

PROGRESS

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

BOMA NEW JERSEY *and the* 2013 Energy Reduction Awards

With energy being one of the highest expenses in building operations, constant fluctuating energy costs have many property managers tracking their usage in an attempt to lower their costs wherever and whenever possible. On May 22nd, the BOMA NJ Energy & Environment Committee recognized the winners of this year's BOMA NJ 2013 Building Energy Reduction Awards. These awards are bestowed upon buildings that have proven to reduce the consumption of electricity in three categories: Office, Industrial/Retail and Alternative Energy with potential 1st, 2nd, and 3rd place awards in each category. In addition, there were "Past Performance Recognition Awards" given to buildings that have proven energy strategies for periods prior to the award criteria dates.

To be considered for these awards, occupancy cannot increase or decrease more than 15% and must have a minimum occupancy of 50% and an executed energy reduction plan must be submitted along with the last two years of energy bills (gas and electric) showing a minimum 10% reduction from year over year.



continued on page 4

IN THIS ISSUE

- 1
BOMA New Jersey and the
2013 Energy Reduction Awards
- 2
President's Message
- 3
15-4-12
- 6
Power Over Power
- 8
2013 BOMA International
Convention Update
- 10
The "Nuts & Bolts" of Property
Management: Being Prepared is
Not Just for Boy Scouts
- 12
The "Nuts & Bolts" of Property
Management: The New
Generation of Building
Management Systems
- 14
Energy Update: Solar Projects
are on the Rise
- 15
Monthly Meeting
- 16
Legislative Update
- 18
It's Back to School Time
- 19
Education: Course Schedule
- 20
Congratulations to RPA
Recipients
- 21
Members in the News
- 22
2013 Officers & Directors
- 23
2013 Committees
- 24
BOMA NJ Calendar

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

At our last meeting, breakfast at the Hyatt, I looked around the room and I saw something truly special. I saw a diversity of ideas and opinions from our Board, Property Managers and Allied Members, as well as the speakers as they were discussing issues regarding emergency preparedness. What was beautiful was the harmony between the seasoned managers vs. those new to the industry, the sales person vs. executives and how they were able to come to consensus on the var-



Ron DeBiasse, President

ious issues that we face. BOMA, whether in New Jersey, New York, Mexico or Africa is probably one of the most diverse organizations in the world and we have had a very busy quarter.

I would like to start by giving thanks to the Energy & Environment Committee. The May Meeting, speakers and awards were a result of the members who volunteered their valuable time to coordinate the event, review the award submissions and make the evening we enjoyed a resounding success. The photos and award winners are acknowledged later in this edition of "Progress."

I would like to thank our counter parts from BOMA New York for crossing the river and presenting their program, "Lessons Learned from Hurricane Sandy" to a standing room only crowd. We've had many successful meetings in the past six months, at a variety of locations around the state on numerous topics, but I believe everyone in the audience connected with the speakers and their messages. As a result of this meeting, the Programs Committee has recommended we have at least one early morning meeting every year.

Last but certainly not least, we were well represented at the BOMA International Annual Convention. Debbie Sparks, Harold Campbell, Monique Brice, Denise Schmidt, Mike Amoroso and Dolores Bocian represented BOMA New Jersey at various committee meetings, the Board of Governors meeting, visiting New Jersey Members at the trade show and naturally taking advantage of the networking events. They all enjoyed beautiful weather while we at home were dealing with heavy rains and record heat. Please see the updates from the Convention following in the next pages.

The best is yet to come. The TOBY candidates are preparing for judging and are looking forward to the October award ceremony. We are waiting for submissions for the Heart Award. Golf is scheduled for the first Monday in August. Education classes start in September and the first meeting this fall will be September 25th at the Hyatt Morristown. I look forward to seeing everyone there.

A handwritten signature in black ink that reads "Ronald V. DeBiasse Sr." with a stylized flourish at the end.

15-4-12

Now is the Perfect Time to Take Control Over Your Career.

BOMA NJ is offering a fifteen-month membership for the cost of 12! The Building Owners and Managers Association has focused on providing the most comprehensive member benefits available in any trade association. Since its inception in 1984, more than 400 members have developed and perfected their professions through the leadership, advocacy, research, education, information and professional resources that BOMA NEW JERSEY has to offer.

So call now to receive your informational packet on how you too, can be on your way to become the industry's most desired and indispensable property manager!

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REDUCTION AWARDS

2013 BUILDING ENERGY

continued from page 1

PAST PERFORMANCE RECOGNITION AWARDS

Boston Properties

Boston Properties owns and manages 17 single and multi-tenant Class A office buildings within the 560 acre master planned Carnegie Center site and was recognized for 13 of their properties within Carnegie Center.

The energy reduction strategies at these properties included:

- the installation of high efficiency motors, compressors, VFD's;
- the installation of occupancy sensors in common areas;
- the conversion of M16 halogen lamps to LED lamps;
- parking deck lighting retrofits;
- the enhancement of energy management systems and aggressive monitoring of all the individual building's electrical consumption.

