BOMA Capital Region
Building knowledge and solutions to increase workplace performance.

FALL 2013

CAPITAL HIGHLIGHTS

From the President

Fall traditionally is a busy season in our industry! Summer vacations have ended, the Saratoga Race season is over, children are back in the classroom, leaves have overrun the plush green golf courses… and back we go to the brass tacks of property management, facilities services, property development and ownership. Budgeting, tenant improvement projects, bookend HVAC projects, and contract negotiations have replaced the warm humid days of summer…



As these thoughts swirl through my mind, I want to take a moment to address an issue that is important to me and the organization I work for…thinking local.

Not all vendor contracts or work can be handled by local businesses. Many of our contracts can be handled by not only local businesses, but our very own CR BOMA vendors. This is not limited to just service contracts. Using local lending institutions, engineering firms, architectural firms, as well as property service providers helps support our local economy.

There are many decisions that go into negotiating contracts. Price, performance standards, scope, and service are a few elements that are considered when making a contract decision. My own work history has proven to me that local organizations provide benefits in each of the elements listed, especially service. We all fall against the sword of poor decisions/poor execution from time-to-time, but how we react to those decisions speaks more about us and our organizations. I encourage each of our members to consider using local, CR BOMA member contractors whenever possible.

I want to thank Jim Harris Jr. for his leadership of the Annual Golf Outing which was held for the first time at Saratoga National Golf Club in September. 108 golfers enjoyed

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Please Join Us for the 6th Annual Capital Region BOMA Awards Dinner



An Evening of Awards and TOBY Presentations!

December 5, 2013
The Desmond Hotel and Conference Center

Calendar of Events

November 13 . Member Meeting
Century House

December 5 ... 2013 Annual Awards Dinner
The Desmond

CRBOMA Information

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CRBOMA has joined Facebook!
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Congratulations to TOBY Award Winners

Fewer than 100,000 Square Feet
AngioDynamics Building, Latham

100,000-249,999 Square Feet
80 State Street, Albany

New Building of the Year
Delaware Avenue Health Park, Delmar

Come Back Building of the Year
59 Wolf Road, Albany

Real Estate Deal of the Year
Ellis Medical Arts Building, Schenectady

New Development of the Year
City Station, Troy

Property Manager of the Year
Jamie Margelot, Nigro Companies

Allied Member of the Year
Lanette Akerson, The Plant Doctor

Celebrating our 25th Silver Anniversary

CRBOMA is the premier Commercial Real Estate Industry Association of the Capital Region. The Annual Awards, to be held December 5 at the Desmond, has become the hallmark event of the year, celebrating excellence in the professional Real Estate Management field. Sponsorships are still available!

Program Committee Updates

November Monthly Meeting

Wednesday, November 13, Century House, 11:30 am–1:00 pm

Our next CR-BOMA meeting will be a lunch meeting at the Century House on Wednesday, November 13th.

Mario Pecoraro, CEO of Alliance Worldwide Investigative Group, will speak on the topic of employment background screenings, compliance and risk mitigation. His presentation will cover the following topics: Background Investigation Policy Implementation, Negligent Hire/EEOC/FCRA Compliance Employment Investigations – Internal, Employee Handbook Assistance (with Background Screening Policies), Termination Assistance and Support.

Please feel free to invite your human resources or hiring managers! Contact Nicolle Kaufmann at 518-694-5016 to register.

October Member Meeting Recap

Our October joint BOMA/IREM meeting at City Station in Troy had over 80 members and guests in attendance.



Following a welcome to Troy by Mayor Rosamilia, a panel discussed completed, planned and ongoing development projects in Troy. The panel included Thomas Keaney of Columbia Development, City of Troy Economic Development Coordinator Monica Kurzejeski, Claude Rounds of Rensselaer Polytechnic Institute and Michael Uccellini of the United Group of Companies.

The panel discussion highlighted the depth of recent development in Troy and the synergy produced when the public and private sectors share goals and work cooperatively.

