

PROGRESS

THE NEWSLETTER OF THE BUILDING OWNERS & MANAGERS ASSOCIATION OF NEW JERSEY

FOUR BOMA NJ PROPERTIES *receive* REGIONAL WINS

BOMA NJ is honored to announce that four 2013 BOMA-NJ TOBY Award winners received the Regional 2014 MAC TOBY Award on April 1st. This prestigious award was given to 999 Riverview Drive, managed by Mack-Cali Realty Corp. in the Under 100,000 Square Foot Office Building Category; Carnegie Center, Princeton, NJ, managed by Boston Properties in the Suburban Office Park (Mid Rise Division) Category; Raritan Business Center, Edison, NJ, managed by Federal Business Centers in the Industrial Park Category; and 22 Sylvan Way, Parsippany, NJ, managed by Wyndham Worldwide/Premier Facility Services in the Corporate Facility Category.



22 Sylvan Way also received the MAC Grand TOBY for obtaining the highest total points overall!

BOMA Boston hosted the 2014 Middle Atlantic Conference (MAC) on Sunday, March 30th-Tuesday April 1st bringing together real estate professionals from 16 different BOMA Locals that have a combined membership of over 3,500 individuals. The conference included an opening night reception, keynote presentations, industry updates and the Regional TOBY Awards Dinner and Banquet.

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BOMA NJ CHAPTER MISSION STATEMENT
The Building Owners & Managers Association of New Jersey shall promote the interests of those engaged in ownership and/or operation of real property through leadership, advocacy, research, education, information and professional development.

FROM THE PRESIDENT

I would like to first take this opportunity on behalf of the 2014 BOMA NJ Board of Directors to thank you for your support and confidence in electing us to your Board and welcome back our returning Board Members:



Robin-Ann Juron, President

Harold Campbell, Harold Campbell Real Estate LLC, Vice President; Mike Donohue, Mountain Development, Treasurer; Debbie Sparks, Columbia Property Trust LLC, Secretary; Bill Toland, Federal Business Centers, Director; Erika Morasco Toscani, Transwestern, Director.

For those of you who do not know me, I have been a member of BOMA NJ since 1998, serving on various committees including chairing Program and Seminars, Legislative, Energy & Environmental, and Membership. I have served as a Board member since 2008, serving as Secretary 2010-2011 and your Vice President 2012-2013. Currently a Senior Property Manager with Bergman Realty Corp., I am responsible for the in-house property management for our Central and Southern NJ office properties. I was honored to win BOMA-NJ's first Industrial TOBY in 2001.

And now, allow me to introduce our newest Board members (Directors):

Dana Getz, Jones Lang Lasalle; Amanda Zega-Greco, Mack-Cali; Patricia Giannacio, Hilton Realty; Phil Desmond, Fania Roofing our Allied Representative to the Board.

We have an exciting year ahead with some new committee assignments as noted on page 23. We are looking for your input and involvement, so please contact one of the Board members or Dolores to volunteer.

Your Board has already been working hard. Harold Campbell, Dolores Bocian, and I attended BOMA-International's Winter Business Meeting in Washington, DC in February. We were able to meet members from BOMA locals from Hawaii to Alaska! Meeting our counterparts and discussing what issues are relevant to us all, as well as geographic specific, learning about BOMA's-Political Action Committee (PAC) advocacies and issues affecting the global real estate industry was an amazing experience.

We recently attended the Middle Atlantic Region's Annual Conference in Boston. The BOMA-NJ members attendance was fantastic. We are proud to say that four BOMA-NJ submissions won regional TOBY Awards:

- Federal Business Centers
- Mack Cali
- Wyndham Worldwide/
Premier Facility Services
- Boston Properties

Congratulations to all the winners and we thank all NJ members who participated with submissions or judging.

Our Allied Event committee has been hard at work. In April, BOMA-NJ celebrates our 30th Anniversary with a twist to our usual Monte Carlo Night. Our themed anniversary celebration will again be at the Birchwood Manor in Whippany on Friday, April 11th. We know this will be a grand event.