In total, these efforts yielded a total energy reduction of 23%. Congratulations Mark Hockenjos and his team at Boston Properties!



Boston Properties receives the Past Performance Recognition award.

THE ALTERNATE ENERGY CATEGORY

There were multiple entries this year in this category. The winners of 1st 2nd and 3rd place are all Hartz Mountain Industries properties.

1st Place: 50 Hartz Way

50 Hartz Way generated 1.3 GWH (giga watt hour) a unit of electrical energy equal to one billion (10.9) watt hours, one thousand megawatt hours, 3.6 terajoules, or 3.41 billion British thermal units (Btu) which is the equivalent to reducing the consumption at this facility by 38%.

2nd Place: 915 Secaucus Road

915 Secaucus Road generated 1.01 GWH, the equivalent of reducing the electrical consumption by 51%.

3rd Place: 45 Enterprise Way

45 Enterprise Way generated 768 MWH (a unit of power, equal to one million watts.) This resulted in a reduction of electrical consumption at this facility by 106%.

All three facilities combined generate just over 3 GWH. Congratulations to Kevin Colie and the entire Hartz Mountain team!



Hartz Mountain Industries receives the awards for the Alternate Energy category.

THE OFFICE CATEGORY

1st Place: 210 Carnegie Center, Princeton, NJ

Boston Properties led by Mark Hockenjos and his team was awarded first place for the property located at 210 Carnegie Center Princeton, NJ. From 2011 to 2012, Carnegie Center reduced their electrical consumption by

REDUCTION AWARDS

2013 BUILDING ENERGY

1.455 MWH which represents 23% of their 2011 electrical consumption. The building occupancy actually increased during this period. This energy reduction was achieved as a result of replacing four of their original roof top HVAC units in the fourth quarter of 2011 with innovative high efficiency units, coupled with the renovation and improvement of the return air ventilation systems in the building.

2nd Place: 103 Carnegie Center, Princeton, NJ

Second place went to Vince Ferrari and his team at Mack Cali – 103 Carnegie Center Princeton, NJ. Vince and his team identified several key factors and tailored their approach to do the following:

- Use PSE&G data to detect and correct any inconsistencies in their past performance;
- Tune HVAC units to minimize operation times while maintaining occupant comfort levels;
- Pinpoint KWH spikes from kWh reports using PSE&G rep for possible correction of billing values;
- Upgrade lighting systems;
- Educating tenants, training personnel and security staff to be cognizant of unnecessary energy use of lighting and equipment.

In addition to the above, management also performed night visits to audit the building operation of non-essential lighting or power sources. As per Jeffrey Grant, Mack Cali's Senior Director of Corporate Energy, the electrical consumption had dropped from 34kWh/SF/year in 2010 to 19kWh/SF/year in 2012.

3rd Place: 10 Independence Boulevard, Warren NJ

Third place went to Anthony DiMaggio and his team at Mack Cali – 10 Independence Boulevard Warren, NJ using a multifaceted plan to reduce energy consumption at this property. Some of the key components were:

- Use of webinars and workshops to train employees on energy reduction strategies;
- Showing benefits of energy reduction measures to tenants;
- Use of monthly reports to monitor building energy consumption;
- Mack Cali instituted their own energy policy called "Best Building and Operating Practices Policy." This policy advocates the use of daily check lists completed by the building manager and reviewed by the property manager;
- Using JCP&L's online tools to monitor the demand and use of electricity;
- Consumption was reduced through BMS upgrades and lighting retro fits along with other improvements to the building;
- Bi-weekly reports were reviewed on equipment run to times to ensure the system is used more efficiently.



Boston Properties' 210 Carnegie Center receives 1st Place in the Office Category.



Mack Cali's 103 Carnegie Center receives 2nd Place in the Office Category.



Mack Cali's 10 Independence Boulevard receives 3rd Place in the Office Category.

POWER OVER POWER

Presented by BOMA NJ's Energy & Environment Committee, "Power Over Power" offered four breakout sessions on May 22nd.



energy project incentive review Presented by Energy Tax Savers, Inc

"Save energy! Save taxes!" On May 22nd, the BOMA NJ audience learned that there are hidden monies available in incentivized areas of lighting, HVAC and the building envelope that are obtainable for new construction, existing buildings and tenant owned lease-hold improvements.

The Energy Policy Act of 2005 (EPAcT) extended through 12/31/13, has helped building owners and managers save a significant amount of money. Commercial taxpayers can now use the 3115 process to catch up on all missed EPAcT deductions. This is great for 2006/2007 new construction and retrofits and excellent for investor groups to avoid amended individual returns. For example, a property such as Gateway Center that is 2,300,000 square feet has potential EPAcT 179D tax deductions available for energy efficient building improvements in different categories including: \$690,000-\$1,380,000 for lighting; up to \$1,380,000 for HVAC; and up to \$1,380,000 for building envelope for a total savings of up to \$4,140,000.

