions & Thursday night opening reception
- **WEDNESDAY COURSE | $250**
  - Topic: “Ethics is Good Business”
- **THURSDAY NIGHT RECEPTION ONLY | $75**
- **TOBY TABLE OF 10 | $1,500**

Room rate at the Stamford Marriott: $139 per night.

**Sponsorship_________________________

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**PAYMENT METHOD**

- Check (Payable to Southern CT BOMA) | Check # _____
- Credit Card (circle one): Visa MC AmEx
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- Card #:_________________________
- Exp. Date:_______________________
- Signature:______________________

Please complete form and send to Sharon Moran at One Regency Drive, P.O. Box 30, Bloomfield CT 06002, (860) 243-3977, fax to (860) 286-0787, or email to smoran@ssmgt.com.
Bridgeport has seen growth in the residential sector, as young professionals move downtown seeking economic opportunity. New Haven sees a balance of all ages, as projects like LiveLearnPlay endeavor to bring mixed-use development and a walkable neighborhood feel to the area around Rt. 34. In Norwalk, conversions of existing buildings is the path to development. Norwalk is advancing a mixed-use agenda focused on sustainable and transit-related development.

INTERNATIONAL NEWS

Did you know:

- For each $1 spent on office building expenditures, the U.S. economy gained $2.57, resulting in $79.7 billion in annual operating expenses and contributing to a total of $205 billion to GDP.
- For each $1 of office building expenditures, workers in the U.S. realized an increase of 76 cents in personal earnings.
- For each $1 million of expenditure for office building operations, 19.6 jobs were supported nationwide, resulting in a total of 3.7 million jobs across all sectors in addition to the more than two million jobs directly supported by office building operations.

Dollars saved:

During the 2013 ICC code development cycle, BOMA’s representation was in save the commercial real estate industry:

- $2.50 per s/f for each existing U.S. building
- $30,000 per building in annual fees and O&M costs

BOMA’s efforts to defeat mandatory retroactive sprinkler system retrofits and compliance with current accessibility and fire code requirements in all existing buildings mean BOMA members will be spared:

- $1-4 million per existing building for installation costs associated with these defeated requirements.

BOMA MEMBERS WORLDWIDE

93 BOMA U.S. associations, BOMA Canada and its 11 regional associations and 13 BOMA international affiliates. BOMA represents the owners and managers of all commercial property types, including nearly 10 billion square feet of US. Office space that supports 3.7 million jobs and contributes $205 billion to the U.S. GDP.

MEMBERSHIP BY FUNCTION:

- 18% Developers
- 21% Owners/Investors
- 29% Building Engineers
- 47% Facility management
- 53% Asset Management
- 84% Property Managers
- 69% have a four-year degree or higher
- 76% manage office space over 100,000 s/f
Annual Golf Outing, June 3rd, Great River Golf Club, Milford, CT
Annual Golf Outing, June 3rd, Great River Golf Club, Milford, CT
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BOMA Southern Connecticut’s Summer Social was held on the rooftop of Hotel Zero Degrees in Norwalk, CT. Thanks to AffinEco for being the Event Sponsor of this fun occasion. With a putting green, ping pong table, over-sized chess players, lots of great appetizers and libations, perfect weather and lots of friends to network with, the night was a huge success.
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MEMBERSHIP

THE MEMBERSHIP 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 smoranssmgt.com to join

New Member Directory

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<th>Name</th>
<th>Company</th>
<th>Phone</th>
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<tr>
<td>Vincent Corsano</td>
<td>Vassell Security &amp; Investigations</td>
<td>203-733-3659</td>
<td><a href="mailto:vcorsano@gmail.com">vcorsano@gmail.com</a></td>
</tr>
<tr>
<td>Charlie Dowling</td>
<td>GE Capital Americas</td>
<td>203-749-6060</td>
<td><a href="mailto:charlie.dowling@ge.com">charlie.dowling@ge.com</a></td>
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<tr>
<td>Stacey Hascoe</td>
<td>Newmark Grubb Knight Frank</td>
<td>203-354-4557</td>
<td><a href="mailto:shascoe@sonocorp.com">shascoe@sonocorp.com</a></td>
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<tr>
<td>Edward Lombardo</td>
<td>Benchmark LM Management</td>
<td>914-698-1100</td>
<td><a href="mailto:elombardi@benchmarkmgt.com">elombardi@benchmarkmgt.com</a></td>
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<tr>
<td>Matthew Moniello</td>
<td>Benchmark LM Management</td>
<td>914-698-4100</td>
<td><a href="mailto:mmoniello@benchmarkmgt.com">mmoniello@benchmarkmgt.com</a></td>
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<tr>
<td>Mary Ellen Parisi</td>
<td>Maxons Restoration, Inc.</td>
<td>914-235-6767</td>
<td><a href="mailto:mparisi@maxons.com">mparisi@maxons.com</a></td>
</tr>
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</table>
SAVE THE DATE!

