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

SPRING 2014

CAPITAL HIGHLIGHTS

From the President

After a long cold winter in the Capital Region, we are due for some seasonable weather…that will renew our landscape and bring back the green grass of summer….

As the weather changes, so do our priorities as property managers and building owners. We begin to focus on exterior building projects and renovations. As these start to command our attention, we tend to lose focus on two very important areas of our business – our tenants, and our very own employees.



Andy Grazulis

Tenants should always be kept in the front of our minds. Tenants conduct business in our buildings, pay rent and are the core of building ownership. These individuals are the ones that need to be most satisfied by their leasing experience. I often convey to my team that there are two areas of focus for our business: Tenant satisfaction and increasing owner equity. If we are not focused on these two areas, we are missing the basic ingredients for success. Listen to what your tenants are saying about their experiences in your buildings. Conduct surveys or chat sessions to get real feedback that is actionable.

Secondly, we tend to put our employees needs in the back seat during this time of the year. Building and growing teams is not just about compensation. It is about empowering your team to make good decisions, giving them tools to succeed in their area of expertise. Whether you are managing engineers, property managers, or salespeople - we all grow through learning and experience. BOMA offers training and certification through BOMI. These classes are ideal for Property Managers and Property Directors looking to add solid training to their overall skill sets. Engineers can also take advantage of local programs that offer training in HVAC, electrical and plumbing skills. Invest in your teams, as it will pay dividends in the future.

Enjoy the coming days of spring, and remember to have a plan that invests in your tenants satisfaction and your employees growth.

Sincerely,

Andy Grazulis
518.708.3956
agrazulis@bblinc.com

2014 Board of Directors

Approved at Member Meeting, January 15, 2014

President
Andrew Grazulis
Healthcare Trust of America, Inc.

Vice President
Don Harris
Picotte Companies

Secretary
Joel Burtman
Riverview

Treasurer
Jim Harris, Jr.
Janitronics Facility Services

Past President
Gordon Furlani
CBRE-Albany

Directors
Jim Grady
Tri-State High Rise Services

Janet Kaplan
Swyer Companies

Sharon Kelley
United Realty Management

Nancy Koller
Carrow

Aimee Lang
John W. Danforth Company

Jamie Margelot
Nigro Companies

Eric McShane
NYS Office of General Services

Calendar of Events

April 16 .... Monthly Meeting at the Century House: Installation of a Green Roof

May 21 .... Retro-Commissioning

CRBOMA Information

1450 Western Avenue, Suite 101
Albany, NY 12203
Phone: 518-694-5016 Fax: 518-463-8656
Email: crboma@caphill.com
Website: www.boma-albany.com

Contact: Meghan McGrath, BAE

Find us on facebook

Join us on LinkedIn

CRBOMA Board of Directors

Andy Grazulis
President

Don Harris, CRM
Vice President

James Harris, Jr., RPA
Treasurer

James Burtman
Secretary

Gordon Furlani
Past President

James Grady
Director

Janet Kaplan
Director

Sharon Kelly
Director

Nancy Koller
Director

Aimee Lang
Director

Jamie Margelot
Director

Eric McShane
Director

Meet the Board: Janet Kaplan

Janet Kaplan is Vice President, Real Estate for Swyer Companies,



She is responsible for leasing and marketing of Stuyvesant Plaza and Executive Park in Guilderland and 80 State Street and 97 Central Avenue in Albany. She was an attorney in private practice in Albany prior to working for Swyer Companies.

Janet graduated from Russell Sage College and Albany Law School. Previously, she has served on the Boards of Directors of The Downtown Albany Business Improvement District, The Albany County Convention and Visitors' Bureau, the Guilderland Chamber of Commerce and the Capital District Women's Bar Association.



Capital Region BOMA Annual Meeting Recap

Capital Region BOMA held its Annual Meeting on Wednesday, January 15 at Wolferts Roost in Albany.

Albany Mayor Kathy Sheehan provided remarks to attendees about her future vision for Albany. Additionally, members of CRBOMA voted on and approved the Slate of Officers for 2014.



Mayor Kathy Sheehan

Welcome to Our Newest Members!

Cory M. Tyksinski, NAI Platform

Lisa Scott, SEFCU

Gregory Anderson, The Anderson Group LLC

Matt Rushton, The Brickman Group

Raymond Walker, Rayben Enterprises, Inc.

John Gebhardt, Schaap Moving Systems

Dan Savage, Securitas Security Services

Paul Rosamilia, Tyco Integrated Security

Carl Zeh, Van-Hook Service Company

Here is a special look at two of our new members….