NJ's hot current projects include lighting in parking garages, LED's in refrigerated spaces in the food industry with savings exceeding 90% and lighting, heating, and roofing in warehouse/industrial buildings.

preparedness works: what did Sandy teach us? Presented by Harold Campbell, RPA, SMA

On October 29, 2012 the east coast was hit with one of the worst storms in the state's history, Superstorm Sandy. Harold Campbell's presentation led to an interactive discussion that focused on the importance of preparedness so that history does not repeat itself. The session focused on what we learned from the Superstorm; we shared our experiences; and it also offered solutions to power "your bunker."

Three key areas that are impacted by a disaster are:

- electrical power;
- personnel;
- communications.

When a storm such as Sandy is in the forecast, property owners and managers need to be proactive and should initiate pre-disaster meetings with their vendors to iron out all the details of what needs to be done before, during and after a catastrophe.

When it comes to personnel logistics, an outline needs to be developed among staff that offers solutions for how to get employees to work during and after a disaster. A plan also needs to be implemented developing procedures to create an atmosphere with all the comforts of home for the employees that will be staying on the property.

The bottom line is, preparedness works. Interaction and innovation amongst colleagues will motivate success. In the future, the BOMA NJ Emergency Preparedness Committee intends to provide resources for all members before, during and after events. Information will be available on www.bomanj.org.



breakout sessions

nj's clean energy program: opportunities for buildings

Presented by NJ Smart Start Buildings

The NJ Clean Energy Program was introduced in 2001 as part of the NJ Clean Energy Act. It is funded from "societal benefits charge" on a utility bill and provides energy efficiency project opportunities for residential, renewables, and commercial and industrial buildings. The program's goals is to save energy and lower operating costs; protect the environment and lower emissions and to change the business mindset: think high efficiency first; encourage early retirement of equipment; increase effective operations and maintenance, and; promote renewable energy alternatives.

Benchmarking assessments are designed to help: understand energy cost trends and consumption at each building; use comparative data to see how buildings compare to similar buildings using Energy Star® Portfolio Manager; identify opportunities for improving operations, reducing costs, and getting an energy efficiency project started. Free reports can be obtained by visiting NJCleanEnergy.com/BENCHMARKING. You can submit the online data collection form and 12 consecutive months of energy data or a signed Fuel/Energy Release Authorization form.



Incentives are available to NJ businesses and local governments located in zip codes that suffered the most damage. Equipment purchased on or after October 29, 2012 (while funding is available) will qualify. You can find eligible zip codes at: www.NJCleanEnergy.com/Sandy.

A new line of incentive has been added for high efficiency food service equipment, including: dishwashers, fryers, griddles, hot food holding cabinets, ide machines, ovens, refrigerators and freezers, and steam cookers.



Thank you Pieros Roofing Specialists for hosting the May cocktail hour.



Presented by Pro-Tec

This breakout session's primary objective was to provide an increased level of knowledge and improve awareness of the potential energy savings and control benefits and limitations of using infrared thermography and other diagnostic tools when applied to the exterior building envelope of all buildings.

Infrared thermography is a technology that allows infrared or heat radiation to be transformed into a visible image. Combined with other diagnostic tools and when undertaken in strict adherence to the necessary environmental conditions, infrared thermography applied to large buildings is an excellent tool to help identify and locate air leakage and the presence of moisture in exterior wall assemblies.

The use and interpretation of infrared thermography, and particularly in critical areas such as roofing, waterproofing and curtain wall systems, structural components and systems, is a very valuable tool in attaining energy and waterproofing efficiencies.

Virtually anywhere in the building envelope where there is a joint, junction or opening, there is potential for air leakage. With the use of the infrared imagers, one can identify thermal irregularities on the building envelope and the thermal pattern discerning whether the pattern indicates a problem with the insulation, air leakage or the building structure.

Proper interpretation is based on a thorough assessment of the building being evaluated, as well as a solid understanding of building science principles, the curtain wall design systems and the dynamic forces which act on the building envelope.

Thermal Scans (Thermography) & the Building Envelope

2013 BOMA INTERNATIONAL CONVENTION

With all the news coming from BOMA International these days, and regardless of your take on those stories, one point is clear, our future is tied to BOMA International and their future is tied to ours which makes mutual understanding and engagement more critical than ever. At the 2013 BOMA International Annual Conference and Every Building Show in June we learned:

update

The BOMA codes team scored several victories that will save commercial real estate \$3.50 per square foot.

We defeated proposals for retrofitting firefighter air breathing replenishment systems in existing building over 5 stories, retrofitting electronic leak detectors on all plumbing fixtures and major water pipes, and retrofitting elevator lobbies to add fire and smoke partitions in buildings under 75 feet.

The 2013 Experience Exchange Report (EER) is now ready for purchase.

It includes data from over 5,300 buildings in 257 markets and 115 cities representing over 912 million square feet.

