MESSAGE FROM THE PRESIDENT: Victor DeCicco

Hello everyone,

Another year has come to pass as time truly does fly. I hope that everyone is having a happy holiday season thus far and are ready for what the New Year will bring. As we end our year with an annual Holiday Social at Innis Arden Golf Club in Greenwich, we took some time to gather with friends and reflect on this past year and maybe think of future endeavors. Thank you Hoffmann Architects for sponsoring the Holiday Social and for being an ongoing loyal Professional Member. A BIG thank you also to all of our Annual and Event Sponsors that assist us through the year. An organization is only as good as its members and I’m proud to say that professional excellence is what each of you bring to our group. You can see the list of the 2015 annual sponsors later in this newsletter. Besides promotions within our organization, another benefit is that Annual Sponsors get some free name recognition in the New England Real Estate Journal. In lieu of a monthly full President’s message, I have inserted the sponsor list a few times a year as a thank you for your commitment.

We hosted many great luncheon meetings, social and networking events, and even a regional conference this year. Those who have attended and sponsored events like these help create a nice gathering with a fun and informative environment. The committees work very hard putting them together which takes time and effort. We would always love increasing attendance at meetings and realize topics are critical. Please send us some feedback on items that interest you or successful ideas you’ve see elsewhere. I want to also take this time to thank the committee members, along with Sharon and Shannen, for all that they do; they all work so hard to make things run smoothly.

As many of you heard me say at the Holiday Social, membership, and specifically gaining new members, is critical for any organization. For this I’d like to call on the assistance of the Allied Members. You deal with many owners and managers at the properties you service and I’m sure a good number of them are not BOMA members. Please take a few moments to let them know that you’re part of our group and hopefully peak their interest. Invite them as our guest (no charge) to a meeting so they can see first-hand what we are all about and the benefits we have. Similarly, Emerging Leaders are more than welcome and this committee will work hard in the coming year again to gain interest in those that may be starting out in our industry. It’s important that we all work together to grow since it not only helps the organization but our businesses as well.

Speaking of inviting another property owner/manager to a meeting, a must attend local BOMA SoCT meeting is our State of the Market luncheon. It’s scheduled to be held on Thursday, January 14th at the Stamford Marriott and is always very well attended. This panel discussion consists of well-known real estate professionals who discuss and debate on where the market was, where it is, and what trends they may see coming up. More event information can be seen at http://www.soctboma.org/events.

As this is the end of my term serving as your chapter president and also my last message, I want to also thank the board that served during my time in office. Everyone needs to remember that we are volunteers who serve on the board and committees and even as busy as our times are these days, they donate their time to help our mission. Thank you all for the work, dedication, and advisement to me as we continue making our organization bigger and better.

Thank you all and see you at our next meeting.

Victor DeCicco
President
BOMA Southern Connecticut
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.

Support Our Members

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.
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!

To explore other opportunities to participate in BOMAPAC efforts, please email Karen Penafiel at kpenafiel@boma.org

BOMA CODES AND VOLUNTARY STANDARDS

BOMA International continues to be a major force as the only national commercial real estate trade organization with an aggressive codes and standards advocacy program. BOMA’s advocacy team is involved in codes and standards development from the moment they’re created, not after they’re released. The advocacy team is here to provide you with a wide range of services: Keeping you updated on the challenges the industry will be facing in the upcoming development of national codes, Assisting state and locals by identifying significant changes from one code edition to the next and providing members with answers to code questions they may have when working on projects.

Visit BOMA International’s website: www.boma.org to see more about this offer, as well as other member benefit group purchasing offers.

