



Bulletin

BUILDING OWNERS & MANAGERS ASSOCIATION-Serving the Hartford/Springfield Area

March 2009



Karen Tietjen

Albert B. Ashforth

*Greater Hartford
BOMA President*



Dear Greater Hartford BOMA Members:

It's hard to believe that we are only in the first quarter of 2009. Over the past three months, some of us have had to face challenges personally and professionally that have been more intense than ever before. There are those in the business of property management that are facing the challenges of helping our tenants where we can while at the same time assuring the assets and financial interests of our owners are consistent with their expectations and our personal, professional standards. Our Allied Members are struggling with staying competitive and at the same time keeping their employees working while riding out the economic struggles we are all facing.

One of the benefits of belonging to our organization is idea sharing through networking and this newsletter. Send us your thoughts, your ideas, how you have been able to tap the "low hung fruit." One of our goals is to share your ideas through this newsletter.

The above being said, your new Board is "hitting the ground running." This term's Board is Vice President, Jo Ann Church of CBRE; Secretary Ron Goodin of Diversified Project Management; Treasurer Linda Pizzella of The Hampshire Companies/CBRE Asset Services; Directors Pamela Bayer of New Boston Fund, Dave Fagone of Servus Management, Chris Beeson of Jones Lang LaSalle, Russ Stevens of New England Mechanical, Past President Ron Eddy of Griffin Land, and of course-me-Karen Tietjen of Albert B. Ashforth, President of the Association.

Feel free to reach out to any or all of us with comments or ideas that you believe will help to strengthen Greater Hartford BOMA.

We have just completed our third meeting as a Board and are putting together some innovative plans to augment our membership and participation. Over the next few weeks, you will hear about our new Young Professionals Group, enhanced opportunities to open up our membership, and programs that will be both interesting and informative to our members as a whole.

Our annual golf outing at Avon Country Club is scheduled for July 13, 2009. We encourage you to consider sponsorship of this event and sign up early. In light of the economic atmosphere, we have lowered the cost this year to play.

The TOBY Gala will be coming up in the early fall. Start planning now to enter your building in competition for the prestigious TOBY Award.

EER-smack in the middle of the 21st century is completely online now. Send in your building information and receive discounted pricing for your company to view the operating expenses from the properties throughout the country. This is an extremely valuable resource.

Over the next few months, you'll be hearing about BOMA 360, a new designation offered by BOMA International. We'll also be informing you of our plans for upcoming programs, including a visit to the new Science Center and a discussion on energy procurement.

Karen Tietjen



2009
Greater Hartford Officers, Board of Directors,
and Committee Chairs

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President, Karen Tietjen.....Albert B. Ashforth, Inc.
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Secretary, Ronald Goodin.....Diversified Project Management
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High-Rise.....Christopher Beeson
Programs.....Jo Ann Church

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BOMA Bulletin

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Moran at smoran@ssmgt.com

**National Issues Conference and Mid Atlantic
Conference**

On March 23-24, BOMA Members from around the country descended on Washington, D.C. for the Annual National Issues Conference. Joining their colleagues in D.C. for this Conference and the Mid Atlantic Conference was Vice President Jo Ann Church and Past President Ron Eddy, along with Sharon Moran, Executive Director.

Issues that affect BOMA members and were taken to Capitol Hill to discuss with Congressmen Courtney and Himes were:

- * Support legislation to permanently reduce the timeline for depreciating leasehold improvements to 15 years
- * Support further extension or make permanent the reduced rate on capital gains
- * Maintain current law that taxes carried interest as a capital gain and oppose any efforts to change the tax code to require it be taxed as ordinary income
- * Support legislation that promotes energy efficiency retrofits to commercial buildings through voluntary incentive programs
- * Oppose legislation eliminating the secret ballot election in the unionization process



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BOMA Bulletin Articles/Ads Deadline

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

Issue	Deadline
June	May 15th



Vice President Jo Ann Church, Congressman Joe Courtney, Past President Ron Eddy and Southern CT BOMA President Steve Werner at the National Issues Conference.

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Steve Werner, Jo Ann Church and Ron Eddy enjoy the Cherry Blossoms in D.C. at the NIC/MAC on their way to Congressman Jim Himes' office on Capitol Hill.