In closing, I would like to thank Ron DeBiase, our out-going President, for leaving his seat warm and our BOMA in such great shape! And we also wish the best of luck to Allison Berg, our former Allied Representative who made such huge contributions to our organization. Allison will be heading back to Colorado this summer.

As a reminder, BOMA-NJ and I want

to hear from you so please email me your suggestions and comments to presidentbomanj@optimum.net. We will read your emails and give your comments and ideas careful consideration.

Our success is directly attributable to the dedication of the membership – our members are our partners and mentors and friends.

Thank you,



Robin-Ann Juron was crowned BOMA-NJ President in January.

MAC 2014

continued from page 1

REGIONAL TOBY AWARDS

Under 100,000 Square Foot Office Building

999 Riverview Drive
Managed by Mack-Cali Realty Corp.



999 Riverview Drive is a 3-story, 56,000 square foot office building located with direct access to I-80, I-287 and Route 23 and 46. The building features a main lobby of granite floors and walls, a 3-story glass atrium stairwell, 2 recently renovated passenger elevators and an upgraded energy management system.

Suburban Office Park Mid Rise Division

Carnegie Center, Princeton, NJ
Managed by Boston Properties



Located on a 560-acre site along the Route 1 corridor, Carnegie Center enjoys a prime location between New York and Philadelphia, and offers ease of access via auto, bus or train. This suburban office park contains 19-single and multi-tenant Class A office buildings, totaling 2.3 million square feet, a Hyatt Regency hotel and Bright Horizons day care facility.

The existing office buildings vary in height from 1-6 stories and range in size from 47,000-234,000 rentable square feet. The master plan focuses on creating a work and play environment that offers both cultural and athletic activities to enhance tenant's personal, as well as professional lives. Carnegie Center includes many amenities not typically found in other office parks including: 5 corporate facilities; 3 conference rooms and 1 large seminar room that are available to all Carnegie Center

tenants, free of charge; along with outdoor seating on terraces and patios. Some of the athletic facilities within the park include: a full court basketball court; volleyball court; and bocce courts; in addition to a fitness center. The property is also highlighted by an amphitheater, gazebos, sculptures and water features, as well as magnificently landscaped gardens.

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Industrial Park

Raritan Business Center, Edison, NJ
Managed by Federal Business Centers



Raritan Center is a master-planned, mixed-use business park where Federal Business Centers owns and manages 60 buildings with nearly 8 million square feet, all of which are located in a Foreign Trade Zone. Its design is spacious and attractive with wide roads, generous front yard setbacks, and campus-like landscaping throughout. The park is strategically located in the heart of central New Jersey — in the townships of Edison and Woodbridge. It is located immediately adjacent to Exit 10 of the New Jersey Turnpike, at the crossroads of Interstate 287/440, the Garden State Parkway, and US Routes 1 and 9. Port Newark



Marine Terminal and Newark Liberty International Airport are within 20 miles of Raritan Center. The buildings are constructed with the highest quality materials and workmanship. Each building has individual exterior signage, door side parking, and direct 24-hour access through private entrances. Business amenities include restaurants, hotels, and banks, along



with regional shipping centers for FedEx Express, United Parcel Service, FedEx Ground, and the United States Post Office. Raritan Center also offers childcare, healthcare, a sports park, and a fitness center. Passenger rail service is provided by New Jersey Transit and Amtrak. Freight rail service is provided by CSX, Conrail, Norfolk Southern, and Raritan Central Railway. A commuter bus line runs through the park.

22 Sylvan Way, Parsippany, NJ
Managed by Wyndham Worldwide/
Premier Facility Services

Corporate Facility

Comprised of 250,000 square feet of Class A office space, 22 Sylvan Way features a flexible high-performance work environment. The property was certified USGBC LEED SILVER in 2010 for energy use, lighting, water and material use, as well as a variety of other sustainable strategies including the use of recycled materials for carpets and furniture and has an Energy Star rating of 89.



