



Karen Tietjen

Albert B. Ashforth

*Greater Hartford
BOMA President*



Dear Greater Hartford BOMA Members:

Well, there's good news and there's bad news from the BOMA International Summer Convention that I, and about 4,000 other BOMA members attended last week in Philadelphia, PA. The good news is BOMA International predicts to be in the 'black' at the end of the year, but will not be contributing the 2% to their reserves as they have done in the past. The bad news is that membership for BOMA is down 5.85%. Compared to other commercial real estate associations, the good news is BOMA is holding its own. Membership in other real estate groups is down and attendance at their annual conventions is off by as much as 30-60%, and some of those groups will have to 'dip' into their reserves. BOMA's attendance at the Summer Convention was down by about 20%. BOMA International also announced that there will be no dues increase to the local associations for 2010, but they have not yet made a decision on suspending the Industry Defense Fund fee for 2010.

Other highlights from the convention were:

- 2010 Mid Atlantic Conference will take place in Atlantic City in mid-April. More information will be sent once BOMA/New Jersey finalizes the details.
- EER is now on line for submissions. What a great way to submit your information and see how your building compares to what others are paying in your area. New to the EER-you may now purchase just your area or other specific areas rather than the whole EER survey. Please note that the EER surveys are no longer available on CD or book form – only on line.
- Floor measurement standards are being updated for office/industrial and new this year are floor measurements for retail and multifamily.

- TOBY Awards: BOMA International is redefining the renovation category. Also, participants in the BOMA 360 program will earn points toward their TOBY entry.
- BOMA 360: 44 buildings were entered into this new awards category and 24 buildings were presented their award at the Summer Convention (learn more about this new award at (<http://www.boma.org/GETINVOLVED/BOMA360/pages/default2.aspx>).
- 7 Point Challenge: companies have signed on to this initiative to the tune of 2 billion square feet of office space. Sign your company up now to agree to reduce your energy consumption by 30% by 2012 at (<http://boma.org/getinvolved/7pointchallenge/pages/default.aspx>). Energy efficient building will be the 'saving grace' in low vacancy buildings.
- Eight new webinars will be offered, including the Emerging Professional Course at Harvard; dealing with the swine flu (which is expected to be an issue again in November), as well as other informative and educational seminars.
- Advocacy and Regulatory: major energy/ climate bills have been passed, impacting buildings and cap and trade; tax issues affecting health reform (learn more about this at: (<http://www.boma.org/advocacy/federallegislativeregulatoryissues/pages/default.aspx>).
- Jobs: job losses seem to be easing, with healthcare adding 15,000-20,000 new jobs each month; construction losses seem to be slowing down from 10,000 to 1,400; government jobs are being created; Europe and Asia are experiencing similar trends.
- The keynote speaker, economist Dr. Fareed Zakaria, discussed the political, economic and technology transformations that have redefined the global marketplace. Dr. Zakaria told attendees that the recovery will not be shaped by the predictions of academics, but by the 300 million unpredictable responses from individuals across the country.

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2009
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and Committee Chairs

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BOMA Bulletin

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Moran at smoran@ssmgt.com

Calendar of Events

July 13, 2009

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

September 10, 2009

Trade Show

**Meet the Vendors, Learn the
Games
MGM Grand, Foxwoods**



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BOMA Bulletin Articles/Ads Deadline

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

Issue	Deadline
October	September 15th



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MEMBER NOTES

Steve Robinson of Wattsaver Lighting Products, Inc. was elected President of NAILD (National Association of Independent Lighting Distributors, Inc.) at their annual convention in Scottsdale, AZ in April. Wattsaver has also moved into their new location, a 15,000 square foot warehouse at 22 Thomas Street, East Hartford, CT 06108. Steve is the new owner of this property.

Hoffmann Architects, an architecture and engineering firm specializing in the rehabilitation of building exteriors, acted as building envelope consultant on the project team awarded First Place by Connecticut Building Congress (CBC) for the renovation of Yale University's Paul Rudolph Hall.

