



*Ronald Eddy
Griffin Land*

*Greater Hartford
BOMA President*



What a great two years I've had as President of Greater Hartford BOMA. I've met so many of the members of the Association, and now count many of them as friends. This is what BOMA is all about-developing friendships that will continue for many years.

I want to thank my officers for their continued support and encouragement these past two years: Vice President Karen Tietjen, Secretary Ron Goodin, Treasurer Linda Pizzella; my directors: Dale Reese, Dave Fagone, Suzanne Kempf and Russ Stevens, and past president, Dave Cocola. Their input, history, and guidance have helped me govern the Association. And, to the many members of our committees: their time and commitment is outstanding, thank you!

So many wonderful events have happened over the past two years: Our Annual TOBY awards has become a nighttime event with over 140 attending and many TOBY entries; we hosted the MAC in April 2008 to a rounding success; our golf outings have been sold out; our programs have been informative; and, we celebrated 30 years as an association. At the annual holiday social on December 10th, we honored the past presidents of the Association and thanked them for their time and energy in taking the Association through the past 30 wonderful, changing years. Thank you Past Presidents: Bill Farley, Rich Mulready, Henry Palm, Wayne Mills, Jim Williams, Jim Kalamajka, Larry Guilmette, Chris Lund, Steve Johnson, Bert Kaplowitz, Dave Fagone, Frank Daversa, Mike Algieri, Michael Plausse, and Dave Cocola.

I'd like to take this time to thank our annual sponsors: Securitas Security Services Inc, USA, Griffin Land, Jones Lang LaSalle, Schindler Elevator, and Servus Management. Their support and commitment to the Association is truly commendable. Thanks also to New England Mechanical and Woods Restoration for the Golf Outing sponsorships and to the many other sponsors of this event. This outing is one of the best in the area, and their financial support helps make it so.

Membership in Greater Hartford BOMA has many benefits: reduced registration rates at events; membership in BOMA International; sponsorship opportunities throughout the year; networking with some of the best commercial real estate professionals in Hartford County; job posting on the web site; and real estate designations through BOMI. Your dues payment will come back to you many times over during the course of the year. If you have not renewed yet, take a few moments to process your invoice and forward it on to the Executive Office.

I leave you in good hands as I move on. I will represent Greater Hartford BOMA on the regional level as the Vice Chair of the Mid Atlantic Region. I will be your voice at the Mid Atlantic Regional meetings, expressing your concerns and input on issues affecting the commercial real estate industry.

And lastly, I would like to thank my employer, Griffin Land, for their support of me and of Greater Hartford BOMA. I have been able to devote so much of my time and energy to the Association because they believe in the value of BOMA, on a local, regional, and international level.

Have a great holiday season, and a happy and healthy 2009!

Ron Eddy



2008
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and Committee Chairs

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BOMA Bulletin

The BOMA *Bulletin* is published by S&S Management Services, Inc.,
One Regency Drive, Bloomfield, CT 06002. Submit articles to Sharon
Moran at smoran@ssmgt.com

Calendar of Events

January 16-19, 2009

**Winter Business Meeting
Plam Springs, CA**

March 23-24, 2009

**National Issues Conference
Washington, DC**

June 28-30, 2009

**Summer Convention
Philadelphia, PA**

July 13, 2009

**Gus Johnson Golf Outing
Country Club of Avon**



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BOMA Bulletin Articles/Ads Deadline

The following is the deadline for submissions
in the next issue:

Issue	Deadline
March	February 15th

Welcome New Members

James Grady of Tri State High Rise Services can be reached at 800-659-2019 or jgrady.tristate@verison.net

Michelle Harper of Jones Lang LaSalle can be reached at 860-285-4402 or michelle.harper@am.jll.com.

Gregory Roseman of Northland Investment Corporation can be reached at 860-275-6275 or groseman@northland.com

Eric Schreijack of Temco Building Maintenance can be reached at 203-363-1204.

Martin Scovill of Woods Restoration Services can be reached at 860-250-4606 or martins@woodsrestoration.com.

Lincoln Thompson of Virginia Industries can be reached at 860-571-3615 or lthompson@htco.com.

Matthew Zerio of Griffin Land can be reached at 860-286-2660 or mzerio@grifland.com.

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**Greater Hartford BOMA
30th Year Anniversary
1978-2008**



What a wonderful holiday social and anniversary celebration!