The building, owned by Mack-Cali Realty Corp. is 100% occupied by tenant Wyndham Worldwide and features a white roof; 200-ton cooling tower; high-efficiency rooftop HVAC units; and a state-of-the-art security system. The property offers its employees a vast variety of superior on-site amenities and services, including: a Credit Union; full-scale cafeteria and catering; a Nurse Practitioner; and a company store featuring dry cleaning; concierge; a fitness center; shoe shine/repair; and an eco-friendly car wash service.



22 Sylvan Way was also the recipient of BOMA NJ's 2013 BOMA NJ Grand TOBY and the 2014 MAC Grand TOBY Award for the overall highest score.

Congratulations to all our winners and best wishes at the upcoming BOMA International TOBY Awards in June.

C O M I N G S O O N
BOMA NJ TOBY 2014

Does your building have what it takes to be a TOBY winner?
Look out for important information coming your way soon.
Submissions begin in May.

SAVE THE DATE
BOMA NJ ANNUAL GOLF OUTING
Monday, August 4, 2014
Fiddlers Elbow Country Club



BOMA NJ...

would like to thank Ronald D. DeBiasse, Sr. for his service as President of BOMA NJ. Under his distinguished leadership from 2011 to 2013, BOMA NJ has reached new heights as the state's leading organization in commercial property management.

Mr. DeBiasse, Sr. brought with him over 30 years experience in Facility, Property and Asset Management to his position on the association's board. He previously served as Secretary & Treasurer of BOMA NJ where he also chaired the Legislative Alert Committee. Mr. DeBiasse, Sr. was honored for his tenure as President at the January 2014 BOMA NJ meeting at the Newark Club.

Ronald DeBiasse, Sr. is the Managing Director of Lone Eagle Management, a client-focused Real Estate Management firm located in Florham Park, NJ.



Ron DeBiasse was honored for his tenure at the January BOMA NJ meeting.



BOMA NJ SUPPORTS THE NEW JERSEY 2014 SPECIAL OLYMPIC GAMES

BOMA NJ is proud to be a Silver Medal Corp Sponsor of the Special Olympics NJ. The Special Olympics NJ is hosting the National Summer Games occurring May 30-June 1, 2014 at The College of New Jersey in Ewing, NJ. The Special Olympics is the world's largest sports organization for children and adults with intellectual disabilities, providing year-round training and competitions to more than 4.2 million athletes in 170 countries. We are encouraging members to volunteer in the various Olympic events. BOMA NJ is honored to support this great organization and its mission.

BOMA NJ's Philanthropic Task Force led by Marie Cunningham and Harold Campbell, invite you to attend the Opening Ceremonies with fellow BOMA NJ members on Friday, May 30, 2014 at 7:30 PM. We are meeting at Lion's Stadium at The College of New Jersey. For more information on this event and for information on how you can volunteer, please visit bomanj.org.



BOMA NJ Announces the



PRESIDENT
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Bergman Real Estate Group



VICE PRESIDENT
Harold Campbell, RPA, SMA
Campbell Real Estate Management



SECRETARY
Deborah Sparks, RPA, LEED AP
Columbia Property Trust, LLC



TREASURER
Michael Donohue, RPA
Mountain Development



IMMEDIATE PAST PRESIDENT
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Lone Eagle Management

2014 Officers & Directors



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Erika Morasco Toscani
Transwestern



ALLIED REPRESENTATIVE
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Fania Roofing Company



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Bill Toland, RPA, SMA
Federal Business Centers



DIRECTOR
Dana Getz
Jones, Lang, LaSalle



DIRECTOR
Patricia Giannacio
Hilton Realty Co.



DIRECTOR
Amanda Zega-Greco
Mack-Cali Realty Corp.

What You DON'T KNOW about ADA Could Cost You



**BY JASON STORIPAN
FISHER & PHILLIPS**

Imagine you manage a historical building for the owner. Though primarily residential, it has commercial retail space on the first floor. One day, a patron comes upon the stores and restaurants and decides he wants to go in and use the goods and services. The potential patron is disabled. If he never enters, can this situation create legal trouble for the owners and operators of the stores and restaurants, as well as the building owner? The short answer is yes.