The Board of Governors ratified several positions, including:

BOMA International strongly supports the “next generation” of accessibility requirements in new buildings and alterations while “grandfathering” conditions that meet current Department of Justice Standards (2010 ADA Standards). BOMA continues to work to ensure that new regulations and codes and standards provide increased consistency in accessibility requirements, offer more reasonable and clearer technical requirements, and lead to more consistent interpretation, application and enforcement.

BOMA International supports additional research and voluntary guidance on indoor air quality (IAQ), but opposes regulations that target building operation and management as the primary way to solve IAQ problems. IAQ regulations, if warranted, must be based on reliable evidence and scientific findings, not suppositions. The challenge remains to separate anecdote from reality and target the sources of contaminants.

BOMA International supports a federal immigration policy that matches willing employers with willing employees. BOMA International favors proposals which improve visa programs impacting the Commercial Real Estate Industry. BOMA International also supports a reasonable verification system for documenting citizenship of one’s own employees, but building and business owners should not be held responsible for the employees of its subcontractors. BOMA believes that a federal immigration policy is preferable to a patchwork of state policies.

BOMA supports industry guidelines and federal, state and local regulations that recognize that emergency preparedness plans for individual buildings differ and that a “one size fits all” approach is unworkable and ill advised.

BOMA International supports state, local and federal efforts to increase penalties and deterrents for the theft of metal from buildings and infrastructure. The theft of these metals puts the structure and systems at risk when damaged and can pose significant health and safety hazards to the building, its occupants and the surrounding area. Additionally, the cost of repair often far exceeds that of simple replacement.

The TOBY committee is gearing up for the 2013/2014 TOBY award.

They encourage all property managers to consider entering the competition. The new requirements, including data on the new Retail Category, and judging forms are on line at www.boma.org.

BOMI International announced a new program to provide professionals with the tools to effectively manage high-performance sustainable buildings.

The program is composed of three new courses:

- High Performance Sustainable Building Principles
- High Performance Sustainable Building Practices
- High Performance Sustainable Building Investments

For additional information about the High Performance program, visit www.bomi.org/students/high-performance-management.aspx.

One of the most valuable benefits of membership in BOMA is the ability to cultivate closer, more cordial personal and business relationships within the local commercial real estate community. In addition to the Trade Show, BOMA and its vendors hosted numerous events throughout the Conference for members to enjoy socializing with others involved in the industry. Participation increases visibility for employees and their company, and makes a strong statement about your investment in the industry.

Save the Date...

25th Annual TOBY Awards

Honoring
BOMA NJ's
Best of the Best
in the
Commercial
Building
Industry

October 23, 2013

*Brooklake
Country Club*



Being Prepared Is Not Just for Boy Scouts

The phrase “longterm power outage” has taken on a new meaning since Hurricane’s Sandy and Irene slammed through our state. Building managers that lost power for only a day or two considered themselves “lucky” but increasing electric demand on an overloaded power grid and hundred year storms that now come every year, have made generators as necessary as air conditioners.

**BY JOSEPH SPINELLA
SPINELLA ELECTRICAL CONTRACTING**

“Essential circuits” is another term that has taken on a new meaning. In the past, an elevator, fire panel and common area lighting would suffice. Today, having the means to power a server room and a router for connectivity can mean the difference between losing days of work verses the ability to work from home.

There are three levels of back up power that can be adapted to each specific need. The first would be a whole building generator. The limiting factor is that they can be cost prohibitive and very large in size. These are usually diesel powered. With this type of generator, you should establish a relationship with a reliable vendor that can supply fuel consistently in the aftermath of a storm. Knowing the run time on a tank of fuel is key information. The obvious benefit is total power during an outage. An Automatic Transfer Switch (ATS) will start the generator and transfer the power back on within 8 seconds. This is a very attractive feature to a prospective tenant. During the engineering phase, the difference in cost between a whole building and partial building generator should be weighed against the cost of labor to separate the power in order to decrease the generator size.

The second and most common option is to designate essential circuits and centrally locate them

PROPERTY MANAGEMENT

WRITTEN BY CONTRIBUTING ALLIED SERVICE PARTNERS

into emergency panels fed through one or more ATS units. This significantly reduces the size and cost of the generator and can possibly allow the use of natural gas as a fuel source. In addition to the standard essential circuits, managers should have a command post powered up with computers, phones and a kitchenette for engineers to stay onsite for the longterm. Common area receptacles and lighting should be included so that clean up can begin right away. Fitness centers can provide personnel the opportunity to shower when they might not have hot water at home. One lesson learned from Sandy and Irene was that backing up cafeteria refrigeration can not only save thousands, but will eliminate the task of discarding food during a time when your staff is already taxed. The major benefit of this is not having a dumpster full of rotting food on your property in August.

The third level of power loss protection does not even involve owning a generator. Buildings can be set up with a tap box, which is essentially a giant plug, and a manual transfer switch that will allow quick and easy connection of a portable generator to your building. Rental companies have set up priority lists which you can join for a fee. They will know in advance the size and voltage of the generator you will require including the drop off location and power cord lengths. This can save days of down time spent calculating size and connection methods before beginning the search for a generator along with everyone else. Even without the installation of the tap box, knowing this information in advance can save valuable time.