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MEMBER NOTES

Ron Eddy, Past President, has been promoted to the position of Vice President of Griffin Land. Ron joined Griffin Land as Property Manager in 2002. In 2006 he became the Director of its Property Management department. He is responsible for managing all aspects of the property management department including its departmental staff, building operations, and Griffin Land's maintenance and landscape service units. Ron presently serves as Vice-Chairman of BOMA's Mid Atlantic Council and participates in the Windsor Chamber of Commerce as the head of the Transportation Committee and as a Corporator at CIB/Oak Hill.

James Williams of Kuzmak-Williams announces that the firm has been named as the property managers of North Haven Commons, a new 200,000 square foot shopping center in North Haven, CT.

WELCOME NEW MEMBERS

Peter Standish of Northland Investment Corporation can be reached at 617-965-7100 or pstandish@northland.com.

Frank Cepero of Premier Maintenance can be reached at 203-878-0638.

Winter Business Meeting
January 2009
Palm Springs, California



President Karen Tietjen at the Hawaiian Night Party

Past President Ron Eddy and Susan Hoffmann, wife of John Hoffmann, at the Hawaiian Night Party



Great Winter Business Meeting

What a perfect place to have a Winter Business Meeting-Palm Springs, California. But don't think it was all play and no work. Attending the meeting was President Karen Tietjen, Past President Ron Eddy and Executive Director Sharon Moran. The four days consisted of committee meetings, board meetings, and networking opportunities. Colleagues from around the country met to discuss the issues affecting the commercial real estate industry. The keynote speaker was renowned industry strategist Ray Torto of CB Richard Ellis. He spoke about the state of the commercial real estate market in today's slow economy. He shared his insights and provided an outlook for the future on the down market cycle, the longer hold periods, difficulty in securing credit for capital improvements, including green and sustainable retrofits, and a new White House and Congress.

Summer Convention
June 28-30, 2009
Philadelphia, PA

Find out how the brightest minds in our industry are grappling with, and solving, the major challenges facing all of us, in every building. From the industry leaders who are finding the marketplace opportunities to specialists leading sessions on core issues, you'll get the complete story at the BOMA Conference and The Office Building Show.

BOMA INTERNATIONAL NEWSwww.boma.org**EPA Recognizes BOMA International with 2009 ENERGY STAR® Sustained Excellence Award**

The U.S. Environmental Protection Agency (EPA) has awarded the Building Owners and Managers Association (BOMA) International a 2009 ENERGY STAR® Sustained Excellence Award in recognition of its continued leadership in protecting the environment through energy efficiency. BOMA, first recognized with the Partner of the Year Award in 2007, is the only real estate association to receive this honor for three consecutive years. The winners will be recognized at an awards ceremony in Washington, D.C. on March 31, 2009.

EER 2009 Survey Opens February 16 and has been extended until April 15th!**Share Data. Improve Performance. Achieve Excellence.**

The bold, new Web-based **Experience Exchange Report®** is an indispensable tool in this challenging market cycle. The all new online survey offers step-by-step features to make submitting your income and expense data easier than ever.

Sharing Your Data is a Smart Business Decision

In addition to doing your part for your industry, as a submitter you'll get...

- A FREE expense performance comparison that maps out how your building compares to two or three peers.
- Special discounted rates to buy the EER reports.
- Access to the 2009 market reports first...with special VIP notification as soon as the analysis is ready in June!

Who Should Submit Data?

Anyone who owns or manages a commercial office building, corporate/owner-occupied facility or medical office buildings. Not a BOMA member? No problem. Participation is NOT limited to members. The EER does NOT include any data on industrial office buildings, hotels, apartments/multi-family buildings or shopping centers.

Privacy Assurance: *All data is kept in strictest confidence and only market level information is published.*

Shouldn't you be part of the brilliance? Submit your data today online at www.boma.org

President Signs Stimulus Legislation Into Law; Includes Benefits to Commercial Real Estate

President Obama signed into law the recently passed stimulus bill, H.R. 1, The American Recovery and Reinvestment Act of 2009. Last week, the conference report was approved by both the House and Senate, largely along party lines. In addition to providing grants to the states and funding a variety of infrastructure investments, the new law contains three provisions that will have varying degrees of impact on the commercial real estate industry: bonus depreciation, cancellation of debt (COD) income and Net Operating Loss carryback (NOL) relief.