Under the Americans with Disabilities Act (ADA), a disabled person can sue places of public accommodation for failing to be ADA compliant. The person technically never has to enter the location, and yet he may be able to sue to demand renovations be made. Ultimately, it can be a very expensive problem and one that building owners and managers must be aware of.

The ADA and Title III

The ADA contains five titles that touch upon significant parts of everyday life. This article covers Title III, which prohibits public accommodations, generally all businesses and nonprofits open to the public, from discriminating against or denying the full use of “goods, services, facilities, privileges, advantages or accommodations” to a disabled person. Title III also requires public accommodations remove all “physical barriers” to disabled persons whenever it is “readily achievable” to do so. In other words, Title III requires public accommodations modify facilities, so disabled patrons, guests and members of the public can use them. The goal is to ensure that public accommodations provide essentially the same access to disabled individuals as to non-disabled individuals. Title III is not a building code; it requires more than simply ensuring the location meets certain building requirements. Depending on the circumstances, it may require fixtures be moved or changed to ensure disabled persons can use the services.

PROPERTY MANAGEMENT

WRITTEN BY CONTRIBUTING ALLIED SERVICE PARTNERS

The scope of a covered person's legal duty to remove physical barriers is determined by the building's construction date. Title III requires that newly constructed facilities, scheduled for first occupancy after January 26, 1993, must be readily accessible to and usable by individuals with disabilities, to the extent that it is not structurally impracticable. On the other hand, if the building was constructed and occupied before January 26, 1993, the owner/operator must make changes to improve access that are "readily achievable." Despite the commonly held belief otherwise, there is no "grandfather" clause for very old buildings, and Title III covers all public accommodations.

"Readily achievable" means "easily accomplishable and able to be carried out without much difficulty or expense." Determining whether a renovation is "readily achievable" involves the consideration of multiple factors, including the overall financial resources of the covered parties, and is determined case-by-case. The obligation to make "readily achievable" modifications is continuing: something that may not be "readily achievable" today may later be required if there is a change in circumstances or technology making it possible.

The Department of Justice's revised guidelines, issued in 2010, provide for a similar compliance timetable. Compliance with the new standards for existing structures is not required until renovations are made if renovations were started prior to March 15, 2012. In addition, there is no requirement to bring existing structures into compliance with the 2010 guidelines if they were in compliance with the 1991 guidelines, until they are renovated.

What Does This Have To Do With Me?

Why is this information important to you? As with most issues involving the law, lurking behind every customer who walks in the door is a possible lawsuit. There are several reasons why the likelihood of these lawsuits will only increase over the next few years. First, the 2010 guidelines are still new and not every location is required to be in compliance with them yet. As these locations are renovated, they must be made compliant

with the stricter requirements, which likely will lead to more lawsuits. Second, disabled persons continue to live more independently and participate in their communities. They and their families want to patronize businesses that accommodate disabled customers. Third, as the baby boomers continue to age, the demand for environments that meet their changing physical needs will increase, leading to more people covered by the ADA.

How Do I Avoid Litigation?

In light of the growing number of Title III lawsuits, a common question for building owners is, "what can be done to avoid litigation?" The best defense is to ensure a facility is in compliance with the ADA, state and local laws, and all building codes during construction or renovation. Another approach is to consult with legal and/or accessibility consultants to identify existing access barriers, and create and implement the appropriate remediation plan. This will help deter potential lawsuits and make any renovations undertaken easier. Voluntary renovations can be done at the owner's or operator's pace and likely for less cost than when done under a court order. Finally, employers need to amend their personnel policies to direct employees to provide necessary assistance to disabled patrons, and train employees on how to assist disabled customers.

In the event a facility becomes the subject of a lawsuit, the owner should immediately report the claim to its insurance carrier. Qualified counsel should be retained as soon as possible so an appropriate litigation and remediation plan can be developed. Nonetheless, as with the prevention of most discrimination-based lawsuits, taking appropriate preventive measures is the best defense against Title III lawsuits and, at the same time, may serve to encourage or create a new customer base.