On December 10th, over 150 BOMA members and their guests gathered at The Society Room of Hartford for the annual holiday social and 30th Year Anniversary Party. Past Presidents from 1978 to 2008 were honored for their commitment and support of the Association over the past 30 years. Many of the Past Presidents are still involved in the Association, either on committees or attending the events. The room was festive, as the attendees visited with the Past Presidents, reminiscing about 'old times' and catching up with friends they hadn't seen in quite a while.



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Greater Hartford BOMA began in 1978. The Association was formed to advance and enhance the interests of the building ownership and management industry and profession in the Greater Hartford area; to provide common representation and specialized service to that industry and profession through its federation of members associations; and to join with other similar associations as a member of the Building Owners and Managers Association to better achieve the goals and purposes of this Association and the common goals and purposes of the industry and profession.

BOMA INTERNATIONAL NEWS

www.boma.org**Greening Commercial Buildings a Priority Despite Economic Downturn**

Despite a faltering economy, commercial building owners are continuing to allocate funds and resources to green their portfolios. According to the "2008 Green Survey: Existing Buildings," the second annual national survey of the commercial real estate sector, more than 80 percent of respondents have allocated funds to green initiatives this year, while 45 percent said that their sustainability investment will increase in 2009. Findings of the study by Incisive Media's *Real Estate Forum*, the Building Owners and Managers Association (BOMA) International and the U.S. Green Building Council (USGBC) were released yesterday during a press conference at *Greenbuild 2008*, the annual conference and expo sponsored by the USGBC. Look for a full analysis of the survey in the January/February 2009 issue of *The BOMA Magazine*.

Also at *Greenbuild*, the results of an energy-savings survey conducted by FMLink, BOMA International, USGBC and the Association for Facility Engineers (AFE), was released. The survey found that more and more facility managers are implementing re-commissioning and energy audits to measure and improve their building's energy performance. Key findings also indicated that most energy savings successes were the result of aggressive low-cost operational strategies rather than major capital projects.

Get Up to Speed on the Economic Forecast at the 2009 Winter Business Meeting

The state of commercial real estate markets and strategies for prospering in a down economy are among the many topics to be discussed at the upcoming **BOMA International Winter Business Meeting** in Palm Springs, Calif. on **Jan. 16–19, 2009**. Come together in interactive discussions with industry peers who share your responsibilities and challenges. Among the conference highlights, renowned industry strategist **Raymond Torto, PhD, CRE**, global chief economist at CB Richard Ellis (CBRE) and a founding principal of Torto Wheaton Research, will present the keynote address at the opening luncheon on Saturday, Jan. 17, sponsored by **AlliedBarton Security Services**. Torto will share his insights on the credit crisis and will provide an economic forecast of challenges and opportunities for commercial real estate.

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For more information, visit BOMA International's web site at: www.boma.org.



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Platinum Sponsor: \$3,500 includes:

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- * Company name listed on monthly meeting flyers;
- * Company name and www address listed on poster that will be displayed at monthly meetings;
- * 5 'free' passes to any monthly meeting (not including golf outing or TOBY dinner)
- * Recognition in 2008 BOMA Bulletin (4 editions)

Gold Sponsor: \$2,000 includes:

- * 5 'free' dinners at the 2008 TOBY dinner;
- * Company name listed on monthly meeting flyers;
- * Company name and www address listed on poster that will be displayed at monthly meetings;
- * 3 'free' passes to any monthly meeting (not including golf outing or TOBY dinner)
- * Recognition in 2008 BOMA Bulletin (4 editions)

Silver Sponsor: \$1,000 includes:

- * Company name listed on monthly meeting flyers;
- * Company name and www address listed on poster that will be displayed at monthly meetings;
- * 3 'free' passes to any monthly meeting (not including golf outing or TOBY dinner)
- * Recognition in 2008 BOMA Bulletin (4 editions)

Bronze Sponsor: \$500 includes:

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- * 1 'free' pass to any monthly meeting (not including golf outing or TOBY dinner)
- * Recognition in 2008 BOMA Bulletin (4 editions)

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If you have any questions, please call the Executive Office at: 860-243-9691

Energy Management to Meet Building Performance and Financial Goals

By: William Harris
 District Manager
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There has never been a better time for commercial and industrial building owners to make a commitment to energy efficiency excellence. Energy is the largest operating expense for commercial buildings, energy costs are on the rise, and the Energy Policy Act of 2005 allows tax deductions for energy efficient property installed in commercial buildings.

