



Bulletin

BUILDING OWNERS & MANAGERS ASSOCIATION

Serving the Hartford/Springfield Area

March 2010

Karen Tietjen, RPA, FMA

Albert B. Ashforth, Inc.



President

Greater Hartford BOMA

Driving into work today from Torrington – you know the cold Northwest corner of the state – I couldn't help but notice the daffodils are starting to bloom and the forsythia buds are beginning to pop. The next few weeks will start to bring bright green grass and our landscapers will be chomping at the bit now that they have thankfully tucked the winter plows away for another year. Winter is just about over and our annual time for renewal has begun. We had a busy first quarter at Greater Hartford BOMA and we are looking forward to our spring and summer programs.

As a recap of the past three months, those of you who were able to attend will recall our January program where Dr. Ed Deak, Professor of Economics and Chairman of the Department of Economics at Fairfield University discussed our current economic crisis, how we got here and where all indicators show we are going.

During February, Lamont White, Senior Energy Engineer of CL&P, gave an overview of its current and upcoming programs discussing the best methods for reducing energy expense and upgrades, retrofits and new construction rebates. There's substantial money out there for our use and we have been encouraged to take advantage of the various opportunities.

The Winter Business Meeting was held the end of January. Greater Hartford BOMA's Past President, Ron Eddy, represented us at this meeting which was held in conjunction

with the annual National Issues Conference. The meeting was held in Washington D.C. and our representatives had an opportunity to meet with Senator Joe Lieberman's aide, and Congressmen Chris Murphy's and John Larson's aides to discuss local concerns including energy consumption and the economic status of our area.

On March 18, 2010, Joe Donovan, Sr. Vice President of Beacon Capital Properties and Chairman of BOMA International's Preparedness Committee, traveled from Virginia to give us an eye opening presentation on the various crises that we, as well as our communities, should be looking at in terms of responsive rather than reactive preparations. Doug Pesce, our Connecticut representative of the Federal Department of Homeland Security added valuable commentary to Joe's information. We will be looking to the future of the possibility of forming our own Preparedness Committee and Joe and Doug have both pledged help and guidance when needed. Sharon Moran, Executive Director, has Mr. Donovan's Power Point presentation on disc. Please contact her if you would like a copy.

The Mid Atlantic Conference (MAC) will be held in Atlantic City April 15-16th. Our Past President, Ron Eddy, will be inducted as Chairperson and will lead the Middle Atlantic States, representing our region at BOMA International over the next two years. When you see Ron, please be sure to congratulate him. It's an honor to have "one of our own" taking over this important and influential office.

Looking toward the future, we have some exciting programs planned. April 20th brings a wine tasting dinner that Greater Hartford BOMA will be cosponsoring with IREM. This is an annual event and one that is anticipated each year. The tasting will be held at The Society Room of Hartford.

Continued on page 6

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2010
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and Committee Chairs

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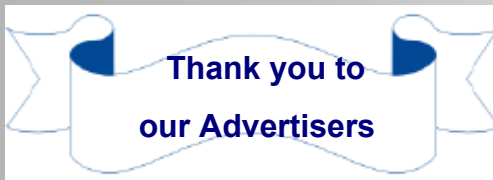
TOBY Awards..... Peter Caniano
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Gus Johnson Golf Outing..... Joe Rubera, Marty Scovill
High-Rise..... Christopher Beeson
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BOMA Bulletin

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**BOMA Bulletin Articles/
Ads Deadline**

The following is the deadline for sub-
missions in the next issue:

Issue	Deadline
June	May 15th

Calendar of Events

April 15th-16th

Mid Atlantic Conference
Borgata Hotel, Atlantic City, NJ

www.bomamac.org

April 20TH

IREM/BOMA WINE TASTING DINNER
The Society Room of Hartford

www.irem-ct.org

April 29th

“Ethics is Good Business” Course
20 Church Street, 7th Floor, Hartford

BOMA International Events

June 27-29, 2010

BOMA International Summer Convention
and Trade Show
Long Beach, CA

www.boma.org



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NEW MEMBERS

Monika Avery of The S/L/A/M Collaborative can be reached at 860-659-1010 or avery@slamcoll.com

Sarah Bollinger of KLM, LLC can be reached at 203-410-2225 or sbollinger@rcms.controls.com.

David Hickey of Marx/Okubo Associates can be reached at 860-677-4033 or david_hickey@marxokubo.com.

David Monson of AlliedBarton Security can be reached at 203-374-8110 or david.monson@alliedbarton.com.

Richard Peacock of FM Innovations, LLC can be reached at 860-548-0802 or rich@fminnovations.com.

Jennifer Rossi of Siemens Building Technologies can be reached at 860-754-1293 or jennifer.rossi@siemens.com

MEMBER CONTACT CHANGES

Jeff Brasure of SimplexGrinnell can be reached at 860-438-3248 or jbrasure@simplexgrinnell.com

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Marty Scovill of Interstate Restoration can be reached at 860-987-7755 or mscovill@interstaterestoration.com

GREATER HARTFORD BOMA NEWS

Griffin Land completes a 304,200 square foot build-to-suit facility.

Tire Rack, Inc., a national distributor of performance tires and related products, opened its new warehouse and distribution center in September 2009. Developed and built by Griffin Land, the facility sits on 58 acres within New England Tradeport, at 100 International Drive in Windsor, CT.

