

PROGRESS



BOMA
BUILDING OWNERS & MANAGERS ASSOCIATION
new jersey

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BOMA NJs **2016** AWARDS

28th
Annual
Banquet



On May 18th, the BOMA NJ Award presentations were a bit different than others we had over the past 30+/- years, and honored all award recipients in one evening, as well as introducing BOMA's "Best in New Jersey" Award. Dignitaries joined our audience, BOMA International's, BOMA Fellow, Former Executive Committee Member, Former Chair of the National Associate (Allied) Member Committee, 2013 Recipient of the BOMA International's Chair Award, 2015 Middle Atlantic Conference (MAC) Local Host Co-Chair, Michael Coleman. BOMA NJ's past presidents, Robin-Ann Juron, Ron DeBiase, Lisa Kochan, William Barrett and Dolores Bocian were also in attendance.

Without the time, effort and hard work of our Committees, their Chairs and fellow Board Members, tonight's event could not be the success it is. A huge thank you also goes out to our Annual Sponsors, Award Sponsors and Journal Sponsors. You make our events happen!

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Harold Campbell, RPA, SMA
2016-2017 President

PRESIDENT'S MESSAGE

Thank you for giving me the opportunity to serve you as President of the Building Owners and Managers Association of New Jersey (BOMA NJ)! My partnership with you is made easier by all the prior good works produced by our BOMA NJ Leadership, past and present, especially, my closest leadership associate, Robin Juron. I also value the contributions of our previous Boards and Committee Members. Finally I express my gratitude and cherish you, our General Membership. Thank you for participating in this fine organization. I begin my service as President after over 25 years of membership in BOMA NJ, and have worked on all levels of our organization. I am the grandson of a Merchant Marine Captain and the son of an Industrial Plant Manager and, wouldn't you know it, I work on a day-to-day basis as an Industrial Property Manager!

Before becoming President, I made an extra effort to reach out to many of you to ask what you are looking for from your partnership with BOMA NJ and I listened carefully. Our BOMA NJ leadership is working together to provide you with an increasingly relevant menu of opportunities to network and share the brilliant brain trust that you, our Allied and Federated Members provide the Commercial Real Estate Industry daily. BOMA NJ is a comfortable gathering place, a place to relax at the end of a work day, and through networking and educational opportunities, our members offer a greater value of service in the marketplace.

Together we have recently provided an enhanced digital platform which includes our website, mass email communication, as well as social media. In addition, we have added improved programs that showcase experts in fields relevant to our day-to-day operations and discussions with peers from various market sectors of our business community.

We have listened to you, the membership, and going forward we have ambitious plans. Our improvements to date have resulted in better communication, attendance and participation in committees and for that we thank you and ask that your increased support continues. Essentially, every day we do 3 things (which I like to call the “Trinity of Property Management”): we protect assets; manage risk; and improve financial performance in any way we can. I am here to serve you and appreciate your partnership on this journey.

We invite you to please interact with our enhanced digital platform, join a committee and attend our events. This organization is about you, our members. It's all about you, the value we can bring to our businesses, as well as service to the greater community. Join us at our next gathering and let's share our experience!

Thanks and Cheers,

BOMA NJ'S BEST IN NEW JERSEY AWARD

Debbie Sparks, Vice President of BOMA New Jersey introduced for the first time, BOMA New Jersey's, "Best in New Jersey Award." Almost a year ago, the Executive Committee sat as a group and discussed our awards programs and realized something was missing. We acknowledge community involvement with the "Heart Award," we recognize energy conservation with the "Energy Awards," and naturally we honor building management with "The Outstanding Building of the Year Award." After a great deal of discussion, we realized that none of these awards would be possible without the entire Building team, Owners, Occupants, Design Professionals, Property Management, Financial Partners and the Governmental Representatives. As a result, we designed BOMA NJ's, "Best in New Jersey Award."

