MESSAGE FROM THE PRESIDENT: Victor DeCicco

We’re well into summer and the year has so far been a very busy one for BOMA Southern Connecticut. I hope that everyone has been having a good year so far balancing work and play. While the economy is still slowly on the rise, we are all seeing positive movement for the most part, with growth in many real estate sectors from office, retail, and medical. The more I speak with colleagues, whether on the owner or vendor side, the more I hear how busy everyone is and obviously that’s a good thing. It may have taken some “out of the box” thinking to get deals and contracts moving forward, but forward is the only direction. Of course when things grow positively, our workloads increase as well and we are tasked with getting more done in the same amount of time. So good luck to all of us in keeping our focus on the moving and hopefully growing work target.

Speaking of busy times, I wanted to give a quick recap of our event filled year to date. BOMA is all about being an organization that helps businesses build relationships through informative, educational, and social events. The year began with our annual State of the Market panel discussion in January. As it’s always a full house for this luncheon, the experienced panel gave a great overview of where the real estate market was, where it is now, and what they each see occurring for the year and near future.

That meeting was followed by a luncheon on March 11 discussing OSHA regulations. A topic that’s not only for vendors and service providers, but for all property managers and owners as well. Being knowledgeable on the regulations not only helps keep workers safe but keeps jobs running smoothly.

Sign of the Whale in Stamford was the spot for our first Emerging Leaders social on April 23. The well attended event mixed newer professionals with several experienced members to connect on a casual more personal level in addition to talking about industry related topics. This committee must continue to be a very important part of our organization, because, by combining seasoned professionals and enthusiastic new comers, it helps pave the path for our group’s future.

As you all know, BOMA /SoCT hosted the MAC (Middle Atlantic Conference) on April 30 and May 1 at the Stamford Marriott. The two day conference was a wonderful success boasting enriching speakers, local property tours, Allied trade show, TOBY awards, and even socializing parties. Thank you to our chapter committee members who worked so hard to make the event a success. It took a lot of planning and I know that all who attended really enjoyed getting to see what our area has to offer. Congratulations to all the TOBY winners on well deserved awards. I hope that many of you will consider attending MAC 2016 in Philadelphia.

Two of our most recent events: The Summer Social at Harlan Publick in Norwalk on July 9. The threat of rain at least held off until the very end allowing us to enjoy the outdoor space and it was nice just getting together to connect and leave most business matters behind. Similarly, the Golf Outing at Richter Golf Club in Danbury on July 14 also gave us an opportunity to have a fun day out. Unfortunately the inclement weather forced our rescheduling twice, but third time’s a charm and the day turned out great. A little drizzle did not put damper on the fun at such a nice course. Given all the above, that’s a pretty packed year so far but stay tuned as we have more great events to fill the rest of the year.

I want to thank all of our annual and event sponsors that assist us through the year. I encourage all Principal members to go through the newsletter to see their ads as well as the annual sponsor page. If you’re looking for service, pricing, ideas, etc., find a member and simply reach out. I truly believe we have some of the best Allied members in the business. They not only pledge dollars that help the organization host informative and educational events, but also dedicate their time assisting our committees. All our committees can be seen at http://www.soctboma.org/committees, so check them out and get involved.

Finally, I want to also note how fantastic our Board members are. While we truly are in very busy times outside our organization events, they all take the board responsibilities very seriously. We obviously get important items accomplished, but we have laughs too and all get along very well. It’s important that a board be on the same page when it comes to keeping the group’s goals in focus and a direction to move forward. All of you, as members play a major role as well since we need to hear from you. Help us keep things interesting by sending us event ideas, things you like or don’t like, how we can improve, what draws you to meetings, etc. Please reach out to me directly, or Sharon, as I’m always happy to discuss anything that makes us a better organization.
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.

**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 spon-

**Support Our Members**
NEWS YOU SHOULD KNOW:

Groundbreaking "Like-Kind" Exchanges Study Released

BOMA International, with support from its Industry Defense Fund and in collaboration with 15 other real estate associations, has released a groundbreaking study focused on the economic effects of a repeal of Section 1031 (or "like-kind") exchanges for real estate. The study illustrated the enormous importance of 1031 exchanges to the health of both commercial real estate and the economy as a whole. If 1031 exchanges were to be repealed, rents would rise, property values would be pushed lower and real estate transaction activity would decrease, resulting in less tax revenue overall. As Congress continues to weigh options for tax reform, some lawmakers are looking at like-kind exchanges as a "loophole" that needs to be closed and a potential revenue raiser; this study disproves that assumption. BOMA will continue to work with our coalition partners to make sure Congress knows like-kind exchanges help grow the economy.

The study can be found in its entirety or as a one-page fact sheet at boma.org.