The bonus depreciation is an extension of a provision enacted in 2008 that allows for immediate write-off of fifty percent of the cost of depreciable property, including qualified leasehold improvements, placed into service in 2008. This temporary benefit will be applied to capital expenditures incurred in 2009 as well.

The COD provision enacted provides significant tax relief for businesses that reacquire, satisfy or otherwise discharge debt obligations at a discount in 2009 and 2010. The new law allows companies to defer any tax on 2009 and 2010 COD income until 2014. It then taxes that COD income ratably over the following five years (2014–2018). Before this change, COD income was recognized the same year it was claimed and based on the total amount of the discount.

Finally, the NOL carryback provision allows companies to receive a tax refund by using current losses to offset taxes paid in prior years, but only for companies with gross annual receipts of less than \$15 million in revenues. Current law only allows businesses to get refunds of taxes paid within two years. The initial proposal did not have the gross receipts limitation, which was unfortunately inserted during House–Senate conference negotiations.

[see more BOMA International news on page 9](#)

Welcome 2009 Board Members

Meet the new 2009 Board Members: **Vice President JoAnn Church** of CBRE, **Directors Pamela Bayer** of New Boston Fund, Inc., and **Christopher Beeson** of Jones Lang LaSalle.

Vice President: Jo Ann Church: CB Richard Ellis. Jo Ann is a Senior Regional Manager with CB Richard Ellis Global Corporate Services on the CIGNA account. She is responsible for providing leadership for the Eastern Region Facilities and Project Management teams. Prior to joining the CIGNA account, Jo Ann worked on the UnitedHealth Group account. In that position, she was responsible for providing leadership for national Field Facilities Management. Jo Ann also developed and implemented team building initiatives, employee training programs, and employee recognition programs. During 2005 and 2006, Jo Ann was lead for Mergers and Acquisitions where she directed the coordination and planning efforts for FM integration of over 6 million square feet of real estate. Jo Ann's real estate career started while in the United States Air Force where she managed the day-to-day operations of military temporary housing.

Director: Pamela Bayer: New Boston Fund, Inc. Pamela has been with New Boston Fund since 2005 as property manager. She is responsible for annual budgets for review and approval by senior management; negotiates all tenant lease renewals, including preparing lease proposals; responsible for negotiating all contracts; provide construction management services for all projects; prepares all construction requisitions for corporate processing among many other duties. Pamela previously worked for JRI Advisors, LLC as a real estate consultant and at 960 Main LLC as portfolio manager. Pamela has been very active in Greater Hartford BOMA for many years, serving on the Membership Committee, the TOBY Awards Committee as a judge, the Program Committee and other committees throughout her years as a member. Pamela has many years of experience in the commercial real estate industry.

Director: Christopher Beeson: Jones Lang LaSalle. Chris is the Regional Director of Operations for Jones Lang LaSalle. He has twenty-four years in the Commercial Real Estate industry. He worked at Aetna from 1984-1993 and has been at Jones Lang LaSalle since 1993. Chris has an SMA designation and a State of Connecticut E1 License. He has been a member of BOMA since 1997 and is the Chair of the High Rise Committee. Chris is married and his hobbies include traveling to exotic places. His most interesting job was project manager for a copper roof replacement on a 39 story high-rise office building.