The right approach not only saves energy, but achieves superior building performance and financial outcomes. A thirty-percent reduction in energy use can yield a five percent increase in net operating income and in overall asset value, according to the DOE.

To achieve these outcomes, building owners need to take a comprehensive approach that involves planning and analysis, strategic energy procurement and intelligent energy conservation.

Assemble a Team and Develop Energy Profile

Effective energy management begins by assembling a team, including the building owner, facility manager, and an energy solutions provider, as well as representatives from various departments in the building, such as accounting and quality control. Appoint a team leader to own the project and track its progress.

- **Define program objectives.** The energy team's first step is to define the project scope and objectives. Align energy targets with the building's overall performance and business goals to keep actions focused on results and to ensure continued commitment.
- **Document the facility's energy profile.** The energy profile, including energy costs and consumption data, gives the team baseline information from which to set objectives and begin measuring the energy management program's progress.
- **Evaluate energy use patterns.** In addition to costs, evaluate when, where and how all building systems and equipment use energy. Special technologies, such as infrared thermal imaging, are available for very precise readings of where energy is generated and lost throughout the building's systems.

Procuring and Generating Energy

The facility's energy profile should include supply-side intelligence, including information on how the energy used in the building is generated, transmitted and delivered and how this impacts your utility bills.

- **Lower your energy costs.** A building can significantly trim its demand charges and even reduce its per-kilowatt rate by controlling energy use during on-peak periods, which are periods during which the utility company incurs the highest demand for power in its service area.
- **Consider alternative ways to generate energy.** In areas where utility rates are extremely high or supply is limited, a facility might find it cost-effective to generate some or all of its own energy.

Energy Conservation and System Efficiency

The energy team must base decisions on how much time and money to invest in efficiency measures on the overall building performance and financial goals.

- **Gain efficiencies in HVAC and lighting.** According to the United States Department of Energy, in a typical office building lighting, heating and cooling comprise more than 50 percent of total energy use, making those systems obvious targets for efficiency improvements.
- **Conduct a life cycle analysis** before investing in any new system to evaluate which investments will provide the best payback and fit the building's energy management objectives. In addition, ensure that facility management undergoes extensive training to properly operate these systems in order to leverage their total potential for efficiency.
- **Treat your systems as long-term assets.** Proper maintenance of building systems has a significant long-term impact on energy efficiency. Reactive maintenance programs risk losing money, time and equipment, while predictive maintenance programs help to diminish equipment failure and ensure higher efficiency.

Stay Committed

Whatever strategies you implement, the most important thing is that your energy management team remains informed and highly committed to taking the facility to the next level of operational and financial performance.

BOMA International has many publications and reports available to help you with your job. Below are just a few of the reports and publications that can be purchased through BOMA International.

- EER (Experience Exchange Report): Now available in both a printed version or on a CD-Rom. The EER data will help you evaluate your operating expenses, develop operating strategies, compile budgets, underwrite and analyze acquisition opportunities, and communicate with investors and owners.
- BOMA's Green Lease Guide: The new guide addresses the complex clauses in a commercial real estate lease so that you can execute a lease that will maintain an energy efficient and sustainable property.
- BOMA Kingsley Report: Examines how commercial real estate companies are delivering the "customer promise" to a broad range of clients, many with conflicting needs. Insights from the portfolio, asset management and property management perspectives are included.
- Safety and Emergency Planning Guides: The Property Professional's Guide to Emergency Preparedness; Are Your Tenants Safe? BOMA's Guide to Security and Emergency Planning; Edwards Disaster Recovery Directory; The Property Professional's Guide to Managing an AED Program
- Standards and Codes: Standard Methods for Measuring Floor Area in Office Buildings; Industrial Floor Measurement Standard 2004; Guide to ADA & Accessibility Regulations; ANSI/IWCA 1-14.1 Window Cleaning Safety Standard
- Property Management Guides: The Escalation Handbook for Office Buildings: The Escalation Handbook for Office Buildings; BOMA's Guide to Writing a Commercial Real Estate Lease; BOMA's Do It Yourself Guide to Producing a Tenant Handbook

These, and many more useful publications can be found at www.boma.org

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