Jason Storipan is an associate in the New Jersey office of Fisher & Phillips. His practice involves representing employers in all types of labor and employment disputes and assisting and advising clients in pre-litigation matters.

If you are an Allied Service Partner and would like to share your area of expertise with the BOMA NJ membership, please submit your non-advertising article for consideration to BOMA-NJ@optimum.net

COURSE SCHEDULE

We had a very snowy Winter and we unfortunately had to cancel many classes. With that behind us, Spring is here and classes have resumed!

ALL Classes will be held at the Oracle Building @ 150 Smith Road, Parsippany

RPA

Budgeting & Accounting

Tuesday Nights 6-9 pm
Start: May, 2014
End: June, 2014

SMA

Building Design & Maintenance

Monday Nights 6-8:30 pm
Start: May, 2014
End: June, 2014

Hard work and dedication goes a long way in BOMA NJ. We would like to acknowledge and thank the following individuals:

PROGRAMS & LEGISLATIVE COMMITTEES

Programs: Allison Berg, Amanda Ferdinando, Andy Diamond, Bob Kupsch, Charles Digisco, Dana Getz, Dolores A. Bocian, Jeff Pielli, Jose Hernandez, Michael Donohue, Robin-Ann Juron, Sylvia Hanusiewicz, Tony Horvath, Amelia Anastasia.



Legislative: Deborah Sparks, Dominick Pico, Michael Donohue, Paul McGrath, Robin Juron, Ron DeBiasse, Steve Olivetti, and Thomas Furey.

ENERGY & ENVIRONMENTAL COMMITTEE

Gary Oravsky, Bill Toland, David Indursky, Jeff Grant, Joe Tobia, Joe Spinella, Oscar Diaz, Robert Macksoud, Steve Olivetti, Steven Bergman, and Thomas Furey.



2014 EDUCATION DIVISION

Executive Board Liaison:

Robin-Ann Juron,, Bergman Real Estate Group
(732) 855-8600

BOMI COURSES:

Board Liaison:

Erika Morasco Toscani, Transwestern
(973) 947-9200

foundations

OF REAL ESTATE MANAGEMENT

Congratulations to the recent graduates of the BOMI “Foundations of Real Estate Management” class. As stated on the BOMA.ORG Website: The Foundations course is a soup-to-nuts, 5-module, 28-hour entry-level course, covering the fundamentals of commercial real estate administration, management, building systems, accounting and reporting, contract management and more. It includes classroom instruction from seasoned professionals, reinforced by behind-the-scenes tours of outstanding buildings. It has live, in-person training with small class sizes to facilitate learning, discussion and team activities. Benefits include instruction, peer networking, property tours and a comprehensive course manual that is easy to read and a valuable resource back on the job.

The course delivers a curriculum that is regularly updated, ensuring the latest, most accurate information. It minimizes time out of the office with convenient scheduling over several days or weeks.

At the January and February meetings, BOMA NJ recognized the following graduates for their achievement:

Nicole Langlois of Federal Business Centers
 Dotty Bradbrook of Wyndham Worldwide
 Eleonara Lawrence of Mack-Cali Realty Corp.
 Melissa Doughty of Wyndham Worldwide
 Domingo Perez of Matrix
 Kara Barker of Columbia Property Trust
 Amy Uken of Columbia Property Trust
 Sussan Menichelli BPG Management Co.
 Patricia Stanton of Transwestern
 Keesha Jenkins of Prologis
 Vitina Varone of Prologis
 Michael Novak of Federal Business Centers



FISCAL YEAR 2015 THE PROPOSED BUDGET IS IN

On Tuesday, February 25, Governor Christie unveiled a budget proposal for Fiscal Year 2015. The proposed state spending plan is Governor Christie's fifth budget, and would break two state records. The \$34.45 billion budget would represent the largest in New Jersey's history, a 4.2 percent increase over last year's budget, and also includes a record \$2.25 billion payment to the state's public employee pension system.

BY SCOTT WASSERMAN, THE MARCUS GROUP, INC.