Not all power failures are storm related. Failure of incoming service feeders is a common occurrence and can leave a building without power for days. Often times, it is the responsibility of the owner to repair or replace these cables. Compromised underground conduits require excavation and utility coordination. This can happen at anytime and without warning.

Though it may seem that a generator install does not provide an ROI, there is a savings associated with eliminating the need and maintenance of battery powered exit and emergency lights. The intangible benefit would be tenant retention and an attractive leasing feature to your building. There is a great feeling of comfort that comes from sitting in your office with the lights on conducting business while looking out the window at a sea of dark buildings.

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

The New Generation of Building Management Systems

A Better Brain for Your Buildings

Remember when cell phones first became available? And when there was no internet access, no e-mail, no calendar in the palm of your hand. Can you imagine running your life on an outdated cell phone like that today? Then why are you running your building on outdated technology?

**BY PETER J. BREDLAU, JR.
QUALITY SERVICE ASSOCIATES, INC.**

A majority of building managers and property management companies rely upon outdated HVAC or building management systems. These legacy systems are proprietary to the manufacturer and require the assistance of a controls contractor when problems arise or set point changes are needed. This is a costly, slow, and frustrating way of doing business for property managers and tenants.

Replacing outdated controls with new controls technology offers significant advantages that will result in happier tenants and facilities managers, create cost savings, and help achieve green goals.

There are six key points to consider when considering a new control system:

1 OPEN PLATFORM SYSTEM

In the past, building managers typically purchased HVAC systems that included a proprietary system Supervisor Controller. This meant for example, that if a Carrier system was installed, the controller would also be made by Carrier as part of the total proprietary system. The property manager needed to contact the controls contractor for their system

in order to make set point changes or in the event of a problem. In contrast, a new HVAC management system Supervisor Controller can be a non-proprietary open platform system. This means that once installed, the controller and the stored data belong to the building or the property management company. This open platform system provides many options for maintenance updates and set point changes. An open platform system will free you from reliance upon a single vendor.

2 INTEGRATION

New Supervisor Controller systems can integrate with many HVAC controls and proprietary systems. If it is necessary to replace or upgrade the controls system, only the front-end system must be replaced rather than replacing all of the components. In many cases, this is a cost-savings solution. Future equipment purchases for the building become more open because the control can manage most systems, not just the one.

3 REMOTE ACCESS

Remote access for a majority of legacy systems requires the controls contractor dial into the system via a phone line and a modem. Every time a set point change is required or information about a building is needed, a call must be placed to the controls contractor to make the change. Typically, you are billed for that service.

Installing a new Supervisor Controller system creates a paradigm shift by providing remote access for the property or facilities manager to make changes quickly and easily. The open-platform, integrated system allows property managers to remotely access

each building, review all settings and operations, and make any necessary changes at that time.

This means that when you have an important tenant who decides he wants to work through a holiday weekend when the building is typically set for off-hours, the manager can dial in and instantly change the schedule to allow the tenant to work in a comfortable environment without having to wait for a contractor to respond to the call and pay them to make the change on a holiday weekend.

It also means that when a tenant complains about the temperature in his office, the building manager can immediately access the new Supervisor Controller via internet connection, identify the need for a set point change and make the change, all while still conversing with the tenant. There is no longer a need to call the controls contractor or send the building's maintenance technician to the tenant's office to check the temperature. This saves time and money.

4 ACCESS TO IMPORTANT METRICS

A clear advantage of new Supervisor Controller technology is in data collection and its availability to the building or property manager. Problem people and equipment problems can be identified and tracked by reviewing the history logs. Whether the issue is a perpetually complaining tenant or part of a building that tends to be too warm at certain times of certain days, the manager can quickly run a report, print it, and act on the data. In the case of the problem tenant, the manager can have a discussion based on facts – the temperatures in the room both historically and at the

moment. In the case of an equipment problem, the manager can quickly call the HVAC contractor to find out why part of a building becomes too warm at specific times.

5 GREEN ENERGY MANAGEMENT

New Supervisor controller technology places building managers and property managers in the driver's seat of energy conservation. These new systems have the ability to monitor every aspect of every system operation. Personally reviewing each system in each building and utilizing the customer control interface to create reports relevant to energy conservation can achieve important energy management goals and reduce operating costs for buildings.

6 OFF-NORMAL ALARMS

Supervisor Controllers come equipped with two key alarms:

The critical alarm informs the manager that something is very wrong in the system. Typically, a critical alarm means some part of the system is not functioning. The manager knows it is essential to call a service contractor immediately.

The off-normal alarm is triggered when something is not at the normal setting. This allows the manager to be proactive with the tenant as the alarm signifies that the temperature in the space is off normal. Instead of reacting to incoming tenant complaints about temperature, the manager can be proactive and call the tenant, check the reading from the system, apologize for the discomfort, and inform him/her that a repair technician is on the way.

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

SOLAR PROJECTS are on the RISE

By Jamie Hahn, Solis Partners Inc.