BOMA's "Best in New Jersey Award" endeavors to recognize those companies who continually strive to make our State a prosperous and desirable place in which to live, work and stay long term. We believe that recognition for excellence is earned through a company's dedication to improving NJ through progressive thinking and the ability to execute a positive plan. We know that hours of conceptualizing, crunching numbers and communicating with city and state governmental authorities are put into making New Jersey and its Commercial Real Estate what it is today.

BOMA's "Best in New Jersey Award" was designed to recognize and pay tribute to those who have the fortitude to tackle the hurdles of being in New Jersey, supporting and encouraging our growth. The economic growth of the State of New Jersey depends on the success of Commercial Real Estate.

The 2016 "BOMA Best in New Jersey Award" was presented to Prudential Financial, Inc. Prudential Financial, Inc. ranks on Fortune's lists of both America's and the world's largest companies. Through its subsidiaries, which include The Prudential Insurance Company of America, Prudential Financial provides protection, retirement and asset management products and services to retail and institutional customers throughout the United States and in over 40 other countries.

In 2011, Prudential announced plans to construct an office tower for its headquarters complex in Newark, a reflection of the company's long-standing commitment to the city, Prudential's hometown since its founding in 1875. The site of the new 740,000 sq. ft. tower is located on Broad Street, just west of Military Park, and just a few blocks from two other office buildings Prudential owns in Newark, including its global headquarters. Construction of the tower, which cost about \$444 million, began in July 2013, and created thousands of construction jobs. To celebrate its new Tower, Prudential committed \$150 million to revitalization projects in the neighborhood surrounding the building. The new tower opened in July of 2015.

Rich Hummers accepted the award on behalf of Prudential. Mr. Hummers was the executive in charge of the tower's construction and he is a Senior Vice President in Prudential's Financial Management organization.





BOMA NJ'S ENERGY AWARD

Bill Toland, Secretary of BOMA New Jersey and former Chairperson of the Energy and Environmental Committee presented the Building Energy Reduction Awards. BOMA NJ's Energy Committee created the Building Energy Reduction Awards, originally known as "The Biggest Loser," to recognize those management teams and member buildings that have reduced the consumption of electricity. App

plicants must show that they have adopted a continuous energy management plan which includes the implementation and sponsoring of energy efficient programs to improve the proficiency of the building through a cohesive effort displayed by the tenants and building management team. The goal is the reduction in the overall carbon footprint.

The winner, showing a reduction of over 740,000 KWH was Mack-Cali Realty Corp. for 300 Tices Lane,

Woodcliff Lakes, New Jersey. While not part of the award criteria, BOMA NJ also acknowledged Mack-Cali for 135 Chestnut Ridge Road, Montvale, New Jersey for their substantial reduction of 20% usage.

BOMA NJ'S HEART AWARD

Mike Donohue, Treasurer of BOMA NJ presented this year's BOMA Heart Award. Each year, BOMA New Jersey bestows the Heart Award on a firm that showcases the effectiveness of community service. The 2016 Heart Award was given to Cooper Pest Control. As CEO of Cooper Pest Solutions (CPS) in Lawrenceville, N.J. Phil "the bug man in the green coat" Cooper, exemplifies all that the BOMA NJ Heart Award stands for: giving to others and benefiting the community. Included in Cooper's mission statement is, "Wow the Community," and they take that to heart.

Cooper Pest Solutions has branded their fundraising efforts through "Phil Across America." Including his two signature bicycle rides, the "Anchor House Ride for Runaways" (a 500 mile ride over seven days with 200 other cyclists) and the "MS150 City To Shore" ride. They have raised in excess of \$500,000 for the charitable organizations cumulatively. WOWing the community extends beyond pure philanthropy. Cooper Pest Solutions is very involved with EarthShare NJ, an environmental coalition of New Jersey's most prominent environmental non-profits. Cooper Pest Solutions also supports member organizations, such as the NJ Conserve Wildlife Foundation. The list can go on for hours, but rest assured, Cooper Pest Solutions, a family run business since 1955, and its principals Phil, along with his brother Rick, look forward to continuing their efforts to be corporate citizens within the community for years to come!