Dan Savage
Securitas Security Services, USA

Dan Savage is the Area Vice President for Securitas Security Services USA, Inc. Securitas USA's core business has always been uniform guarding services. With advancements in technology and a changing security environment, they now offer Integrated Guarding to enhance their traditional security services. Securitas' service offerings currently include but are not limited to; specialized guarding, mobile security services, monitoring, and consulting and investigations.



Dan has been with Securitas USA since January of 1998 and has had multiple promotions over the years. He is responsible for seven branch office teams across Upstate New York employing nearly 2,000 Security Officers, making them the most locally focused security company. Each branch office manages their own portfolio of clients for security services. Dan is also an active member of ASIS International where he serves as the Assistant Regional Vice President for Region 5E.

Dan resides with his family in the Capital District. His two children keep him busy with their various activities and involvements. Dan spends time volunteering at his church as well. He is looking forward to the benefits of BOMA through networking and educational opportunities.

Matt Rushton
The Brickman Group

Brickman is a national owned locally ran provider of landscape services, which cultivates long term customer relationships. Through the Albany branch, they have been serving the Capital region for more than a decade and pride themselves on being the most efficient provider and delivering the highest level of quality and service. Brickman nurtures a culture of trust, honesty and respect, and strives to be a learning organization that works to constantly improve thus can be seen in their training programs that all of their staff enjoy though out the winters months in between Snow Storms.



Brickman is located in the heart of Schenectady and has over 60 returning seasonal staff from this area as well as over 15 fulltime staff that enjoy full benefits and a great working environment. In the summer months they have over 12 fulltime crews. You may have seen them around the area in the brown and tan trucks, which were the colors that Theodore Brickman had on his first truck in 1939. Brickman is still owned by the Brickman Family and his grandson Scott is still involved in the day to day running of this company.

Matt looks forward to growing Brickman local image in the Capital Region and appreciates this opportunity to be a part of BOMA.

Committee Updates

Program Committee Updates

The topic for the March meeting was "Real Estate Market Trends in the Capital Region". Felton McLaughlin with NAI Platform, Dan Simpson with CBRE and Lee Carman with Kinderhook Bank participated in a panel discussion providing their insight from both the banking and commercial real estate perspectives.

In April, John Morelli from OGS will do a presentation on the installation of a green roof at 44 Holland. He will share his experience on the project and his thoughts on the benefits of installing a vegetative roof.

In May, Mark Bagdon from Novus Engineering will talk about the importance of re-commissioning existing buildings.

TOBYs/Annual Awards Committee Update

SAVE THE DATE!! This year's TOBY Awards will be on Thursday, December 4, 2014 at the Desmond. Make sure to look for sponsorship materials and nomination forms soon!!

We would like to invite YOU to join our committee. We have already started to meet for this year's TOBY Awards. Don't worry though; it is not too late to join. Have fun while planning our biggest event of the year! Please contact us at crboma@caphill.com to learn more.

By-laws Update

As our membership grows and CR BOMA continues to thrive, we continue to review our current by-laws for improvement and modifications to ensure a successful organization. As you know, we made changes to our Membership structure in 2013. These changes included adding industrial, mixed-use, and retail real estate as additional categories of real estate in our mission. It also included adding new membership categories: Professional, Emerging Professional, and Student. These new categories will allow CR BOMA to provide benefits and services to even more members. In 2014, we intend to present additional updates and changes to the By-Laws and encourage all members to provide feedback on these proposals.

Thank you,

Sharon Kelley, By-Law Committee Chair

Join a CRBOMA Committee!

Interested in becoming more active in CRBOMA? Join a CRBOMA Committee. Committees include:

- Communications/Marketing
- Education
- Golf Outing
- Government Affairs
- Membership
- Programming
- TOBYs/Annual Awards

Email crboma@caphill.com or call 518-694-5016 for more information.

BOMA Membership Has Its Benefits

BOMA International has negotiated exclusive discounts and rebates for BOMA members with several national companies to provide you with significant savings on products and services for your business. These member benefits are just one more reason why BOMA membership is all about return on investment. Enjoy savings on:

- **Building and construction materials** with **The Home Depot** rebate incentive program, which offers a 2 percent annual rebate on qualifying pre-tax purchases;
- **Shipping services** through **UPS**, including everything from Next Day Air® to UPS Freight®;
- **Vehicle rentals** from **Hertz**, which provides members with year-round discounts on daily, weekly, weekend and monthly rentals both in the U.S. and worldwide;
- **Office supplies** from **OfficeMax**, which offers substantial discounts on the manufacturer's list price of your most frequently purchased items;
- **Business products**, including printers, desktops, notebooks, tablets and servers, from **Hewlett Packard** and **Lenovo**;
- **Payment processing** through **TSYS Merchant Solutions**;
- ...and more!