BOMA Scores Big Wins at ICC Hearings

BOMA and its allies were successful in keeping unnecessary and extremely costly mandates on new and existing buildings out of the ICC codes. Victories included the defeat of:

- Retro-commissioning for energy and mechanical systems in existing buildings every five years
- Solar-ready provisions, including dedicated roof space, for all buildings
- Increased insulation levels for wall, floor, roof and windows
- Whole building air barrier testing
- Auto shut-off controls on 50 percent of electrical receptacles
- Inspection of existing building energy code compliance triggered by any permit application
- Renewal of building certificates of occupancy every five years
- Retroactive sprinkler system installation for all business occupancies over three stories and all existing hotels and motels
- Mold inspection and remediation of all existing buildings
- Radon abatement system installation triggered by renovation permits

BOMA also secured approval of proposals to keep prohibitively costly firefighter air breathing replenishment systems and building energy/mechanical system commissioning out of the body of the ICC codes.

Meet Our New Member: *Nathan Winch*

Vice President, Commercial Loan Officer of Kinderhook Bank.

Nate has been with the Bank for 20 years and grown with them over that time.



He is currently on the Executive committee and board of the Columbia County Chamber of Commerce, treasurer of the Reformed Dutch Church of Claverack, member and former President of the Chatham Lions Club, current President of the Capital Region Networking Group and associate member of NYSCAR, CIREB and NESCA. He is a proud member of the Columbia County Society for the Detection of Horse Thieves and the Columbia County Association in the City of New York. His career involvement also includes participation in the Risk Management Association. He previously served on the board of COARC, ICC Rider's Booster Club, Leadership Columbia County and the Family and Consumer Science Committee of Cornell Cooperative Extension. He coached for Northern Columbia Little League, Eastern NY Travel Baseball, St. John's CYO and AAU basketball.

Nate graduated from Hudson High School in 1986, received his Associate's Degree from Columbia-Greene Community College in 1988 and is a 1990 graduate of the University of Albany with a Bachelor's Degree in Communication and Minor in Business Administration. He also completed the BAI Graduate School of Executive Bank Management at Emory University in May of 2000.

He lives in Ghent with his wife Karen and daughter Sarah, who will be getting her Master's Degree in Public Health in May, 2013 from the University of Albany. His son, David, is a Junior attending Coastal Carolina University as a Professional Golf Management student through the School of Business.

We Are Excited to Announce Our Newest Category Emerging Professionals

A new and innovative way for students, who might be entertaining a future career in Real Estate Management, Architecture, Engineering, or any of their support services needed by Commercial Real Estate. Students can be mentored by the leaders in the Capital Region. We are excited about this new opportunity to draw in future leaders of the real estate industry while they are currently enrolled in local colleges.

In the near future, theses Emerging Professionals will be working in the real estate industry side by side with leaders like you, who do a great job at managing the Capital Region commercial real estate market.

Costs are nominal for becoming a member. However, if you would be interested in sponsoring a student or college to defray the expense for them, please let us know.

For further information please email Jim Grady at jgrady.tristate@verizon.net or Nicolle Kaufmann at crboma@caphill.com.

Julie Bashant
Jim Grady
Co-Chairs Membership Committee

PRESIDENT *(continued from Page 1)*

beautiful weather and great golfing conditions…all for a great cause.

Please keep in mind that our Annual Awards and Dinner will be held at The Desmond Hotel and Conference Center Thursday December 5th. This year's event promises to be exciting and well attended with a few minor tweaks…. be there!

Thank you all for your support of these two great events! I look forward to seeing each of you in December, and THINK LOCAL!!!

Sincerely,

Andy Grazulis
518.708.3956 / agrazulis@bblinc.com

2013 Capital Region BOMA Golf Outing
September 23, Saratoga National Golf Club



Thank you to our sponsors:

Major Tournament Sponsor -- Janitronics

Hole in One Sponsors -- BBL Management and Tri-State Building Facade Services

Beverage Cart Sponsor -- Accent Commercial Furniture, Inc.



















Fall 2014 Government Affairs Update

- **CR-BOMA Joins With Dozens of Organizations Around the State to Urge the Governor to Reform the Scaffold Law**

  Save the Date for the Scaffold Law Lobby Day on February 11, 2014 – more information will be forthcoming

- **Governor Cuomo Announces More Than $1 Billion in Contract Opportunities for Firms Looking to do Business With the State**
  "Opportunities Start Here!" Resource Guide is available to help businesses navigate through the many state agency and authority contracting opportunities. The guide provides valuable information for businesses, including compiled snapshots of more than 100 government agencies and authorities, staff contact information, and instructions on how businesses can get certified in New York State. It can be downloaded at www.nysmwbeforum.org/opportunities.

