

2005 WINTER BUSINESS MEETING

A large snowstorm along the Eastern seaboard could not prevent almost 350 delegates from traveling to Washington, D.C., to participate in BOMA International's Winter Business Meeting and National Issues Conference. The delegation joined in committee, task force, special interest group (SIG), and board meetings to discuss security and emergency preparedness, energy, building codes, education initiatives, advocacy strategies, marketplace issues, and a host of other topics, and to approve BOMA International's business plan and budget for 2005.

There was an abundance of good news reported at the Board of Governors meeting. Chairman and Chief Elected Officer Steven W. Ford, Cushman & Wakefield Inc., BOMA/New York, reported a highly successful year for BOMA in 2004, especially in light of the recovering economic climate. He also discussed how BOMA's market size—108 association members, a \$100 billion marketplace, and a 9 billion square-foot office inventory—is bringing many potential partners to the association, both through the partnership program and through relationships with other industry groups.

The Year in Review report was provided by Chairman-Elect Dave Hewett, RPA, CPM, CCIM, FMA, CFM, Trammell Crow Company, BOMA/Metropolitan Detroit, and Vice Chairman Kurt Padavano, RPA, CPM, FMA, SMA, Advance Realty Group, BOMA/New Jersey. The officers reported that BOMA experienced its best bottom line in more than 10 years. Relationships have been forged with groups such as BOMI, IFMA, Realcomm, and SIOR, and the BOMA partnership program continues to add new organizations.

BOMA's marketing and communications initiatives included a public relations program that resulted in over 1,200 media placements, a 130% increase from 2002. EER book sales have increased by 14%, with CD-ROM sales growing by 27%. BOMA conducted a Joint Cleaning Survey with BSCAI and released a Joint Industrial Floor Measurement Standard with SIOR. BOMA will co-locate its 2005 annual conference with Realcomm, and is partnering with BOMI on the development of eSeminars.

You are invited to participate in **BOMA International's 2005 Experience Exchange Report 2005**. This report is the most detailed and reputable source of its kind for detailed benchmark data on income and expenses for the office building industry. To download a copy of the go to: <http://surveys.ebrain.com/forms/2005eer.asp> to do your data entry on-line. **By participating in this survey, you will: (1) get free EPCs (Expense Performance Comparison) reports, at the end of the process (2) also get discounted prices on 2005 EER book and the CD and (3) If you participate in 2005 EER survey, your name will be included in a drawing for a complimentary registration to BOMA International's Annual Congress and the office building show to be held in Anaheim, CA in June 2005.**

2005 NATIONAL ISSUES CONFERENCE

Attendees used their time in the nation's capital to meet with members of Congress and discuss issues of significance to commercial real estate. Rep. Richard Neal (D-Mass.) and political analyst Charlie Cook were the featured speakers at the opening luncheon on January 26. The following day, BOMA members went to the Hill to participate in dozens of meetings with their representatives and senators during the morning and early afternoon. The issues targeted in these meetings were changes to the leasehold depreciation period and terrorism risk insurance, as well as other issues of importance to commercial real estate.

2005 ANNUAL CONFERENCE

BOMA International's Annual Conference and The Office Building Show will be held at the Anaheim Convention Center in Anaheim, Calif., June 25-28, 2005. BOMA will co-locate its show this year with **Realcomm 2005**, the world's leading event for technology, business solutions, intelligent buildings, and Internet services for commercial real estate. Realcomm's exposition will be located in space adjoining BOMA's Office Building Show and both shows will be open to BOMA and Realcomm attendees. BOMA and Realcomm will also concurrently offer education seminars and other conference events. For more details, go to www.bomaconvention.org. You can register for the conference and also make your hotel reservations online.

December 9, 2004 Holiday Social



Photos by Kathy Lener

CALENDAR OF EVENTS

FEBRUARY 24, 2005

Procurement Strategies for the New Economy

*Does Your Procurement Optimize Value?
The death of vendor loyalty?*

“Do more with less!” This has been a mantra of owners, clients and stockholders since the early millennium (the current one that is). The pressure from these stakeholders to optimize service and service value is growing constantly. How can real estate professionals cut costs, improve product and service value, satisfy stakeholders, and enhance their relationships with vendors? How can vendors and service providers meet the needs of their customers and still remain profitable? How can small to medium size vendors compete effectively with the national service giants? The New Economy demands new, innovative strategies by consumers and vendors alike.

