MESSAGE FROM THE PRESIDENT:

Maureen Dobbins, Hoffmann Architects

Sincerely,
Maureen J. Dobbins
President of BOMA Southern Connecticut

BOMA Southern Connecticut has gotten off to a great start in the first half of the year! We kicked off with a hugely successful State of the Market event and continued that trend with an informative, and often entertaining, Stamford Visionaries program featuring Stamford movers and shakers, including Mayor David Martin. In May, building owners and managers were informed of valuable measures to keep building occupants safe as local officials provided an update on emergency preparedness procedures. In June, Rockrimmon Country Club in Stamford hosted BOMA members and guests for the Annual Scholarship Golf Outing and our association distributed scholarships to two college-bound children of our membership.

I have just returned from the BOMA International conference held in Salt Lake City and was impressed with the energy and passion of the real estate professionals leading their local associations throughout the country. The conference was a great venue where ideas and best practices were communicated through formal presentations and networking and provided plenty of opportunities for social interaction.

In early spring we held a strategic planning session with BOMA International President and Chief Operating Officer Henry Chamberlain who facilitated in planning the future direction of BOMA Southern Connecticut. This session culminated in three main areas of focus: membership development and retention, communication, and member education. We will be spending the balance of the year prioritizing and executing these strategies. Our goal is to support and unlock the potential of professionals at every level of our industry and to bring more value to your BOMA membership.

I am pleased to announce the addition of Tom Izzo, of 400 Atlantic, to the Board. Tom will be serving in the capacity of Vice President for the remainder of 2019 and is the incoming President for 2020. Please join me in welcoming Tom to this leadership position.

Stay tuned for upcoming programs and social events, which will include the Summer Social on July 18th at Stamford Plazas (featuring live music by BOMA member Steve Werner and the C-Side Band!), an Awards/Casino Night in early October, and our end-of-year Holiday Social. Be sure to check out the BOMA Southern Connecticut website for the calendar of events at: http://www.soctboma.org/.

And don’t forget to follow us on social media!
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.

Ideas for Programs?
The Program Committee wants to offer the members educational and timely information to help them do their jobs better and more efficiently. Contact Program Chair Jodi Gutierrez at jgutierrez@gcomfort.com or Executive Director Sharon Moran at smoran@ssmgt.com on topics you would like to hear about.

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

Support Our Members
The BOMA Foundation

The mission of the BOMA Foundation is to serve the commercial real estate industry by fostering a future vision, forward thinking research, innovative thought, and global best practices.

The Building Owners and Managers Association (BOMA) Foundation is an independent, tax-exempt organization (501(c) 3) dedicated to sponsoring and encouraging educational activities, innovative research, and future workforce development to advance the commercial real estate industry and profession into the future. In addition, the Foundation looks to initiate programs that will guide commercial real estate into the next decade, while seeking to enhance the public appreciation of real estate and its significance in society. The Foundation is affiliated with the Building Owners and Managers Association International, the nation’s oldest and largest commercial real estate organization.

The Foundation’s future-oriented focus concentrates on such areas as future workforce development and industry diversity, cutting educational and innovative idea development, and energy efficiency and sustainability issues and programs.

Foundation programs are supported through tax-deductible gifts and grants from BOMA members, real estate related companies, foundations and trusts, and interested individuals.

The Work of the BOMA Foundation

The BOMA Foundation has been an innovative force throughout much of its history, benefitting the industry and blazing a path to a better future. Its many successful programs include:

J. Michael Coleman Scholarship Fund for Emerging Professionals - In honor of Mike Coleman, who retired in 2016 after more than 30 years with AlliedBarton (now Allied Universal) Security. Mike has touched the lives of every member of BOMA, promoting the highest level of customer service as Vice President of Commercial Real Estate for Allied Universal, and supporting BOMA International and BOMA local associations through sponsorships and leadership. Mike is an active member of BOMA Philadelphia, a BOMA Fellow, and has served on the BOMA Foundation Board and BOMA International Executive Committee. Scholarships will be awarded to young/emerging professionals to attend BOMA International’s Annual Conference & Expo.

Boost Your Career with the New CMCP Certification

The new Certified Manager of Commercial Properties ™ (CMCP™) certification is designed for property professionals early in their careers and is offered through the Commercial Real Estate Certification Institute™ (CRECI™), an independent certification body formed by BOMA and BOMI. As the only certification of its kind in the industry, the CMCP instantly communicates your ability to be an effective commercial property manager and your strong understanding of the responsibilities of the role. Earning the CMCP certification is the first step in building a successful career in commercial real estate.