THE OUTSTANDING BUILDING OF THE YEAR AWARDS

Mindy Lissner, an Executive Vice President of CBRE, Inc. was the emcee for The Outstanding Building of the Years Awards 2016. With over 23 years' experience in industrial brokerage, she specializes in industrial property acquisition and disposition services, strategic planning and implementation of network optimization studies, market evaluation and analysis, as well as global portfolio oversight. Ms. Lissner has successfully completed transactions valued with total consideration in excess of \$4 billion. She has consistently been a top producer in the New Jersey Offices.

The TOBY and Earth awards are recognized throughout the world and are the most prestigious awards of their kind. Receiving one sets you apart from your competition. This year, 15 buildings were submitted and judged and there were nine TOBY Awards out of the 15 categories that are defined under the BOMA TOBY International Program. Award winners are fine examples of:

- How buildings should be operated,
- How tenants should be treated,
- How staffs should be trained,
- How we should conserve energy and care for Mother Earth and our natural resources, and last but not least,
- How management operations should be demonstrated and showcased.

In addition to the BOMA International Awards, we have our own BOMA New Jersey Award, the GRAND TOBY. This was BOMA NJ's 7th year in presenting the Grand TOBY, the highest achievement award given to a property management firm who has the highest score out of all of the categories. This award however is not recognized by BOMA International.



SUBURBAN OFFICE PARK (LOW RISE)

Morris Corporate Center III, Parsippany
Managed by JLL

Morris Corporate Center III is a 532,000 square foot (Class A) commercial office complex comprised of four (4) four-story buildings, connected by a grand atrium. The property is situated on a 182-acre master planned corporate campus in Parsippany and was constructed in 1988. The superbly landscaped setting includes fountains & pedestrian seating areas. The building has a three-story parking garage in addition to surface parking options. The property is located within 3/4 of a mile from Exit 42 B of Interstate 80 and can be accessed via Cherry Hill Road to Interpace Parkway from the East and from Rt. 46 via Walsh Drive from the North.



SUBURBAN OFFICE PARK (MID RISE)

200 & 400 Bridgewater Crossings, Bridgewater

Managed by Piedmont Office Management,
LLC

Owned by Piedmont Office Realty Trust, Bridgewater Crossing is comprised of two-mirror image, Class-A buildings that together total 600,000 square feet. Bridgewater Crossing was designed to integrate with the immediate vicinity's hotel and retail uses, providing tenants direct pedestrian access to a 350-room Marriott Hotel and Conference Center and the adjacent Bridgewater Commons Mall. The complex has a full-service cafeteria, fitness center with lockers and showers, and has achieved the BOMA 360 designation, as well as being Energy Certified. In June 2013, Piedmont completed a solar canopy, which affords covered parking to its tenants and generates over 1 billion kWh's of power annually.



UNDER 100,000 SQUARE FEET

A-K Bedminster, Bedminster

Managed by Advance Realty Management, Inc.

Executive Quarters at Bedminster, 1545 Route 206 is located in the heart of Bedminster. This 55,281 SF, 3-level, brick building warmly welcomes tenants and visitors into the main lobby composed of granite floors, mahogany millwork, customized light fixtures and architectural ceilings. Located on the main level, is the custom-built fitness center that is equipped with a multitude of exercise equipment, as well as locker rooms and showers. Also located on the first

floor is a grand conference center available for large or intimate tenant meetings, a mail delivery room and dry cleaning services as well. In an effort to provide sustainability, solar panels have been installed in the parking lot and on the roof.