Volatility in New Jersey's solar market has complicated the decision making process for commercial property owners evaluating solar for their portfolio. While trading prices in New Jersey's key solar incentive program, known as the SREC market, have fallen approximately 80% since 2009, solar panel prices have declined by more than 50% in the same time period. These precipitous declines are attributed to the massive growth of the solar industry, both domestically and globally. Such significant market shifts understandably caused many commercial real estate owners and managers to reassess projects of this nature. However, recent changes to market conditions once again, make solar an attractive proposition.

One of the largest solar markets in the world, the state of New Jersey, in conjunction with industry stakeholders and the electric utilities, implemented several measures that stabilized the solar market and set a foundation for robust future growth. These initiatives include adoption of new solar legislation in July 2012 to spur increased development in 2013 through 2015 and commitments from all of the state's electric utilities for 180 megawatts of new solar development via long-term SREC financing

contracts. Long-term SREC contracts provide revenue certainty that de-risks the investment considerably. With renewed market strength and the availability of mature and varied development structures, investing in New Jersey solar projects has become a compelling opportunity again.

Property owners continue to recognize that on-site solar generation reduces the cost to operate a facility by providing clean electricity at a rate lower than current utility pricing. In addition, the 25-year lifespan of a solar asset provides price certainty that far exceeds the short-term retail electric supply agreements available today. Commercial real estate owners and managers can incorporate solar into their portfolio by either investing directly in the project or by entering into a power purchase agreement (PPA) with an organization that will own and operate the solar asset at no cost to the site host. Both frameworks decrease the pressure on lease rents and allow property owners and managers to market their assets as competitive, sustainable facilities. With the recent legislative and regulatory developments in New Jersey, on-site solar generation is an excellent property enhancement to consider, or reconsider, for your portfolio.

BREAKFAST MEETING: WHAT DID SANDY TEACH US? JUNE 26, 2013



Presented by a panel of experts from BOMA NY, June's Breakfast Meeting was far from ordinary. The topic, "Hurricane Sandy Lesson's Learned. What Did Sandy Teach Us?" was quite informative and offered sound advice for future catastrophic events.

Hurricane Sandy was, in retrospect, a storm for the ages which stressed New York City like no other storm; its impact on people, facilities and New York City's way of life was unprecedented. During preparation for, response to, and recovery and restoration from the storm, BOMA/NY members worked tirelessly and endlessly to mitigate and overcome the storm's impacts. Shortly following the storm, BOMA/NY's president, Louis J. Mantia, along with his officers, sanctioned the development of a task force to study Sandy's impacts on BOMA/NY members, their properties and operations. The BOMA/NY Hurricane Sandy Lessons Learned Task Force, comprised of BOMA/NY members, was formed to study the effects of the storm on New York City's commercial high-rise community.

The task force collected its information via two surveys (one for its principal and associate members and another for its professional and allied members), interviews, anecdotal information and media publications. Following is a synopsis of the findings:

Observations

BOMA/NY played an effective and important role as a communications hub and information fusion center before, during and after Sandy. While most people heeded the warnings of the storm's intensity, there were still some skeptics who believed it could never happen to New York City. Communications issues hampered effective preparations and response. There are misunderstandings about the role of response plans, (e.g. New York's Emergency Action Plans) and business continuity/disaster recovery plans. Pre-incident relationships with vendors and public agencies worked.

BOMA/NY members' dedication to their buildings is strong; principal, associate, professional and allied members' resourcefulness mitigated storm impacts.

Moving Forward

BOMA/NY will continue their role as an information fusion center and communications conduit during incidents; They will develop an Incident Management Team, whose members are able to reach out quickly during an incident to public and private agencies to gain and de-conflict information; a business continuity/disaster recovery planning checklist tailored for commercial high rise building preparedness; pre-incident relationships with local agencies and associations: work with officials to make reasonable and prudent changes to existing building codes and regulations and; share the information with BOMA's membership.



Thank you Bravo! Building Services for hosting the June breakfast meeting.

the **LARGEST**
spending plan to date
INKED *by the Governor*

BY SCOTT WASSERMAN, THE MARCUS GROUP, INC.

On June 28, 2013, Governor Christie signed a \$32.9 billion budget for fiscal year 2014. This year's budget, which was signed in private, represents the largest spending plan inked by Governor Christie since taking office. The budget runs through June 30, 2014 and is four percent, or \$1.3 billion larger than the budget for fiscal year 2013.

The budget passed by a measure of 29-11 in the state Senate, and the Assembly passed it 52 to 25. In a news release, the Governor expressed gratitude to members of both parties in the state legislature for ensuring the budget process proceeded swiftly, adding that "Washington D.C. could take a lesson from the bipartisan example we have set here in New Jersey."

Governor Christie's concessions in the approved budget included the elimination of a \$2 million pilot program for school vouchers, as well as the absence of a tax cut in this year's spending plan.

Democrats in the State Legislature were unable to secure funding for their priorities, including expanded

preschool access, women's health clinics and a tax credit for the working poor.