Speaking about the proposed budget and the large pension payment, Governor Christie said: "We have made investments in this budget, but they are constrained. We have provided for some key investments this year, but as time goes on, pension payments will take a larger and larger share of the budget."

Governor Christie took the opportunity during his budget address to issue a warning to the state of New Jersey about the risk of an underfunded pension system, using the Detroit's bankruptcy as a cautionary tale. To further illustrate what he considers a "looming crisis," Governor Christie stated that 94 percent of the increased spending between FY2014 and FY 2015 is taken up by pensions, health benefits and debt.

The Governor's comments on the state's pension system were widely panned by Democratic leaders and union officials. Responding to comments from Governor Christie on pension reform, Senate President Sweeney (D-3) stated: "We're not doing it.

We made a commitment. We're not breaking the commitment. If we stay the course, the pension system will be fine - it's not going to bankrupt us. What's missing here is we haven't grown our economy. That's the issue." Aside from pension reform, Governor Christie highlighted his plan for education spending, committing nearly \$13 billion. Education spending in this year's proposal includes:

- \$9 billion in direct aid to schools (an increase of \$36.8 million from the current budget);
- \$5 million pilot program to study longer school days;
- \$5 million for preschool initiatives.

This year's budget proposal does not include the income tax cut that Governor Christie has repeatedly sought since taking office in 2010, but the spending plan does include \$616.5 million in business tax cuts.

The proposed state spending plan is Governor Christie's fifth budget, and would break two state records.

Following the Governor's speech, State Treasurer Andrew Sidamon-Eristoff said the state could not afford to lose rev-

enue from the proposed tax cut that many expected. Sidamon-Eristoff acknowledged that the Christie administration was lowering its revenue projection for the current fiscal year, while predicting that state revenue would grow by 5.8 percent in the next fiscal year from the reduced level.

To offset the current year revenue shortfall, approximately \$700 million in spending cuts was made. In order to balance the budget, Governor Christie once again has used all \$324 million of the New Jersey Turnpike revenue. Stay tuned for more details as the Legislature considers Governor Christie's budget!

AFFORDABLE HOUSING

In the ongoing effort to reform the state's affordable housing regulations, Governor Christie was victorious in state Supreme Court, which gave him until May 1 to draft new affordable housing rules, to be finalized by November 17.

Previously, a state appeals court ordered the Council of Affordable Housing (COAH) to meet and adopt new rules by March 26. Governor Christie has tried to abolish COAH, which has not met regularly since 2010, and six seats remain vacant on the council.

Last year, the appeals court had directed the Christie administration to adopt rules governing affordable-housing obligations for municipalities that use a method more similar to the state's past efforts than to the growth-share methodology Christie proposed in 2010.

The BOMA-NJ legislative committee continues to monitor these issues and other legislative matters that would affect the interests of commercial property owners in New Jersey. If you have a specific concern that you would like to make sure is being monitored, please let us know. You can send an email with the information to Scott Wasserman at scott.wasserman@marcusgroup.com.



Good Solid Tools for FREE

Are you looking for free solutions to simplify your workflow? Look no more. According to speaker, Mark Hamilton, NJ Regional Manager

of The Blue Book Building and Construction Network, your solutions can be found in one resource, while saving you time and money!

The Blue Book Building and Construction Network identifies those challenges and provides a brief overview of the support and technology that is available to help – at no charge. FREE services include:

- Qualify your vendors using a customizable prequalification form;
- Effectively communicate project requirements to your private vendors and (if needed) Blue Book Network vendors;
- Integrate the Blue Book's database and business intelligence to communicate project needs with your current communication platforms;
- Distribute documents easily and securely via a private online plan room;
- Generate reports to review message delivery, responses, and plan room activity;
- Utilize a targeted building product search engine to find information on products and suppliers for pricing.

The Blue Book directory contains leading providers of information and web-based solutions for the building and design community with access to 1,000,000 vendors. Property Owners and Managers can invite vendors to bid on a project securely and privately. The company also offers a concierge service that can help with all your project needs.