Griffin Land has signed a long term, full building office lease with KMC Music, Inc., a subsidiary of Fender Musical Instruments Corporation, for 40,344 square feet at 55 Griffin Road South, in Bloomfield, CT.

Alan Friedman can be reached at Investment Property Services, 860.836.1054 or alan.ips@sbcglobal.net

WELCOME NEW MEMBERS

C.J. Carlson of Pilothouse Communciations can be reached at 203.649.6405 or cjc@pilothousecomm.com.

Walt Donzila of Direct Energy can be reached at 860.646.4186 or walt.donzila@directenergy.com.

Naomi Kendall of Jones Lang LaSalle can be reached at 860.285.9650 or naomi.kendall@am.jll.com.

Bethany Scata of Abair Lavery can be reached at 860.982.1105 or bscata@abairlavery.com.

Paul Stansel of 1-800-Got Junk can be reached at 860.747.4052 or hartford@1800gotjunk.com

Gus Johnson Golf Outing

Join your colleagues on July 13th at the Golf Club of Avon for the annual golf outing. There are still some foursomes and sponsorships available.

The Hartford Chapter of BOMA remembers Gus Johnson with the annual Golf Outing. Recognized for his contributions in office construction and management, Gus began his career with the Merchant Marines. He was a construction engineer with Babcock and Wilcox; a Chief Engineer with G. Fox; and finally with The Travelers Insurance Company.

For more than 20 years, Gus was responsible for all the construction and management of Travelers-owned facilities.

Gus was one of the initial BOMA members-at-large from Connecticut. His attempts to start a Hartford Chapter failed only because the time was not right. As a board member of the Middle Atlantic Conference, he was on the first committee to develop an education program for our industry.

Everyone who worked with Gus will remember that he gave you his complete trust. He stated and believed that all contractors are honest. Too often we forget this and tend to distrust those who work for us. Gus passed away in June 1976. It is appropriate that we dedicate this golf tournament in his memory, playing the game he loved so much.

The Gus Johnson Education Endowment Fund will be used to fund educational programs and/or scholarships to those in the commercial real estate industry who are working towards their real estate designation.



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Greater Hartford BOMA Trade Show

Thursday, September 10, 2009

MGM Grand at Foxwoods Casino

BOMA/Greater Hartford will be hosting a Trade Show this year at the MGM Grand at Foxwoods Resort. Throughout the year, the Allied Members of BOMA/Greater Hartford are asked to limit the active 'selling' of their products and services to the Principal Members during the events.

The Trade Show is their time to display their products, sell their services, and pursue scheduling appointments with the Principal Members. We know that we don't have to tell you that the Greater Hartford BOMA Principal Members are some of the most influential buyers in the area!

Each Vendor will be allowed to invite, as their guests,
two Principal Members or Prospective Principal Members as part of their booth fee.

Don't miss this opportunity!

Here are the details:

Place: MGM Grand, Foxwoods Resort, 39 Norwich-Westerly Road,
Ledyard

Date: Thursday, September 10, 2009

Time:

Booth Setup: 1:30-4:00pm

Trade Show: 4:30-6:30pm

Casino Lessons: 6:30-8:30pm

Principal Members will visit the exhibit booths to obtain their 'chips' to play at the gaming tables following the Trade Show. All Attendees and Vendors will be invited to learn how to play some of the more popular casino games. Craps, roulette, and blackjack tables will be set up in the Trade Show room. The top three 'high rollers' will be awarded a prize.

Early Registration:	Prior to August 1 st	\$600 w/elec	\$650 w/o elec
	Late Registration: After August 1 st	\$700 w/elec	\$750 w/o elec
	Open to outside Vendors after August 15 th		

**Please note: Allied Members not purchasing a booth
will not be eligible to attend.**

Sponsorship Opportunities available:

Craps Table:	\$250
Roulette Table:	\$250
Blackjack Table:	\$250

BOMA INTERNATIONAL NEWS

Board of Governors –

Dues and One Year CPI Suspension Request

The BOMA Executive Committee voted to place language before the BOMA International Board of Governors at its June 28th meeting in Philadelphia that, if approved, would have the effect of keeping International dues charged to Locals the same in 2010 as the current year.