State Sen. Barbara Buono (D-18), who is opposing Governor Christie in the November election, voted against the budget, saying the agreement "makes our taxpayers the victims."

With the budget process completed, the state will now turn its attention to election season, with the governor and all 120 legislators up for re-election this November, as well as a special election for the U.S. Senate seat of the late Frank Lautenberg.

Legislation Roundup

One piece of legislation that has managed to attract attention despite the budget battle and upcoming elections is the New Jersey Economic Opportunity Act.

The legislation (S2583/A3680) would consolidate New Jersey's five economic incentive programs into two, making the Grow New Jersey program the state's primary tool for attracting and retaining jobs, while the Economic Redevelopment and Growth grant program would be the primary redeveloper incentive. The bill would phase out the Business Retention and Relocation Assistance Grant Program, the Business Employment Incentive

Program and the Urban Transit Hub Tax Credit Program.

The New Jersey Economic Opportunity Act was first passed by the General Assembly in May. In June, a revised version passed in the State Senate by a 27-9 vote, which triggered more changes in the Assembly. If passed, the Grow New Jersey program would become the state's primary tool for attracting and retaining jobs, while the Economic Redevelopment and Growth grant program would be the primary redeveloper incentive. The bill would phase out the Business Retention and Relocation Assistance Grant Program, the Business Employment Incentive Program and the Urban Transit Hub Tax Credit Program. At press time, the bill is awaiting a vote in the Senate to reconcile last minute changes made in the General Assembly version.

Another bill being tracked by BOMA-NJ ahead of the summer recess is A3061, which would provide an exemption from licensing of those performing heating, ventilating, air conditioning, and refrigeration (HVACR) work if the person is an HVACR mechanic, is a regular employee of the owner or lessee of the

COAH update

The New Jersey Supreme Court has ruled that Governor Christie exceeded his legal authority when he closed the Council of Affordable Housing and sought to transfer its functions to his administration. The 5-2 court ruling stated that eliminating the agency would require an act of the Legislature that had established COAH as an independent agency.

property, and works at the property where the work is being performed; and if the person and the person's employer do not engage in HVACR contracting with the public. The General Assembly passed the bill unanimously in February. After a revised bill was passed in the Senate, the General Assembly must vote on it again to reflect the Senate amendments.

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.

IT'S **back** to **school** TIME

Build on Your Experience to Maximize Your Facility's Performance.

BOMI International offers designation and certificate programs, as well as individual courses that will elevate your career in facility management, property administration or systems maintenance. More than

26,000 building professionals currently hold one or more BOMI International designation and over 84,000 students have completed BOMI's premier education and training. With BOMI International, you can build on your knowledge, your performance, your credibility and your career. Get started this Fall!

Environmental Health & Safety

Ensuring workplace and employee health and safety are issues at the center stage of today's property industry. As a property professional, this course will help you develop and manage proactive environmental/occupational health and safety programs, comply with regulatory standards and guidelines, and assess when to obtain technical assistance.

Key topic areas: local, state, and federal regulations • environmental site assessments • hazard communication • emergency response • asbestos and lead management • ergonomics • indoor air quality • hazardous waste • storage tanks • audits, recordkeeping, and other regulatory issues • ADA, EPA, OSHA, CERCLA, and the FULL ALPHABET SOUP of environmental health and safety.

Real Estate Investment and Finance

Through this course you will learn to take charge of real estate investments in order to maximize the value of a property. You will develop knowledge about basic financial concepts as they relate to real estate, including valuation, analysis, taxation, depreciation, and life-cycle costing. Similarly, you will learn to evaluate real estate investments and to develop budgets that estimate net operating income. You will study the income capitalization approach and cover property taxation costs and strategies to offset these costs. You will also gain the skills to conduct discounted cash flow analyses and calculate net present value and internal rate of return. This course features exercises that require the basic use of the HP 10bII* financial calculator.

Key topic areas: asset valuation and enhancement • costs and taxes • capitalization • site and building analysis • the appraisal process • discounted cash flow measurement • ownership vehicles • the basics of lending and current lending practice.

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RPA

Real Estate Investment & Finance

Monday Nights 6-9 pm
 Start: September 9, 2013
 End: November 18, 2013

Elective - Asset Management

Monday Nights 6-9 pm
 Start: January, 2014
 End: March, 2014

FMA

Real Estate Investment & Finance

Monday Nights 6-9 pm
 Start: September 9, 2013
 End: November 18, 2013

Elective - Asset Management

Monday Nights 6-9 pm
 Start: January, 2014
 End: March, 2014

SMA

Environmental Health & Safety

Tuesday Nights 6-9:00 pm
 Start: September 10, 2013
 End: November 19, 2013

Courses subject to change based on demand.