**Thank you to our January Event Sponsor,
Corr Protective Services**



OUT with the OLD... IN with the NEW

HERMANN MILLER'S "TREND WATCH"

With over twenty years of research and design experience, Margaret Gilchrist Serrato, PhD, MBA, AIA, ASID, LEED, AP, a Senior Workplace Strategist of Herman Miller Inc, presented the firm's, "Trend Watch" at the February General Membership meeting. Margaret has a special focus on creating high-performance working and learning environments and believe's,



as she put it, "the workplace is a reflection of what's happening in the world!" Margaret's education in architecture, interior design and environmental psychology, enhanced by an MBA and a PhD in architecture, culture and behavior, enables her to provide comprehensive and dynamic



strategic planning for a wide range of clients. Her specialties include team workplace design, alternate workplace planning, branding, sustainability design, and workplace wellness.

Workspaces have undergone a “radical” transformation. In

the 70’s and 80’s, a workspace was all about “getting work done” and separated by cubicles. Commonly, employees received bigger offices when they were promoted. We now see “vanishing boundaries,” where the Millennials “are a generation of collective collaborate work and need to see each other.” For the first time in history, “we have 5 genera-



Old cubicles of the 70s and 80s were replaced by open, vanishing boundaries.

tions at work at the same time. Millennials take up about a quarter of the workforce and in 2015, this will rise to one half. In 2025 they will be basically running the workplace.

Interestingly, 70% of employees are mobile. They don’t sit in a space. About 45% are office-based, but may only need the office half of the time. About 20% of the workforce is highly mobile and only use the office 1-2 days per week. 28% of employees are unassigned with no space and these numbers keep rising -- an unfortunate dilemma for the real estate industry.

The adoption of the internet in homes is a powerful drive for workspace outside the office. Now, even small companies are able to broaden their business basis, partners and talent pools because of the internet with their global outreach. “There is actually more stuff sold on the internet than in stores,” remarked Margaret.

Thank you to our February Event Sponsor, Building Security Services



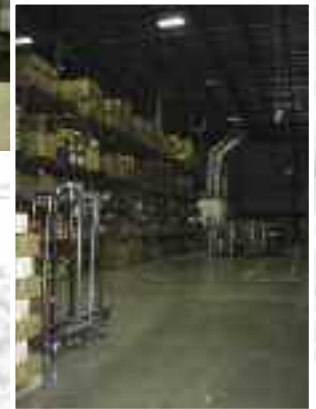
FEDERAL BUILDING CENTER - A BUILDING TOUR

Raritan Center, a master-planned business park is comprised of over 15 million square feet of industrial, office and flex buildings. Wide roads, generous front yard setbacks, and meticulous landscaping create a campus-like setting throughout. Raritan Center is located in Edison between major highways such as the Garden State Parkway, Rt. 440, Rt. 1, and the NJ Turnpike.

Industrial buildings at Raritan Center have certainly come a long way with modern conveniences such as restaurants, hotels, banks, shipping centers, as well as childcare, healthcare, a sports park, passenger and freight rail service, commuter bus line and a fitness center all easily accessible. With a higher demand for trailer storage in the future (after the completion of the widening of the Panama Canal and raising of the Bayonne Bridge), Raritan Center will be ready with their abundance of trailer storage when more ships will travel through Port Newark with its cargo making its

way to Raritan Center, possibly via the Center's 25 miles of railroad tracks. "One rail car is equivalent to 7 tractors," noted Patrick Connelly, RPA, Federal Business Centers Executive Director of Operations. Raritan Center is in a prime location and positioned at an equal distance between Washington, DC and Boston.

And in the heart of it all is Federal Business Center, owning and managing 62 buildings with nearly 8 million square feet, all of which are located in a Foreign Trade Zone in the complex. One of their buildings, 1180 King Georges Post Road, is the proud recipient of both the 2013 BOMA NJ TOBY and the 2014 Regional MAC TOBY Awards in the Industrial category and was host to BOMA NJs March building tour. With 32' clear ceiling heights, 6-8" floors, Early Suppression Fire Pumps (ESFP), and energy efficient lighting, the building is ideally suited for its tenant, United Distribution Services. Federal Business Center "sets the bar in their buildings' with their heating/cooling systems and customers are not used to getting that level of service," remarked Patrick. With 180 customers, Federal Business Center is "constantly allowing customers to expand, contract and move into other buildings" to accommodate their clients needs.