Presently, BOMA International operates under a continuing resolution of the Board of Governors that mandates that BOMA International adjust dues yearly on the basis of the Consumer Price Index (CPI) released by the government each July. The Board will be asked to vote on a resolution that would suspend the continuing resolution that governs International's dues adjustment for a one year period effective for the 2010 member year.

BOMA Launches 360 Performance Program

BOMA International is pleased to announce the launch of the groundbreaking [BOMA 360 Performance Program](#), an on-line self-assessment designed to validate and recognize commercial properties that demonstrate best practices in building operations and management. A BOMA 360 Performance Building designates that a property is being managed to the highest standards of excellence. You will find complete information on the BOMA International Web site – home page feature, detailed Web pages and the actual online submission site. Also detailed information about the program – memorandum, a FAQ sheet, flyer, PowerPoint Presentation, and ad are posted to [BRAIN](#).

The first class of BOMA 360 Performance Buildings will be honored at the [2009 Conference in Philadelphia](#). Please be sure to encourage your members to be part of this first class by submitting their application no later than June 15.

Energy/Climate Change Bill Passes House Committee; Focus Shifts to Senate

Keeping his promise of passing energy/climate change legislation before Memorial Day, Rep. Henry Waxman (D-Calif.), chair of the House Energy and Commerce Committee, passed H.R. 2454, the American Clean Energy Security Act of 2009, out of committee on May 21, largely along party lines.

Of particular interest to the real estate community, the House bill would establish a national model building labeling program and incentives for retrofitting existing buildings. Additionally, it includes language for "Greater Energy Efficiency in Building Codes," setting aggressive targets for the 2010 version of ASHRAE 90.1 Standard that

are 30 percent more energy efficient as compared to the 2004 version. By 2016, a 50 percent reduction is required, with an additional five percent every three years thereafter, reaching 75 percent in 2030. In addition to the unrealistic energy efficiency targets, new language providing for legal cause of action and civil penalties was added to the latest version of the bill. ber, this program qualifies for revenue sharing.

Through the amendment process, we were able to chip away at some of the most onerous parts of the enforcement language; however, BOMA International remains strongly opposed to the entire building codes section of the bill. It is still unclear what path this bill will take to the House floor, as eight additional House committees have jurisdiction over various parts of the legislation. However, House leadership still hopes to act on it at some point this summer.

Meanwhile, the Senate is beginning work on an energy bill of its own. At this point, a stand-alone energy bill, which does not include the cap and trade provisions that are in the House bill, is under discussion; on June 4, the Senate Energy and Natural Resources Committee is scheduled to mark up the bill, including provisions directly affecting the commercial real estate industry. The real estate provisions in this bill are much the same as those in the House bill, though the codes language is less onerous in the Senate version.

BOMA and our coalition partners continue to work with the House and the Senate to ensure that any energy legislation include incentives, not mandates, for achieving enhanced energy performance in both new and existing buildings.

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Interior alterations at the Sterling Memorial Library at Yale University. The work to be done includes painting, flooring, lighting, and millwork throughout the building. The work is to commence in the beginning of July, and be completed in the beginning of November.