ANNUAL TOBY AND ‘BEST OF THE BEST’ AWARDS GALA

OCTOBER 23, 2014

STAMFORD MARRIOTT

5:30PM-8:00PM
Our committees play a vital role in the organizations success in keeping all that we do exciting, fresh, and moving forward. We have restructured the groups (even added a few) and have many great ideas but we need support on many levels. Please contact one of the below Committee Chairs if you are interested; the more support we have, the more we can accomplish. Get Involved and Join a Committee.

**MAC (Mid Atlantic Conference) Committee**
Chair: Victor DeCicco, The HB Nitkin Group (203) 861-9000 vdecicco@hbnitkin.com
Mission: BOMA SoCT will be hosting the regions MAC in 2015 in Stamford, CT. Organize events, speakers, tours, accommodations, brochures, schedules, etc.

**Membership Committee**
Chair: Bob Baker, EMCOR Services New England Mecanical (203) 373-0004 baker@nemsi.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 and organize programs that would be beneficial and of interest to BOMA members.

**Marketing Committee**
Chair: Rona Siegel, Collins Enterprises (203) 541-1314 rsiegel@collins-llc.com
Mission: Through advertising, marketing, and social media 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, align sponsors, and assist in organizing other venue tasks for the annual golf outing which is held each year at the end of May or early June.

**TOBY Committee**
Chair: Neisha Natale, RFR Realty LLC (203) 328-3610 nnatale@rfr.com
Mission: Recruit buildings and select individual nominees for local TOBY awards dinner held in October; encourage local winners to participate on the Regional/International level.

**Social Events Committee**
Chair: Lee VanDeusen, Graham Capital Management (203) 899-3928 lvandeusen@grahamcapital.com
Mission: Organize details of Summer and Holiday Socials including assisting in Softball Challenge and Fishing Tournament all held at various times throughout each year.

**Emerging Leaders Committee**
Chair: Michael Scarinci, Cushman & Wakefield (203) 489-2601 michael.scarinci@600steamboat.com
Mission: Focuses on reaching out to the new and next generation of leaders in the real estate industry allowing for networking opportunities amongst each other and with those more experienced.
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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.**

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Privately owned and operated since 1975, SSC has helped top corporations, small businesses, non-profits and the legal community, solve their most difficult internal and external security issues.

Contact SSC to make your organization more secure, solve your most sensitive business problems, or train those within your organization to meet your security challenges in-house.

First impressions are everything, and our top-to-bottom approach to cleaning and maintenance helps your business look its very best. The entire SMG team has been working together to serve you since 1924. From our conscientious and thorough staff, to supervisors, managers and senior executives, we've distilled our decades of experience to provide you with consistently high-quality results.

The SaniGLAZE™ Tile and Grout Restoration process saves you time and is less expensive than complete re-grouting or replacement. Our Facility Maintenance Software (FMS) provides our staff with an up-to-date status of our cleaning and maintenance activities.

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Annual Softball Tournament, June 18th with BOMA/Westchester

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RESPONSE RESTORATION RECOVERY

Everything can change in an instant. And in the aftermath of a disaster, critical times call for immediate response. Whether it happens to a home, small business or corporate complex, BELFOR takes each disaster personally. All to ensure our clients enjoy a quick return home. A prompt return to business. A safe return to their lives. That’s the BELFOR promise.

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officers and the board

president
victor deciccio
the hb nitkin group

victor deciccio is senior property manager with the hb nitkin group and 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 assists in all other aspects of company activities including marketing, leasing, construction, photography, and website. 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.

vice president
rona siegel
collins enterprises

rona siegel is vice president of operations for collins enterprises and has worked for collins since 2004. collins enterprises is a third generation private real estate company that owns and operates a $500 million portfolio of multifamily and commercial office buildings from virginia and new york city area. in her position as vice president of operations, ms. siegel oversees the collins portfolio of properties in connecticut and new york. her duties include financial analysis, budgeting, staffing, marketing, leasing, and tenant relations for over 300,000 square feet of commercial office space and 508,000 square feet of residential space. in 2004, she was awarded the pinnacle award from boma as “manager of the year”.