Thank you to our March Event Sponsor, Hillman Consulting, LLC

now available...

Web Marketing with BOMANJ.ORG



BOMANJ.ORG introduced a new feature to help members market their organizations -- Web Marketing. When you visit the BOMA NJ website, please click on the link on the upper right corner of the page listed as "Update Your Directory Listing" in the Online Registration area. You can enter your company information and add a description of your company. Vendor companies automatically appear on the website.

However, Property Management companies are not automatically listed. This feature will have to be enabled manually by the individual management company.

For a discounted fee, BOMA NJ members can take advantage of this benefit and enter a link to their website in the registration area. This will allow any one accessing the BOMANJ.ORG website to click on the link and visit your website. This cross marketing campaign will permit traffic to flow between a member's website and BOMANJ.ORG. For more information on this new web service, please email Dolores Bocian at boma-nj@optimum.net.

in the news...

ReSource New Jersey Commercial Flooring Inc. Wins the Gold in Sochi, Russia!

Starnet Flooring Member, AIA Registered Provider, CRI Seal of Approval Provider and Instructor and IIDA Member and IDCEC Instructor, and BOMA NJ Member ReSource New Jersey Commercial Flooring Inc. won the Gold in Sochi, Russia!

ReSource New Jersey Inc recently completed a supply and install flooring project at the NBC Sports broadcast studios in Sochi, Russia the site of the 2014 Winter Olympics. The stunning set and studio design is the work of Click Spring Design, New York, NY.



Engaged by NBC, ReSource New Jersey Commercial Flooring sent two INSTALL trained foreman mechanics from the Northeast Regional Council of Carpenters Union Local #251 to the 2014 Olympic broadcasting studios in Sochi, Russia. The project, an intricate and complex pattern of vinyl tile and plank, was installed flawlessly and on time in a very sensitive and demanding construction schedule and took the two mechanics two full weeks, fourteen days straight, to complete.

When returning from Russia, the mechanics praised the courteous, helpful and gracious people of Sochi, Russia for their support of all foreigners working in their country on behalf of this international event.

2014 OFFICERS & DIRECTORS

OFFICERS

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Material contained herein does not necessarily reflect the opinion of BOMA New Jersey, its members, or its staff.

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Max Management
1984-1986



john
John Washburne
J. Washburne Associates
1987



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Lorraine B. Kucinski, RPA, FMA
Mack-Cali Realty Corp.
1990-1991

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kurt
Kurt VanAnglen, RPA, FMA
1992-1993



vinnie
Vincent Olsen, RPA
The Olsen Group
1994-1995



dolores
Dolores Bocian, RPA, FMA
Organizational Services
1996-1997



ray
Raymond J. McLaughlin,
RPA, FMA, CPM
McLaughlin Consultants
1998-1999



kurt
Kurt Padavano, RPA, FMA,
SMA, CPM
Advance Realty Group
2000-2001



bob
Robert Denney, RPA
CBRE
2002-2003



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Marie A. Cunningham, RPA
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2004-2005



bill
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BOMA NEW JERSEY CALENDAR OF EVENTS

April 11, 2014

Allied Service Partners Host BOMA NJs
30th Anniversary Celebration
Birchwood Manner, Whippany, NJ

June 22-24, 2014

2014 Every Building Conference & Expo
Location: Gaylord Palms Convention Center
Orlando, Florida

May 28, 2014

Energy Awards
Location: Hyatt Morristown

August 4, 2014

Annual Golf Outing
Location: Fiddlers Elbow Country Club

June 11, 2014

General Breakfast Meeting
The Disaster Experience
Location: Hyatt Morristown

September 4, 2014

General Membership Meeting
Location: TBA