Stay Connected with the BOMA App

The BOMA App is your hub for everything BOMA, including each year’s annual conference app & quick links to BOMA resources, allowing you to stay informed on the go. Just search “BOMA App” in the iTunes App Store or Google Play.

Advocacy

BOMA International's advocacy team is hard at work continuing to positively impact the commercial real estate industry and protect our members' livelihood. Last year BOMA was incredibly successful on a host of fronts. BOMA gained huge headway with ADA Lawsuit reform with the passage of the ADA Education & Reform Act in the House. BOMA International's president, Henry Chamberlain, also testified before Congress on the importance of the Energy Efficient Commercial Building Tax Deduction (179D). Additionally, we convinced congress to continue funding EPA’s ENERGY STAR program in FY19 appropriations bills.

2019 Legislative Priorities

ADA Lawsuit Reform
Qualified Improvement Property
Energy-Efficient Commercial Buildings Tax Deduction
Additional Legislative Issues
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JP McHale  
Merritt 7  
People’s United Bank

**BRONZE**

ELM (Eastern Land Management)  
OFS Corporation  
People's United Bank  
Wow! Building Maintenance Solutions, Inc.
The Home Depot offers BOMA members an exclusive annual rebate of 2% on all qualifying pre-tax purchases. There is no cost to enroll. Enroll today at boma.org and start saving!

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

So many of the BOMA members throughout the country have been receiving a rebate from this great offer. Don’t delay in signing up for this!!!!

Southern CT BOMA will also receive a percentage of the money spent at Home Depot....

To date, over $4 million has been reimbursed to members and over $90,000 has been shared with BOMA locals. Home Depot has had $166.6 million in sales from BOMA members.
January: State of the Market luncheon

Moderator Cory Gubner of Newmark Knight Frank, Panelists Jim Fagan of Cushman & Wakefield, Thomas Madden, City of Stamford and Ted Ferrarone of BLT.

February: Visionaries Give Us the Buzz on Stamford luncheon

Panelists: Sandy Goldstein, Stamford Downtown Special Services District; Arthur Selkowitz, Mill River Park Collaborative; Terrence Cheng, UConn Stamford; David Martin, Mayor of Stamford and Moderator Jodi Gutierrez, George Comfort & Sons
Look what we’ve been up to!!

February: *Visionaries Give Us the Buzz on Stamford* luncheon

May: *Eye-Opening Emergency Preparedness Updates from Local Officials*

*Captain Sue Bretthauer* of the Stamford Police Department
Look what we’ve been up to!!

May: Eye-Opening Emergency Preparedness Updates from Local Officials

Stamford Chief Fire Marshal Walter Seely
Look what we’ve been up to!!

June: Annual Golf Outing:

![Image of BOMA Southern Connecticut Tournament Sponsor Culbertson]

![Image of registration gift sponsored by Culbertson]

![Image of registration gift sponsored by Culbertson]

![Image of registration gift sponsored by Culbertson]

![Image of group of golfers posing]

![Image of group of golfers posing]
Look what we’ve been up to!!

June: Annual Golf Outing
Look what we’ve been up to!!

June: Annual Golf Outing

President Maureen Dobbins with Past President Deb Korf, Tournament sponsor Joel Shipley and Jim Suermann of Culbertson Company of NY

Golf Chairman Mike Diamond

Scholarship winner Dana Jurgielewicz with President Maureen Dobbins

Scholarship winner Jake O’Neill with President Maureen Dobbins
Support Our Members

SMG CORPORATE SERVICES

PEOPLE
Highly trained professionals with hands-on leadership and multi-tiered supervision

TECHNOLOGY
Tools that help anticipate needs, respond to requests and measure actions

SOLUTIONS
Services that influence the productivity and health of your entire business

SECURITY SERVICES & TRAINING
- Uniformed Security Personnel
- 24-Hour Communication Center
- Security Officer Training
- General Security Consulting
- Workplace Violence Training
- Active Shooter Training
- Employee Safety Training
- First Aid/CPR/AED Training

CLEANING & JANITORIAL
- Green Cleaning Programs
- Day & Evening Cleaning Programs
- Construction Cleaning
- OSHA & Safety Training
- Disaster & Emergency Clean Up
- SaniGLAZE™ Tile & Grout Restoration
- Floor Refinishing & Carpet Cleaning Programs
- Window Washing & Exterior Building Cleaning