- **Sergio Paneque is appointed by Governor Cuomo as Chief Procurement Officer for the Office of General Services**
  He previously served as Chief Acquisition Officer for the City of New York at the Department of Citywide Administrative Services. Prior to coming to New York, Mr. Paneque served as the Director of Procurement and Real Estate Services Administration in Michigan's Department of Technology.

- **Governor Cuomo Details Improvements to New York's Workers' Compensation System That Cut Costs to Employers by 26% for 2014**
  A series of measures adopted earlier this year will reduce the cost to employers under the State's workers' compensation system by 26 percent in 2014, saving businesses and local governments $300 million in annual expenses. The Business Relief Act cuts the assessment to employers from 18.8 percent to 13.8 percent, the largest reduction since 1998, and provides a one-time workers' compensation assessment savings to all self-insured employers of approximately $500 million.

  The Business Relief Act achieves $800 million in savings by reducing the cost to operate the workers' compensation system, otherwise known as assessments, in two ways. Closing the Re-Opened Case Fund initially saves all New York State employers a $300 million annual assessment. In recent years, the cost of the Re-Opened Case Fund has grown exponentially while failing to serve its originally intended purpose. Closing the fund also reduces unnecessary litigation in the workers' compensation system, another cost savings for employers.

  Additionally, the Business Relief Act simplifies the antiquated, disjointed and overly complicated system used to calculate employer assessments. Unlike the old system, the new system charges all employers using the same methodology. As a result, self-insured employers in New York State, including most municipalities and school districts, will realize a one time savings in claim reserves of $500 million.

  Along with these cost-saving measures, the State has launched two other initiatives this year that will have a long-lasting positive impact on the system. In late June, New York began implementing the first phases of electronic reporting of injuries, known as eClaims. By March 2014, insurers and third party administrators will submit injury information electronically, instead of on paper. More claim information will be available, with benefits paid faster and reduced friction costs for employers.

  Finally, the Workers' Compensation Board is now beginning a comprehensive project known as "business process re-engineering" to evaluate and re-imagine the State's workers' compensation system. More information is available at http://www.wcb.ny.gov/BPR/BPR_overview.jsp

Introducing… BOMA TV!

BOMA International is pleased to introduce BOMA TV, a brand new internet channel featuring all of BOMA's online video content. Catch up with BOMA leadership via our new vlog, watch footage from our annual conference, learn about BOMA's newest initiatives and more… all in one place!

View the latest videos now at **videos.boma.org** and check back regularly for updated content!



BOMA...EVERY OPPORTUNITY TO SUCCEED

Join Now for 2014 and Receive the Remainder of 2013 FREE*!

*Effective October 1, 2013 – December 31, 2013

BOMA- Your #1 Solutions Provider

Membership in BOMA International is vital to your professional success and your company's well-being. As the industry's number one business solutions provider and support network, BOMA provides a tremendous return on your dues dollar investment.

Networking and Solutions Provider

- Immediate access to a valuable **network of owners and managers of all commercial property types**
- New social networking forums and a wealth of online resources
- BOMA's **online Bookstore and Buyers Guide** for timely publications and network of suppliers

Advocacy and Codes

- Legislative victories that save the industry nearly $3.6 billion
- Aggressive building codes programs that save the industry over $7 billion

Research and Standards

- BOMA's ***Experience Exchange Report* (EER)®,** benchmarking tool
- **New floor measurement standards** for gross area, retail facilities, and multi-unit residential buildings
- BOMA 360®Program for best practices in building management

Education and Training

- Foundations of Real Estate Management® courses
- BOMA Energy Efficiency Program (BEEP)®
- Sustainable Operations Series (SOS)
- The Every Building Show and Conference ®
- Annual Medical Office Buildings and Healthcare Facilities

Information, Publications and Recognition

- Delivering the latest industry news through *The BOMA Magazine*, **e-News** and the **BOMA/Kingsley Report**
- Opportunities to distinguish yourself from your competition, The Outstanding Building of The Year (TOBY®) awards program.

BOMA International

Learn more at www.boma.org

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