secretary
lee van deusen
graham capital management

lee van deusen is the senior facilities manager with graham capital management, llc. she joined graham capital in 2013. prior to joining graham capital, 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 new haven, ct. in 2012, lee was with jones lang lasalle, at diagio, where she oversaw their north american world headquarters and new york offices.

treasurer
neisha natale
rfr realty llc

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.

directors

bob shepard
albert b. ashforth, inc.

bob shepard is a senior property manager for albert b. ashforth, inc., the ashforth company’s manage- 

ment services division. he is responsible for the day- 
to-day operations of nyla farms corporate center, a five-building, 372,000 square foot office complex located in westport, connecticut. he is also responsible for westport corporate office park and other projects for a total of 676,000 square feet. mr. shep-

ard supervises building staff which includes building engineers, accounting staff and administrative sup-

port staff. he is also responsible for mechanical operations, lease administration, long-range planning and budgeting, financial reporting, and project and contract management for his properties.

maureen dobbins
hoffmann architects

maureen dobbins is senior business development manager with hoffmann architects, inc. in hamden, connecticut. with over 22 years in the design and construction industry, maureen has experience in marketing and business development of architectural and engineering services, as well as project manage-

ment. in liaison with the firm’s technical staff, she establishes business connections and develops pro-

ject strategies, translating clients’ needs into delivera-

ble services. before joining hoffmann architects, maureen served as director of marketing for gpr planners, now part of jacobs engineering, where she was also a project manager. maureen holds an mba in marketing management and information systems from pace university.

paul pavelka
building & land technology group

paul pavelka is a property manager at blt, who over-

sees the daily operations and building personnel of blt’s norwalk portfolio consisting of over 1.5 million square feet of class a+ commercial real estate prop-

erties. he joined blt in 2009 as a property manager in stamford, ct. prior to joining blt, paul managed regional shopping centers for the westfield group. building and land technology (blt) is a privately held real estate private equity, development and property 

management firm. founded in 1982, blt is vertically integrated and has invested, developed, owned and managed over five million square feet of commercial space and over 10,000 residential units. blt is one of the largest office landlords in connecticut, and their office holdings include the corporate headqua-

ters for gen re, ge commercial finance, diageo, ge 

real estate, xerox, ge energy, design within reach, 

kayak software, aon/hewitt, starwood hotels and 

resorts, and structured portfolio management. blt is the developer of numerous residential, commercial, and mixed-use projects, including harbor point, a transforma-

tive mixed-use development in stamford, ct.

michelle savino
cbre

michelle savino is a general manager with cbre. she is responsible for the operational and financial management of riverpark, a 412,000 square foot class a office building in norwalk, ct. her recent experience includes major asset repositioning, as well as ownership and management transitions. in 2011, michelle’s team at riverpark was awarded a toby award for the 250,000 to 499,999 sf category. prior to her role at riverpark, michelle was a property manager in new york city for nearly 10 years managing several class a office buildings for cbre, shorenstein properties, and equity office properties. she has been a member of soct boma since 2009 and enjoys serving as a judge for the toby awards.

michael scarinci
cushman & wakefield

michael scarinci was previously responsible for assisting in managing 20 properties throughout westchester, long island, connecticut, and new jersey. prior to joining cushman & wakefield in march 2013, michael was apm for ghp office realty in white plains. his prior experience includes building operating in addition to contract and financial management. his responsibilities now include managing grc realty’s 180,000 sf class a office building located at 600 steamboat road in green-

wich ct. additionally, mike works with the construction management team on capital and tenant fit-outs. engi-

neers, office staff and security officers assist mike in operating 600 steamboat road. mike brings a new level of expertise to ensure the building is managed to the expectations of its management/owners and the tenants.

robert baker
emcor services new england mechanical

bob baker is vice president and general manager of emcor services new england mechanical’s (nemsi) fairfield office. with over 28 years of experience in the facilities services field, he was promoted to his current position in 2013. bob has the overall responsibility for the construction and service divisions, which includes service contract sales and operations. his career with nemsi began in 1986 as a service technician after graduating from technical careers institute and new england technical careers institute. in 1994 he was promoted to service manager of the new london, ct office overseeing 28 service technicians, with another promotion in 1999 to branch manager of the hartford office where he was responsible for 46 service technicians. bob holds both a connecticut s-2 unlimited jour-

neymen license and a rhode island r-1 unlimited journeyman license. he is also an instructor for acca (air conditioning contractors of america) – refrigerant transition and recovery certification program as well as with ct-abc (associated builders and contractors of connecticut) – certified instructor for the national cen-

ter of construction education and research.

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