EMERGING PROFESSIONALS GROUP

The Board of Directors of Greater Hartford BOMA are constantly striving to enhance the value of your BOMA Membership. A recent nation-wide study reveals that there will be a skills gap in the real estate profession as a large number of highly experienced professionals reach retirement age over the next several years. In short, since there has not been a significant amount of "upward mobility" in our rather stagnant real estate market, there has been less opportunity for growth and promotion. One effort that we are very excited to present to you is an opportunity for some of your entry level employees to acquire more knowledge of the property management field. The objective of our upcoming series, **Developing Our Emerging Professionals**, is to foster greater involvement for property management professionals having less than five years of commercial property management experience by providing a learning environment led by seasoned professionals. These educational topics will be provided at no charge to BOMA members as another benefit of membership! These educational topic will be provided at no charge to BOMA members as another benefit of membership! These learning opportunities will be structured as follows: We anticipate monthly sessions, lasting approximately 1 hour in a "lunch and learn" framework for small groups. We will utilize members' conference rooms centrally located. The series will be facilitated by local experts in the field who are current members of BOMA. Participants will be asked to "brown bag" their own lunch (although the first lunch will be provided by BOMA). We have developed a list of relevant topics: How to calculate office escalations; how to calculate retail CAM charges; understanding lease language; the basics of HVAC-heating and cooling; reading blue prints; what you can do to assist leasing agents to get the deal done; understanding BOMA square foot measurements; green products; analyzing utility invoices; vendor services contracts. The only cost will be the time your professional is out of the office. The benefits are priceless. Watch your mail for more information on this new group. We need to assess your interest in this and believe the program has merit for some of your employees.



2009 SPONSORSHIP OPPORTUNITIES

Platinum Sponsor: \$3,500 includes:

- * Platinum Sponsorship at 2009 TOBY Gala (table of 10; full page ad in program book; signage and recognition night of Gala);
- * 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 2009 BOMA Bulletin (4 editions)

Gold Sponsor: \$2,000 includes:

- * 5 'free' dinners at the 2009 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 2009 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 2009 BOMA Bulletin (4 editions)

Bronze Sponsor: \$500 includes:

- * Company name listed on monthly meeting flyers;
- * Company name and www address listed on poster that will be displayed at monthly meetings;
- * 1 'free' pass to any monthly meeting (not including golf outing or TOBY dinner)
- * Recognition in 2009 BOMA Bulletin (4 editions)

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Please fax to: 860-286-0787 or mail to: Greater Hartford BOMA, PO Box 30, Bloomfield, CT 06002
If you have any questions, please call the Executive Office at: 860-243-9691

How to Achieve High Performance Buildings – for Bottom Line Results

by: William Harris, District Manager, TRANE

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860-678-3300

Given that about one-third of a building's energy consumption is related to the heating, ventilation and air-conditioning systems, a 10% savings of these costs could go a long way in helping your bottom line in today's economic environment.

Here's how building owners can achieve high-performance objectives to improve energy and cost efficiencies while providing a more comfortable, more productive environment for occupants:

Typical maintenance involves going through a fixed schedule task checklist. In contrast, the high-performance approach focuses not on calendar-driven tasks but on desired high performance outcomes. This offers the opportunity to redefine building conditions and optimal performance of systems and equipment.

To start, work with a building systems specialist to conduct a review of building and operational goals, and carry out a diagnostic or analytical evaluation that targets existing and potential trouble spots or "gaps" that could prevent organizations from achieving their primary business goals. This evaluation could serve as a baseline analysis and the starting point for a continuous commissioning program, which is a regularly performed validation of system performance to assure it meets all design standards and specifications. In new buildings this typically begins in the design phase – and ideally it continues through the building's lifetime.

- **Conduct an energy audit** to evaluate a building's HVAC load, lighting and water usage, and the building's entire baseline utility consumption. This audit will help target areas to improve performance and conserve energy.
- **Evaluate where energy is being used**, perhaps excessively, where maintenance or repairs may be necessary and where it might be necessary to consider capital investments to improve energy efficiency or performance. Also take a look at system operating schedules or scheduled building activities and look for other opportunities to cut consolidate use and conserve energy.
- **Adjust and evaluate performance of building controls for maximum energy savings.** Integrate building comfort with efficiency by coordinating lighting and HVAC systems use with building operating hours and event schedules. Doing so can reduce maintenance time and lower utility costs through monitoring and performing regular system diagnostics. Evaluate the capabilities of current unit controllers and building management system components. Often a few simple upgrades can have a significant impact on overall energy usage.
- **Conduct monthly checkups** to assure high performance with clear energy consumption objectives. This can be easily done with a performance-defining outcome checklist that determines the activities required to assure sustained, design performance.
- **Evaluate savings opportunities by heating with multiple fuel sources.** Often you can realize utility savings through reduced energy rates by heating with multiple energy sources such as electric, gas, oil and propane. Flexibility in heating energy choices allows building owners to heat with the most cost-effective fuel source.
- **Negotiate competitive rates via new procurement processes.** Research competitive agreements with retail power and gas marketers, also known as "ESCOs," to take advantage of post-peak energy prices. Keep the building's load demand as level as possible because lower daily peaks reduce demand, which results in more favorable pricing. In non-regulated areas, many electric utilities offer lower rates during off-peak periods, often at night. Perform a complete rate analysis on all utility meters and take advantage of diminishing non-critical loads at peak periods to prevent temporary electrical demands from creating higher annual energy bills.