Griffin Land has acquired 51 acres of land and the purchase of a 120,000 sf industrial warehouse in the Le-high Valley, PA area.

Atria, Inc. Wins Award

Atria, Inc., a 15 year old Connecticut based interior plantscape business has been awarded Platinum status in the Green Certification program from Green Earth-Green Plants. They are the first company, not only in the State of Connecticut, but nationwide, to achieve this award.

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**Winter Business Meeting and National Issues Conference
Washington, DC
February 1-4, 2010**



**Connecticut BOMAs Travel to D.C. for the BOMA International Winter
Business Meeting and National Issues Conference**

On February 1st, Greater Hartford BOMA's Past President, Ron Eddy of Griffin Land, and BAE Sharon Moran attended the Winter Business Meeting and National Issues Conference in Washington, D.C. with other BOMA members from throughout the country. Joining Ron and Sharon was Jodi Gutierrez, President of Southern Connecticut BOMA. Visits were made to the offices of Senator Joseph Lieberman and Congressmen Chris Murphy and John Larson. Issues that were discussed at those visits were leasehold depreciation (moving it back to 15 years from the 39 years that has now been enacted); not mandating federalized codes; and tax issues affecting the commercial real estate industry. A portion of each members' dues is sent to BOMA International so that International may continue to support those in Washington who will aid the commercial real estate industry.

President's message from page 1

July 12th – mark your calendar – Greater Hartford BOMA's annual golf outing at the Country Club of Avon. We're always open to new sponsors and golfers. If you'd like any information about the above, or would like information sent on how to become a member of our group, please contact Sharon Moran at smoran@ssmgt.com.

We're planning our first annual softball game with Greater Hartford BOMA, playing against Southern Connecticut BOMA. Flyers have been sent to our membership – the first nine to sign up get to go to bat for our team. Everyone else – bring your pom poms and cheer our team on to victory. Our planned date is July 29 so be sure to let Sharon know your interest in participation.

EER report deadlines have been extended until April 9th. This information can be invaluable to owners and managers. Online participation makes reporting easier than ever. Please take the time to add your information to the EER databank. BOMA International has also asked all local BOMAs to promote the BOMA 360 Program, a groundbreaking new program designed to validate and recognize commercial properties that demonstrate best practices in all major areas of building operations and management. A BOMA 360 Performance Building designates that a property is being managed to the highest standards of excellence.

Start thinking about the TOBY awards. You'll be receiving information shortly about who can enter their property and how to participate. We're planning on having a TOBY gala in 2010 and look forward to honoring our local buildings. Keep an eye out for further notices.

Karen

Emerging Professional Courses

The second series of the Emerging Professional Courses was a huge success. Over 15 'young' professionals attended the three courses. The Board of Directors are working on hosting three more courses this spring. Watch your mail for more information.

Thanks to those members who have given their time and experience to the 'young professionals' in the commercial real estate industry. If you are interested in teaching a course, please contact Sharon Moran at smoran@ssmgt.com.

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BOMA INTERNATIONAL NEWS

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EER-Experience Exchange Report

How Do You Achieve Peak Performance?

It's simple. The best-performing buildings in the industry participate in and depend on the revenue and benchmarking data found in the Experience Exchange Report[®] (EER[®]) from BOMA International and Kingsley Associates. Use our custom data analysis to improve your asset's performance. [Purchase the EER Now!](#)

Be a Top Performer and Share Your Data...It's Easy, Fast, and Free

- Any office building can provide 2009 year-end data.
- BOMA membership is NOT required.
- Step-by-step features allow you to complete the online form in about an hour!
- Submitting data is absolutely free—and as easy as 1-2-3.

All data is kept in strictest confidence and only market-level information is published.

Submit your data and you'll get...

- A FREE expense performance comparison on how your building compares to its peers in your market.
- Priority access to 2010 EER reports — and save 25% or more on all EER product purchases.

Recognition for BOMA's 360 Performance Program — EER participation is a pre-requisite for the 360 Performance Program[™]!

**Deadline: April 9, 2010 :
[Share Your Data Today!](#)**

Renew your dues for 2010.

Now, more than ever, you need to stay connected to Greater Hartford BOMA and BOMA International.

NOW AVAILABLE

[Office Buildings: Methods of Measurement and Calculating Rentable Area \(2010\)](#)

The new version of the BOMA office standard is now available for purchase and download from the [BOMA Store](#). The 2010 standard features a new Single Load Factor Method for measuring rentable area, is completely interactive, with expanded definitions and 45 full-color illustrations.

WHAT IS THE BOMA 360 PERFORMANCE PROGRAM?

The BOMA 360 Performance Program is an online self-assessment that evaluates

[six major areas of building operations and management](#)

and benchmarks a building's performance against industry standards. Applicants must achieve the required number of points to be recognized as a BOMA 360 Performance Building. Only occupied commercial office buildings and industrial buildings are eligible for the BOMA 360 Performance Program designation. Additionally, there are [four prerequisites](#) that must be met to apply for the designation. Applications for the BOMA 360 Performance Program may be submitted at any time during the year, with designations conferred quarterly.

There is an [application fee](#) that is tiered based on the property's total square footage. The designation requires renewal every 3 years. A nine-member, independent BOMA 360 Performance Program Council has been appointed to confer the designations, provide administrative oversight and to provide continuous review and updates to keep the program current with industry best practices and standards.