The Guide to Exterior Maintenance Management covers the three main areas of maintenance; reactive, preventive and predictive. It also includes topics ranging from roofing systems to snow removal to pest management and contains checklists on subjects such as housekeeping inspection; exterior conditions; and roads, grounds and parking preventative maintenance.

Get 20% SUMMER Savings! Receive a special discount when you order during July.

BOMA International keeps you connected to the latest research, benchmarking data, trends and information on commercial real estate. Learn from the industry’s best practices and expand your knowledge through the publications available at the BOMA Bookstore and throughout the pages of this section of the website.

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
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SOUTHERN CT BOMA HOSTS THE 2015 MID-ATLANTIC CONFERENCE

As the host of the Mid-Atlantic Conference (MAC), Southern CT BOMA welcomed over 120 delegates to the Stamford Marriott on April 29th-May 1st. The conference started off with a welcoming party at RFR Realty’s property at 263 Tresser Blvd, Stamford. The lobby of the building was a great location to network with BOMA members from Boston to D.C.

On Thursday morning, a Trade Show opened up the day with over 18 booths showcasing their products and services.

Stamford Mayor, David Martin welcomed everyone to Stamford and gave a brief overview of the City and all the new construction taking place. The morning keynote speaker was Paul Landino, President of Subway. His presentation on the growth of the ‘sandwich’ shop was informative.

Following Mr. Landino was the Economic Directors Panel, with Hartford, New Haven, Bridgeport and Stamford being represented.

Ted Ferrarone of BLT and Dana Pike of George Comfort & Sons spoke about their development in the South End of Stamford and how they are changing the waterfront in that area.

Closing our Thursday’s educational sessions was Graham Wyatt of Robert Stern Architects who spoke about the impact of universities in the cities.

The Thursday night party was held at Trump Parc, with a view of the cities of Stamford and Manhattan.

Friday morning started off with breakfast at the Marriott, and then a short trip to Chelsea Piers to tour that amazing property and enjoy lunch.

The attendees then returned to the Marriott to take a shuttle around Stamford to view the City. Stopping at UBS and Harbor Point, the group had a chance to learn more about all that Stamford has to offer. Two of Fairfield County’s busiest real estate brokers, Jeff Gage of CBRE and Tom Pajolek of CBRE highlighted the City as the shuttles wound their way through the CBD and the waterfront.

Friday night’s TOBY reception and dinner honored the winners of a TOBY award in their local association. Over 100 attendees congratulated the Regional winners, who went on to the International judging in LA in June.

Many thanks to our numerous sponsors for their support of this annual conference: our Presenting Sponsor: Allied Barton Security Services; our Signature Sponsors: AffinEco, LLC and ECMOR Services; our Constitution Sponsors: Belfor Property Restoration, BLT and DTZ; our Nutmeg Sponsors: Alle-gion, Advantage Building Facility Services, Building Engines, Hoffmann Architects, The HB Nitkin Group, USI, Western Pest Services and our Merritt Sponsors: Apollo International, EBP Supply Solutions, Matting by Design, Otis Elevator, Savatree, Schindler Elevator Corporation, Summit Security Services, and Tristate Façade Services.

Thanks to the many members from Southern CT BOMA who attended, and to all of the BOMA members in the region, a ‘big thank you’ for taking time out of your busy schedule to visit Stamford, CT!

The 2016 MAC will be held in Philadelphia, PA.
2015 MAC
April 29 - May 1
Stamford, Connecticut
BOMA INTERNATION ADVOCACY IS ENERGIZED

A new Congress in 2015 means lots of changes, and many issues of critical importance to building owners and managers will top the legislative wish list. While Congress passed a one-year retroactive renewal of the tax extenders, other issues, such as energy and climate change, and long-term tax issues are all hoping to receive more attention in the new year. BOMA International’s advocacy team has a busy and exciting year ahead!

During the last session of Congress, BOMA International had some important victories. Most significant was the extension of leasehold depreciation, but many issues were left unsettled for the new Congress to deal with. Our advocacy staff continues to achieve victories in securing the adoption of BOMA supported building codes in key jurisdictions.

The 2015 legislative calendar is hot with issues critical to BOMA International members - now is the time to get involved and get energized! Advocacy is a contact sport: mobilize your grassroots membership, call your legislators, visit their local offices, use your Legislative Action Center at boma.org and write a letter. Have your voice heard by those who represent you TODAY!

INDUSTRY DEFENSE FUND (IDF)

BOMA International's member driven Industry Defense Fund is instrumental in helping achieve critical advocacy successes and giving a voice to the commercial real estate industry. Its purpose is to ensure adequate funds are available at the federal, state and local levels for issues of wide-ranging advocacy interests to the BOMA membership, and that may impact a substantial percentage of BOMA members.