Foundations of Real Estate Management High Performance Training for High Performance Real Estate Teams

October 9th, 2013: Class #1
 October 16th, 2013: Class #2
 October 23rd, 2013: Class #3
 October 30th, 2013: Class #4
 November 6th, 2013: Class #5
 November 13th, 2013: Exam

A skilled, confident team is fundamental to your company's efficient and profitable performance. The most productive, effective and committed employees are those who have received comprehensive, focused training. That's precisely where BOMA can help. Foundations of Real Estate Management provides the building blocks you need to build your high-performance team. Effective, targeted training from the industry leaders.

What is Foundations?

- 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.
- Classroom instruction from seasoned pros, reinforced by behind-the-scenes tours of outstanding buildings.
- Live, in-person training with small class sizes to facilitate learning, discussion, and team activities.
- A complete package—instruction, peer networking, property tours, and a comprehensive course manual that is easy to read and understand and a valuable resource back on the job.

Why and Who should attend Foundations?

- Reinforces on-the-job training for junior and assistant property managers.
- Provides "feet-on-the-ground" experience and exposure for administrative assistants and students considering a career in commercial real estate.
- Offers a great refresher for experienced professionals and for building engineers - fills training gaps and provides important management and operations updates and building engineers.
- Supports vendors who benefit from understanding the basics of real estate management.

CONGRATULATIONS to....

The Building Owners Managers Association of New Jersey (BOMA NJ) would like to congratulate Amanda Zega-Greco of the Mack Cali Realty Group and Ngina T. Wiltshire of Cushman and Wakefield on obtaining their distinguished Real Property Administrator (RPA) designation from BOMI International on May 22, 2013. The RPA designation curriculum consists of detailed courses such as ownership, management and operation of major office and commercial buildings. Seven required courses provide in-depth coverage of building systems, life cycle costing, energy management and the environment, insurance and legal issues, finance and asset management.

Amanda Zega-Greco has been in the property management industry since 2000. She joined the industry because of her love of working with people, providing her an environment where according to Amanda, “each day is different and there truly never is a dull day!” She finds great reward in leading her team to facilitate the efficient operation of a building or industrial park. Amanda demonstrates daily her professionalism in reaching a broad spectrum of people including tenants, building owners, service partners and industry leaders. She has been part of Mack Cali’s property management team since 2006. Amanda is an active member of BOMA NJ currently serving as co-chair of the BOMA NJ Education Committee. A vigorous skier, she has served as the Executive Board Member of the High Life Ski Club Inc. for six consecutive years, as well as participating on the New Jersey Ski and Snow Board Coun-



Ngina T. Wiltshire has been in the property management industry since 2004. She joined the industry because of her passion of working with people, providing her an atmosphere where as Ngina states “everyday provides its own unique challenge.”

She started at Cushman and Wakefield in 2004 and has transitioned up the property management ladder utilizing her knowledge of accounting to assist her in finding resolution to the daily challenges put forth by mediating tenant – owner relations and directing her team to efficiently manage a facility or industrial park. In her free time, Ngina is active in mentoring young individuals in various youth groups particularly with the Welcome Baptist Church.

in the news...



Erika Toscani,
Vice President,
Property Management,
Transwestern and
BOMA NJ Board of
Trustee Member is
named one of

“Tomorrow’s Leaders” in the May issue
of *Real Estate Forum*

Erika Toscani has more than 15 years of experience managing the operations of several million square feet of class A and B office buildings, retail and flex/warehouse space. Currently, she provides direct oversight for Transwestern’s managed portfolio in the Northeast, which includes more than three million square feet of property. Throughout her career, Toscani has worked with many notable clients including Ivesco, Principal Real Estate, TIAA-CREF and Schering Plough, and has provided oversight to a portfolio of more than six million square feet. A chair of the membership committee of the Building Owners and Managers Association of NJ since 2008, Toscani has sat on its board of directors since January 2012. She’s received several honors during her career, including several awards for Building of the Year from BOMA NJ. Congratulations Erika!

Welcome Baby

James Bernard arrived 2 weeks early to Monique McSorley of Raritan Building Services. Born on May 13th at 10:30 PM, Baby James weighed 7 lbs. 6oz. and measured 20 inches long! Congratulations to the McSorley family!

Welcome

Robert C. Vaiden, Global Portfolio Director/General Manager of Cushman & Wakefield (MetLife account) joins BOMA NJ. Robert’s proven leadership of the entire workplace provisioning cycle includes strategic planning, negotiations, acquiring, design, construction, management/operations and services. He has vast domestic and international experience having executed over 8 million square feet in real estate transactions, as well as over 4 million square feet of construction of corporate space. In addition, he has integrated over \$38 million in acquisitions. Welcome to BOMA NJ.



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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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john
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kurt
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BOMA NEW JERSEY CALENDAR OF EVENTS

August 5, 2013

Annual Golf Outing

Location: Fiddler's Elbow

November 20th, 2013

General Membership Meeting

Location: The Newark Club

September 25, 2013

General Membership Meeting

Location: Hyatt Morristown

December 4, 2013

Annual Holiday Party

Location: The Madison Hotel

October 23, 2013

TOBY Award Dinner

Location: Brooklake Country Club

January 29, 2014

General Membership Meeting

Location: The Newark Club