Make the most of your BOMA membership and start saving now! To take advantage of these great programs, simply log into the BOMA International website and visit our **Member Benefit Programs** page.

Capital Region BOMA Education

CRBOMA's Latest Class Offering

CRBOMA recently held The Design, Operation, and Maintenance of Building Systems Part II. It was taught by Ms. Susan Welt, PE, MPH, the three day course was held in our CRBOMA office.

Education Chair, Jamie Margelot, looks forward to holding another class early this fall. Please contact BOMA if you or your colleagues are interested.

A Note from our latest BOMI Education Instructor, Ms. Susan Welt, P.E., MPH

The Building Owners and Managers Association (BOMA) New York (Capital Region) believes in providing continuous education opportunities for its members and the community. Whether it be via the BOMI designated courses, seminars, panel discussions, or any other knowledge-based transfer opportunities, BOMI provides the tools to get ahead. Studies have shown that getting certified not only can improve your salary by up to 10% but can give you more credibility and confidence amongst your peers and employers.

The BOMI courses are tailored to meet your education schedule and needs. Courses can be taken in any order, and you can choose from in-class study, or home study and special accelerated courses available through BOMA/NY and BOMI. As shown on our website, www.boma-albany.com, these courses are given throughout the year and are taught by experienced and knowledgeable local practitioners.

Meet Ms. Susan Welt, P.E., MPH

Susan Welt, MPH, PE is a senior environmental engineer with Geosyntec Consultants. She is also a Fellow of the Centers for Disease Control and Prevention Environmental Public Health Leadership Institute. With almost 15 years of experience, Ms. Welt has extensive experience in design engineering, stakeholder negotiations, and management of complex environmental projects. She has participated in the dispute resolution process to ensure that responsible parties implement the appropriate measures to reduce exposures from the soil vapor intrusion pathway and impacted groundwater. She has also developed and implemented many forums for discussing the status and rationale for environmental work and the associated human health and environmental risks.



Ms. Welt is a recognized expert in the field of sub surface vapor intrusion to indoor air, having evaluated and mitigated vapor intrusion at hundreds of major industrial, commercial, and residential sites across the United States and overseas. She is also an experienced manager of soil, groundwater, and sediment investigation and remediation projects at industrial sites, former manufactured gas plants, and Department of Defense sites.

Ms. Welt has authored numerous papers and given presentations on a variety of topics including vapor intrusion sampling, assessment, and mitigation techniques; risk based management of contaminated sediments; and in situ remedial methods for contaminated sediments and soils. In addition, she served as a peer reviewer of an Agency for Toxic Substances and Disease Registry draft risk management analysis document regarding leaking munitions.

Designations You Can Obtain Through BOMI International

- Real Property Administrator—Ideal for those who manage a single building or a portfolio of real estate assets with emphasis on building systems, risk management, brokerage, and enhancing overall financial performance of the asset.
- Facilities Management Administrator—Ideal for those who manage a facility from the user's prospective, either as a tenant or an owner of the facility, where you are responsible for the care, comfort, and productivity of your employees by maintaining building systems, technology, furniture systems, and daily maintenance.
- Systems Maintenance Administrator—Ideal for those who manage the people who run building systems. SMAs ensure that the building systems run efficiently, both from an energy use and tenant comfort standpoint, as well maintain all aspects of a building or facility, including HVAC, electrical systems, plumbing, and hardware.
- Systems Maintenance Technician—Ideal for those who operate and maintain major building systems such as HVAC, electrical, and plumbing.

Capital Region BOMA Annual Awards Recap

December 5, 2013 The Desmond

Congratulations to Our 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

Thank you to our sponsors

Platinum
BBL Construction Services

Carrow Real Estate Services, LLC

Janitronics Facility Services

ServiceMaster Restore

Swyer Companies

Tri-State Building Facade Services

Turner Construction Company

United Group of Companies

Cocktail Hour Sponsor

ATSCO Products

Gold
Accent Commercial Furniture

Albany Elevator

Arthur J. Gallagher & Co

First Columbia Property Services, LLC

National Grid

The Plant Doctor, LLC

Tougher Industries Enterprises, LLC

The Walters Company Air Conditioning, Inc.

Silver
Building Care Systems, Inc.

Capitol Hill Management Services

Global Property Management, LLC

Sign Studio

Bronze
Waste Management