For those BOMA local associations and state coalitions that have faced an advocacy crisis, the availability of IDF funds has been instrumental in helping them achieve critical successes and giving them a voice to defend our industry.

BOMA PAC

BOMAPAC is BOMA International’s political action committee. It enables BOMA International’s advocacy team to raise money to re-elect political candidates for federal office who know and understand – and support – real estate’s issues.

Whether or not you are politically “active”, there is no better way to support the candidates and the issues that impact your professional and personal lives. Your contribution, combined with the donations from your BOMA colleagues from across the U.S., will help ensure that BOMA International has the power to back those members of Congress who show leadership and commitment to commercial real estate issues. So let your voice be heard!

Help us to ensure that congressional seats are held by individuals who understand real estate’s issues and challenges and can have a positive impact on your livelihood.

For more information on these topics, go to www.boma.org
January State of the Market

Panelists: (l-r): Moderator Tom Ashforth of Transwestern, James Ritman of Newmark Grubb Knight Frank, Sean McDonnell of Avison Young, Kevin Langtry of CBRE and Cory Gubner of RHYS.

March OSHA program

Speakers: Nick Everett of A.P. Construction and Paul Errico, Corporate Director of EHS Services at AffinEco
Look what we’ve been up to!

July Summer Social
Harlan Publick, Norwalk
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Justin Wolf Brickman Group 203-878-7389 Justin.wolf@brickmangroup.com

MEMBER NOTES

- The Ashforth Company leases 9,500 s/f to Wills of Connecticut, LLC at 3001 Stamford Square in Stamford, CT.
- Building and Land Technology acquires Nyala Farms in Westport, CT for $130 million. The 373,207 s/f office park is a Class-A property.
- The Ashforth Company leases 19,700 s/f to First County Bank at 3001 Stamford Square in Stamford, CT.
- M.F. DiScala forms strategic alliance with Signature Group of Darien who will now handle the brokerage for DiScala. DiScala will focus on investment banking/development and real estate asset management.
- Colliers International and RHYS Commercial arrange 22,500 s/f relocation for tradition Energy at 9 West Broad Street in Stamford.

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

Join us as we develop a sponsorship committee. Sponsorships are available on many levels: annual, event, monthly meetings, golf outing, etc. Contact Sharon at 860-243-3977 to learn more about this committee.
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Please visit our website for a full list of services and industry certifications.
Neisha Natale is a Financial Manager at RFR Realty LLC, one of the largest office Landlords in downtown Stamford, Connecticut. As General Manager, she oversees the daily operations and building personnel of various properties including the Greenwich Financial Center. With a Bachelor of Architecture degree, she 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, she 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 VanDeusen
Gartner/DTZ

Lee VanDeusen is the Account Property Manager at Gartner. Prior to that she was 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 Norwalk, CT. In 2012, Lee was with Jones Lang LaSalle, at Diageo, 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 Nyalia 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. Shepard supervises building staff which includes building engineers, accounting staff and administrative support 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 project strategies, translating clients’ needs into deliverable 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 oversees 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 properties. 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 headquarters 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 transformative 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 at 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 SOTC 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 operations 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 Journeyman License and a Rhode Island R-1 Unlimited Journeyman License. He is also an instructor for APCA (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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BAE Sharon Moran addresses the attendees at the Board of Governor’s meeting.

ABM hosted a party in the Staples Center outdoor space at LA Live.

It wouldn’t be LA if there wasn’t a star in the house!

Jay Leno wowed the crowd for an hour with his stand-up comedy act.

Greater Hartford BOMA President (l) Ron Goodin with Westchester BOMA President Ian Ceppos and his wife Liz, along with a BOMA/Fort Worth TOBY winner.
COMMITTEES

Get Involved and Join a Committee

Our committees play a vital role in the organization’s 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.

Membership Committee
Chair: Bob Baker, EMCOR Services New England Mecanical (203) 373-0004 @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 @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-lac.com
Mission: Through advertising, marketing, and social media efforts, continuously create awareness and presence for Southern CT BOMA.

Golf Outing Committee
Chair: Deb Korf, Cartus, (203) 205-6970 Debbie.korf@cartus.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, Gartner (203) 203-316-3123 lee.vandeusen@gartner.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.
Annual Golf Outing: July 14, 2015 at Richter Golf Club, Danbury, CT.

Golf Tournament Sponsor: Joel Shipley of Culbertson Company of New York

Scholarship Winner: Aubrey Baker with dad, Bob Baker of NEMSI

Scholarship Winner: Holly Barra with dad, Richard Barra of Newmark Grubb Knight Frank

Lots of prizes to be won!
Southern CT BOMA President Victor DeCicco welcomes all for the start of the raffle drawing.

Everyone waits for their raffle ticket to be drawn!

Vincent Corsano

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