BACKGROUND SCREENING & INVESTIGATIONS
- Criminal History Checks
- Identity & Credential Verifications
- ATS/HRIS Integration
- Drug & Substance Testing
- Electronic I-9 Services
- Public/Social Media Screening
- Due Diligence Investigations
- Surveillance Operations

PROPERTY MAINTENANCE
- HVAC
- Painters
- Plumbers
- Carpenters
- Electricians
- Snow Removal
- AV Technicians
- Building Engineers

HEADQUARTERS

OFFICES

CONNECTICUT
1080 ELM STREET #202
ROCKY HILL, CT 06067

NEW YORK
480 BEDFORD ROAD
CHAPPAQUA, NY 10514

NEW JERSEY
333 LITTLETON ROAD, SUITE 203
PASSEYNNJ, NJ 07054

RELIABILITY AT EVERY LEVEL
MEMBERSHIP COMMITTEE

The membership committee manages several tasks to ensure we consistently meet the BOMA International requirements and continually grow as an organization. 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 66%/33%
- Continually look for new member opportunities and encourage Principals to join Southern CT BOMA
- 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 the membership committee

2019 NEW MEMBERS

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Company</th>
<th>Contact Information</th>
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<tbody>
<tr>
<td>Albanese</td>
<td>Frankjon</td>
<td>Cornerstone Management LLC</td>
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<td>(203) 653-9940</td>
</tr>
</tbody>
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Emerging Leaders

Southern CT BOMA needs your help in recruiting Emerging Leaders to join the Association. For the organization to grow and prosper, we need to look to our future leaders and ask them what they would like from the organization, what programs/events they would like planned, and help them network and learn from our Senior Members. Please invite your Emerging Leaders to an event….it’s on us!

Contact the Executive Office at 860-243-3977 for additional information.
MEET OUR OFFICERS AND DIRECTORS

PRESIDENT
Maureen Dobbins
Hoffmann Architects

As Vice-President, Director of Business Development, Maureen’s responsibilities include developing and maintaining client relationships. She oversees sales, business development, public relations, and marketing initiatives company-wide. Under her leadership, the business development and marketing team establishes connections, develops project strategies, explores new markets, and maintains active participation in industry organizations.

VICE PRESIDENT
Thomas Izzo
The Landis Group

Tom is the Senior Real Estate Manager for The Landis Group and has over 40 years of commercial real estate experience in the Connecticut, Westchester, and Long Island markets. He currently holds the position of Senior Real Estate Manager for the Landis Group at 400 Atlantic St in Stamford, CT. Tom was a Senior Vice President for Antares Real Estate Services, managing a portfolio of over 1.5 million square feet of Class A office space, as well as several third-party assignments.

SECRETARY
Ellie Sgritta
The Davis Company

Ellie is Operations Manager at The Davis Companies, where she has worked since fall of 2014. In her position, Ellie handles operations and property management for The Davis Companies Connecticut portfolio, which includes properties in Fairfield, Westport, Wilton, Hartford and Norwalk.

TREASURER
Michelle Savino
CBRE

Michelle is a General Manager with CBRE. She is responsible for the operational and financial management at RiverPark, a 412,000 square foot Class A building. 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.

DIRECTORS
Paul Pavelka
Building & Land Technology Group

Paul 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.

Mike Diamond
AffinEco

As one of the managing partners of Affineco LLC, Michael provides Affineco (which is comprised of Premier Maintenance, United Services & Melillo Maintenance) with a wealth of resources and a proven history of success. Affineco service the commercial market from NJ thru Boston with a team of over 2000 employees. Michael, his partner Paul and their experienced team create a proven foundation and systematic process for Affineco to provide rapid response and full-service support.

Danielle Dralle
RFR Realty LLC

Danielle is an Assistant Property Manager at RFR Realty LLC and has worked for RFR since 2008. Her duties include tenant relations, conducting inspections, budgeting and overseeing administrative duties.

Victor DeCicco
H. B. Nitkin Group

Victor 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.

Grant Silver
CBRE

Grant is an Associate Director at CBRE and has over eleven years of commercial real estate experience. Throughout his career, Grant has overseen ground up development projects, multiple tenant fit out projects and directly managed a multitude of assets, including laboratory, office, retail and academia. Currently, at CBRE he oversees 12 assets which encompass over 3.4 million SF throughout Fairfield County, Connecticut and Westchester County, New York.