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@ssmgmt.com
2015 SPONSORS

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BLT Management, LLC
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Guardian Services
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Acme Sign Company
Belfor Property Restoration
ELM
EMCOR Services/New England Mechanical
Forstone Capital
JP McHale Pest Management
Mack-Cali Realty Corporation
OFS Corporation
Otis Elevator

Become a 2016 Sponsor! Contact the Executive Office for more information.
EDUCATION

- Do your members need any last minute Continuing Professional Development credits? BOMA International's on-demand webinars are a perfect source for continuing education that will work with their busy schedules. Members can earn CPD credits for the renewal of industry designations including RPA, FMA, CPM, ARM and SMA/SMT anytime, from any smartphone or computer, at home or in the office. Plus, they’ll have access to the information for one full year and can play, stop and rewind the webinar recording as often as they’d like. Visit BOMA International’s webinar portal to learn more about all of the offerings.

- Commercial real estate professionals look to BOMA International as a leading source for industry education. BOMA offers a variety of programs designed to enhance and advance the careers of commercial real estate professionals. Courses are offered in a variety of formats—ranging from traditional, classroom-based seminars to online seminars and Webinars—to suit every schedule and budget. PROFESSIONAL DESIGNATIONS: RPA, FMA, SMA, and SMT DESIGNATIONS Courses are offered through BOMI International: www.bomi.org

- BOMI International has partnered with RedVector to new options for online professional development. RedVector provides users with a wide variety of training content designed to fulfill both BOMI's Continuing Professional Development (CPD)) requirements as well as the continuing education requirements of other industry programs. For those who presently have their RPA, FMA, SMA or SMT designation, this is a good opportunity to get the needed credits to renew your designation. Visit BOMI at www.bomi.org for additional information.

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.
Look what we’ve been up to!!

Fishing Tournament—we did it a bit different this year….1 boat (Middlebank II), 40 fishermen/women, great weather, great fishing, great fun!
Fishing Tournament Social at Captain’s Cove in Bridgeport
Look what we’ve been up to!!

Awards Gala: October 7, 2015

Speaker Jason Roberts
The Better Block

Jason Roberts with President Victor DeCicco
Awards Gala Winners and 20+ years members

Vice-President Rona Siegel with Allied Member of the Year, Paul Senecal of AffinEco

Vice-President Rona Siegel with Ted Ferrarone of BLT, Corporate Honoree of the Year

Tom Izzo (l) with Engineer of the Year, John Renda of 400 Atlantic

President Victor DeCicco with Deb Korf of Cartus, Member of the Year

20+ Years Members with Victor DeCicco (l-r) Tim Densky, Tom Izzo, Jack Durso and John Hoffmann

Missing from picture: Bruce Moore, Sr., Michael Diamond, Michael Brown, Laura Carpenter, Joseph Delco, Bruce Crowle
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MEMBER NOTES

- Aaron Smiles, Managing Director of commercial leasing at The Matrix Realty Group was named Executive of the Month in the New England Real Estate Journal in November.
- Colliers International arranges 6,700 square foot sublease at 4 High Ridge Park in Stamford for JANUS Associates. The park is owned by George Comfort & Sons.
- George Comfort & Sons has leased 15,713 square feet, including 1,000 square feet of a multi-camera studio with greenscreen, control room and editing facilities at 290 Harbor Drive in Stamford to Workpoint, a provider of co-working environments geared to the needs of media firms.
- KBE Building Corp. was awarded a $17 million construction project for the renovation of the Henry Ruthven Monteith Building and the attached auditorium at the University of Connecticut in Storrs.
- KBE Building Corp has begun work on the $67.8 million Litchfield Courthouse project in Torrington.

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, Headquarters and New York offices. In her role at RFR, she is responsible for the operational and financial management services division. She 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. She 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. She 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 management. 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 its 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.

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 with RiverPark 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 Greenwich, CT. Additionally, Mike works with the construction management team on capital and tenant fit-outs. Engineers, 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 ACCA (Air Conditioning Contractors of America) – Refrigerant Transition and Recovery Certification Program as well as CT-1BC (Associated APM for BOMA Office Realty).
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 Mechanical (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: 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.
We see the challenges you face as opportunities.

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