Southern Connecticut BOMA is offering its principal and allied members a unique and valuable opportunity to hear from some of the leaders who are using technology and innovation to drive and influence new procurement models. Our panel of experts includes: Shahid Javed, Vice President-National Procurement for Equity Office Properties, Michael Coleman, Vice President of Marketing-Commercial Real Estate for Allied-Barton Security Services, and Matt Glover, Vice-President of Symbiot, a company designed by service industry veterans to provide building owners and managers with seamless, top-tier services on local, regional, and national levels. Bruce Crowle of Atria, Inc. will moderate this program.

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MARCH 4, 2005

“Ethics is Good Business”

BOMI class for RPA & FMA designation.

8:00am-3:00pm Class

3:00pm-4:00pm Exam

W&M Properties

100 First Stamford Place

Stamford, CT 06902
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MARCH 10, 2005

TRADE SHOW

Gen Re, 695 E. Main Street, Stamford

Program: 4:30-5:45pm

Speaker: Thomas L. Olyer, Wilson-Olyer Group

Trade Show: 5:45-8:00pm

30 Vendors showcasing their services and products

Network with your Peers, Prospective New Members

Prizes: Laptop, PDA, Digital Camera
.....

JUNE 13, 2005

Annual Golf Outing

Farms Country Club, Wallingford, CT

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St. Patrick's Day
and thanks for
giving us
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Blind Cleaning**



**Bird Spikes
& Netting**

"I have used Tri-State for pressure washing and window cleaning services. They have thoroughly competent crews who work in a timely and **extremely professional** manner."

India Liddell, Property Manager
Grunberg Management, Hartford, CT

"We have been using Tri-State at our Metro Center facility for **pressure washing** services. We have found the staff to be very professional, efficient and thorough in their endeavors on our behalf. I would not hesitate to recommend your service to anyone who is seeking window cleaning or pressure washing service."

Patrick Philbin, Property Manager
W&M Properties of CT, Inc., Stamford, CT

"I have had the pleasure of using Tri-State for caulking, pressure washing, and window cleaning. They respond to my needs immediately, and **go above and beyond** in service. I highly recommend their services to anyone. "

Tom Izzo, General Manager
Antares Real Estate, Greenwich, CT

"I have had the pleasure of using Tri-State for metal cleaning and window cleaning and have been very pleased with the quality work they do. They are professional, eager to please and attentive to their customers needs."

Ed Farmer, Property Manager

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PAST PROGRAMS

On **November 18, 2004** over 50 members and their guests were present at the annual "Market Trends" dinner meeting. Panelists Michael Siegel of CB Richard Ellis, Chris O'Callaghan of Albert B. Ashforth, and Steven Baker of Cushman & Wakefield informed the audience of how the real estate market did in '04 and where it's headed in '05. Moderator Howard Greenberg of Howard Properties led this lively discussion

The annual Holiday Social, held on **December 9, 2004** at the beautiful General Electric Guest House, was attended by over 100 people. During the social the installation of the 2005 officers took place. The membership approved the following individuals: **Thomas Izzo** of **Antares Real Estate** as **President**, **Frank Belarge** of **Mack-Cali Realty** as **Vice President**, and **Michael Bodendorf** of **Equity Office Properties** as **Secretary/Treasurer**. **Bruce Moore** of **Eastern Land Management** began his term as the Allied Board Members. Returning Board members are **Anthony Bonilla** of **W&M Properties**, **Ellen D'Arpino** of **Cushman & Wakefield**, **Robert Hartt** of **Ashforth Company** and **Michael Jacopino** of **Reckson Associates**. Thanks to **Bruce Crowle**, **Andrew Robinson** and **Eric Ringstrom** as they leave the Board, for their many years of continued support of the Association.

On **January 20, 2005** Ken Lewis of SOM, lead architect for the new World Trade Center, Freedom Tower, spoke to over 50 members and guests. Ken explained the design of the new tower, the amenities that will be available within the building, and the trials and tribulations involved in putting this project together. Ken's powerpoint presentation was exceptional, with all in attendance agreeing that this program was one of the best.

MEMBER NOTES


Welcome to the New Members

Lori Baker	Albert D. Phelps
Peter Clarke	Peter Clark Properties
Dean Cingolani	Mack-Cali Realty
Keith Crosby	ADP Service Corp
Yosi Haimes	Otis Elevator
William Hodel	Building & Land Technology
JoAnn McGrath	Albert D. Phelps
Robert Mehlich	Mehlich Associates
Evelyn Mendez-Baker	Delamar/Antares

MEMBER TRANSACTIONS

WFL Real Estate Services, LLC has been named exclusive managing agent to 1 and 13 Marshall Street. The property consists of 47,000 square feet of restaurants, retail, and office tenants and is centrally located in South Norwalk, CT.

2005 Membership Renewal Packets have been sent to all 2004 Members. Renew now! Only paid 2005 members will have their name/contact information sent to BOMA International.



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