Performance-based maintenance improves system reliability and reduces risk and owner cost by assuring a full and productive life to systems, offers the convenience of planning when work should be done, reduces unplanned downtime and productivity losses due to unexpected and costly component or equipment failure, and reduces potential negative environmental impacts, such as refrigerant or oil leaks.

With the economy in a constant spotlight and your company's bottom line under a consequent microscope, efficiently managing your building's seasonal changeover is more important to organizational business objectives than it has been in nearly a decade.

You may never have a better opportunity – or a more captive audience.

For more information, contact: William Harris, District Manager, TRANE, at wharris@trane.com or 860-678-3300.

BOMA INTERNATIONAL NEWS (con't)

BOMA International to Launch BOMA 360 Performance Program***Building Designation Program to Provide a Holistic Approach to Evaluating Property Performance***

(WASHINGTON—Feb. 5, 2009) The Building Owners and Managers Association (BOMA) International will launch a groundbreaking new program to recognize the industry's best practices in building management and operations this April. The BOMA 360 Performance Program, which was announced at the BOMA International *Winter Business Meeting* this past January, is an online self-assessment that will evaluate properties on six major components of building management. It also benchmarks against industry standards, providing a tool that property professionals can use to demonstrate to owners, tenants and the commercial real estate community that their buildings are managed to the highest standards of excellence.

While other industry recognition programs focus on a certain aspect of building operations, such as sustainability or energy efficiency, the BOMA 360 Performance Program takes a holistic approach by evaluating all major areas of property performance. Properties are evaluated in the areas of building operations and management, life safety/security/risk management, training and education, energy, environmental/sustainability, and tenant relations/community involvement. The assessment rates a building and its management on everything from water management to evacuation drills to professional development plans.

"BOMA's market research shows that building owners and managers are looking for ways to make their buildings stand out from the crowd," commented BOMA International Chair and Chief Elected Officer Richard D. Purtell, portfolio manager, Grubb & Ellis Management Services, Inc., and past chair of the BOMA 360 Performance Program Work Group. "This is a way for them to say to their stakeholders, tenants, prospective tenants and the industry that they are optimizing building performance at every level."

"The BOMA 360 Performance Program is unique in that it not only recognizes best practices in energy management and sustainable operations, but also includes all major functional areas of asset operations," said BOMA International Vice Chair Ray Mackey, chair of the BOMA 360 Performance Program Council. "This program further demonstrates how BOMA is delivering critical services and products to the marketplace that provide real value to property professionals." The BOMA 360 Performance Program will launch in April 2009. More information will be available soon at www.boma.org.



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June 28-30, 2009

**Summer Convention
Philadelphia, PA**



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Alarm and Incident Response

When your security alarm system sounds, our monitoring station alerts a response team to go to your facility and investigate.

Technology

Securitas Mobile incorporates state of the art technology to provide you with a comprehensive security plan customized to meet your needs. This includes portable wireless alarm systems, camera systems and wireless touring systems used for inspection verification and management. Securitas Mobile will arrange the set up and programming of the alarm system you choose to protect high risk areas. In addition, uniformed security officers in marked vehicles will patrol the site. If an alarm is activated, Securitas Mobile responds.

*We have service solutions that will fit any company's size, security needs and budget. Please visit us online at www.Securitasinc.com to find the package that's right for you or call us at **Securitas, 800201-0257.***



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