Michael Jacopino
Reckson

Mike is a Director of Property Management and is responsible for the operations of the suburban portfolio consisting over of 4 million square feet of class A office. He began his Reckson A Division of SL Green career in 1999 as Operations Manager. Mike graduated from the local union trade school as a licensed operating engineer. He is a past board member of the Stamford Museum and Nature Center.

Ryan McClay
Forstone Capital

Ryan is Director of Operations. He assists in the development and execution of the asset strategy, primarily focusing on direct oversight of all capital improvement projects, including tenant fit outs, initiating and managing energy improvement projects, and complete repositioning projects. He also oversees the Property Management Division.

IMMEDIATE PAST PRESIDENT
Rona Siegel
William Warren Group

Rona is the District Manager, Northeast at the William Warren Group. Prior to joining William Warren, she worked at Collins Enterprises as Senior Director Asset Management. In 2011, she was awarded Southern CT BOMA’s Member of the Year.

EXECUTIVE DIRECTOR
Jeanne St. Ongen
jstonge@ssmgt.com
SOUTHERN CT BOMA
One Regency Drive
Bloomfield, CT 06002
860-243-3977 phone
www.soctboma.org
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: Rona Siegel (William Warren Group) 203-667-1195 rsiegel@williamwarren.com
Mission: Continually recruit new members from all sources, assist on renewing existing members and play host(s) at monthly meetings.

Sponsorship Committee
Mission: Continually recruit new companies to sponsor the association as an annual sponsor, monthly meeting sponsor or event sponsor.

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
Mission: Through advertising, marketing, and social media efforts, continuously create awareness and presence for Southern CT BOMA.

Golf Outing Committee
Chair: Mike Diamond (AffinEco Company) 203– 878-0638 mdiamond@pmiclean.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
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
Mission: Organize details of Summer and Holiday Socials, and Fishing Tournament, all held at various times throughout each year.

Emerging Leaders Committee
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 members.

Contact either the Chair of the committee or the Executive office at 860-243-3977 to learn more about these committees. The time commitment isn’t huge but the rewards you will receive from working with your BOMA colleagues will be.
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Support Our Members
US Supreme Court Internet Sales Tax Decision and Property Values

I do not need to belabor the point that brick and mortar retail occupancies, rents and values have been pounded as a result of internet shopping – although in certain markets overstoring has also been a problem.

It is important, as a result, to try to estimate the impact that the US Supreme Court’s recent decision in the Wayfair case will have in this area. As the Court pointed out quite eloquently, its previous decisions exempting retailers from the requirement to collect state sales taxes - unless they had a physical presence in a state - was a subsidy to internet vendors that had become ridiculous. The Court noted that a hypothetical nationwide retailer with a 500,000 foot warehouse located ten feet from a state line could sell millions of dollars of merchandise into that bordering state without sales tax collections because it was not located there. On the other hand, a small retailer located in the state 100 yards away from the large retailer was mandated to collect the tax!

While consumers purchasing from an out of state company are technically required to file “use” tax returns and to pay the tax directly to the state taxing authority, almost none – except perhaps law abiding purchasers of large ticket items - did so. This unintended subsidy was wiped out in a single stroke by the Court on June 26, 2018.

Will mandatory internet sales tax collection save or perhaps even revive some brick and mortar retailers? Will internet shopping decline or at least plateau as a result of the decades-old loss of the subsidy? Will some Americans be weaned off their internet shopping habits and start thinking about local merchants?

Tune in a few years from now. In any and all events, however, the Wayfair decision can only be seen as a positive development for the retail real estate space.
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Support Our Members

TRI-STATE FACADE SERVICES
PROJECT SHOWCASE

Roof Deck and Façade Renovation

Customer was experiencing internal leaks from roof and facade. Many unforeseen issues were later discovered.

Failed Coating  Failed Concrete  Leaking Facade

Initial top coat membrane failure was the tip of the iceberg. Upon further investigation concrete was found to be spalling and delaminated. Multiple layers of failed systems were found.

New Membrane  Structural Rebar  Poured Concrete

Decades of failed repairs including concrete, pavers, asphalt, bricks and membranes were removed. A new waterproof membrane, structural rebar, concrete surface, custom gutters and elastomeric coatings were installed leaving a new watertight façade and roof surface.

Finished Concrete  Custom Gutters  Final Watertight Facade

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