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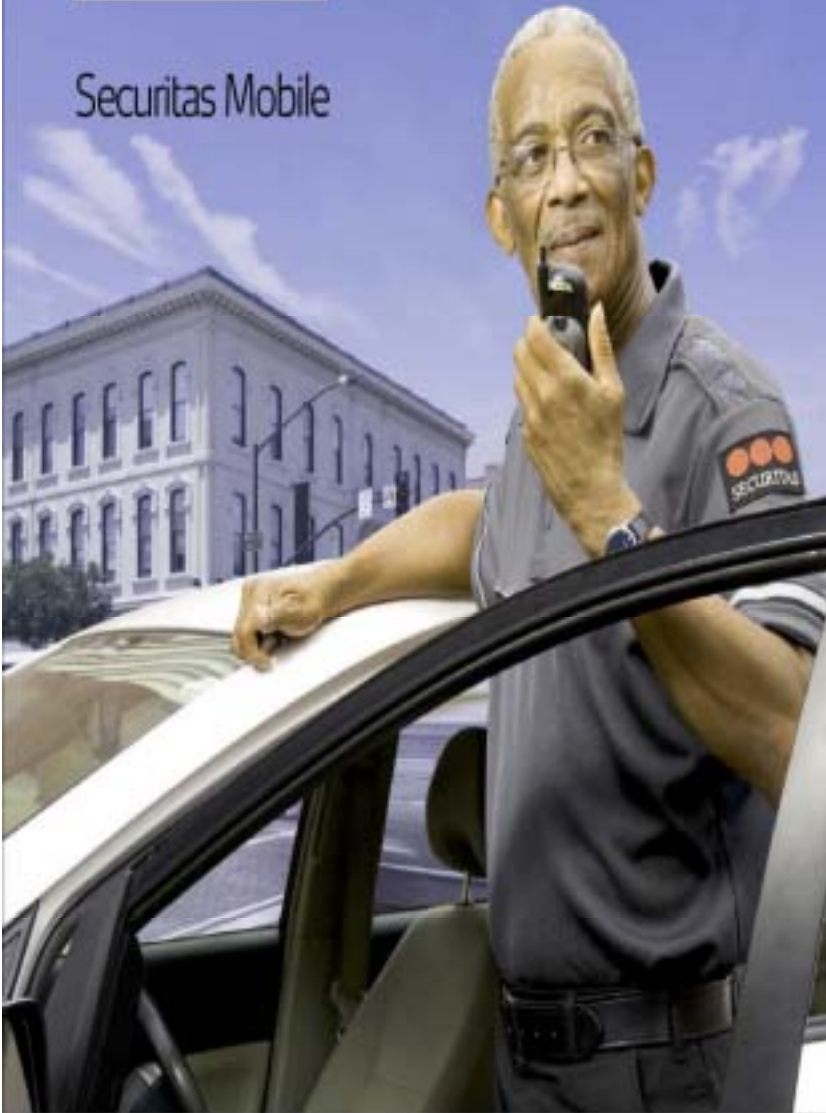
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President's message (con't from page 1)

Besides all the information/educational sessions that I attended, along with Past President Ron Eddy and Executive Director Sharon Moran, we had a chance to network with other BOMA members from around the country, as well as some members from around the world. We all seem to be in the same boat, trying to hold on and weather out this recession. The prediction at the Convention was 2010 will be a tough year, but things should begin to turn around in 2011. Now, more than ever, we need to stay connected to BOMA/ Greater Hartford, as well as BOMA International. A portion of the dues we pay on the local level goes to BOMA International to help support their efforts in speaking on our behalf to those on Capitol Hill who can make a difference in the commercial real estate industry.

The Trade Show at the Convention was informative and fun. Vendors from around the country showcased their products and services, offering many new 'green' ideas. It's amazing to see all the new products being offered!

Locally, we have exciting programs in the future—our golf outing at Avon Country Club on July 13, Emerging Professionals "brown bag lunch" educational sessions will begin in September, and we are planning our first Trade Show in 6 years to be held at MGM at Foxwoods on September 10th. Keep an eye out for information to follow in the next few weeks.

This year, we unfortunately did not have any TOBY entries, but we will honor the Member of the Year, the Allied of the Year, The Corporate Member of the Year, and the Engineer of the Year at our Holiday Social in December at 960 Main Street. Nomination forms for these honorees will be sent to all members. When you receive the forms, please take a few minutes to nominate your Greater Hartford BOMA colleagues for their commitment to the Association.

Karen

June Program Climate Leaders



President Karen Tietjen introduces Sean West of UTC and Dave Hayes of CBRE.

The crowd listens to the speakers.



Dave Hayes talks about being a Climate Leader.