**100,000 TO 249,999
SQUARE FEET**

502 Carnegie Center,
Princeton
Managed by Boston
Properties

Located on a 560-acre site along the Route 1 corridor, 502 Carnegie Center has a prime location midway between New York and Philadelphia and offers ease of access via auto, rail and bus. The property is part of Carnegie Center, a suburban office park which contains 17 single and multi-tenant Class A office buildings. The 116,000 square foot building features a precast and brick exterior with insulated glass windows and two-story atrium lobby. The property has showers, lockers, outdoor patio areas and parking for 355 cars.



250,000 TO 499,999 SQUARE FEET

Metropolitan Center, East Rutherford
Managed by CBRE

Metropolitan Center is a 421,000 square foot, Class A, 15-story structure located in East Rutherford. Owned and managed by CB Richard Ellis, the building was built in 1986 and features panoramic views of Manhattan and the new Meadowlands Stadium. The property's signature design includes alternating smoke tinted reflected glass with precast concrete panels between floors. Metropolitan Center is considered a Meadowlands landmark and CB Richard Ellis has repositioned the building into a trophy asset increasing occupancy from 78% to 86% within a two-year period.



500,000 TO 1 MILLION SQUARE FEET

Harborside Plaza 10, Jersey City Managed by Cushman & Wakefield

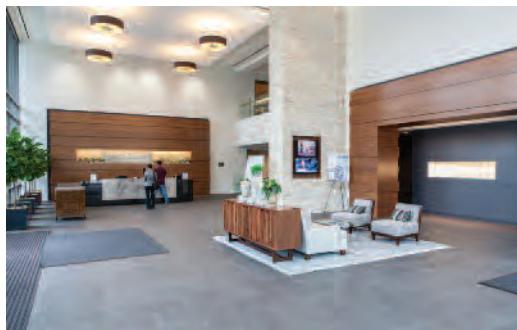
Harborside Plaza 10 is a 594,000 square foot, waterfront office tower developed in 2002. This 19-story, multi-tenant asset is in a prime location of Jersey City amongst a vibrant 24/7 community that includes office, retail, hotel and residential components. The building includes on-site restaurants, shops, business services, health clubs and child care. Employees and visitors can conveniently access Harborside Plaza 10 by car or public transportation, as well as by ferry.



CORPORATE FACILITY CATEGORY

14 Sylvan Way, Parsippany Managed by Wyndham Worldwide and Premier Facility Services

14 Sylvan Way is one of two buildings comprising the corporate headquarters of Wyndham Worldwide and is managed by Wyndham Worldwide and Premier Facility Services. Built in 2013, 14 Sylvan is a 3-story, 203,000 SF Class-A office building situated on 12 acres. This flagship facility features a granite facade with reflective glass, exterior terrace and a two-story atrium with architectural stone - fountains, and pergolas, as well as a wooded walking trail surrounding the property. 14 Sylvan is certified LEED Gold CI, holds a BOMA 360 designation and has earned an ENERGY STAR score of 99. Located in Morris County, 14 Sylvan is centrally located to major highways; and close to shopping, restaurants, lodging and daycare facilities.



BOMA NJ'S EARTH AWARD

103 Eisenhower Parkway, Roseland
Managed by Mack-Cali Realty Corp.

Constructed in 1986, 103 Eisenhower Parkway in Roseland is a 151,000 square foot, 4-story, class A, multi-tenant office building set on 13 acres. The building's exterior consists of Alurcobond panels and insulated glass. 103 Eisenhower Parkway features an exterior patio seating area, a Grab and Go food service, free Wi-Fi, dry cleaning, car wash, security and surveillance cameras in the underground garage, patio and roof. The building has an Energy Star rating of 82 and is currently in the review process for LEED Certification.



RENOVATED BUILDING

Centra, Iselin
Managed by
The Hampshire Companies

Situated on over 23 acres, this 110,500 square foot office building was completely renovated in 2008. The original building was demolished down to its structural core, and in its place, a new 5-story Class A office building arose. Great attention was paid to the design and functionality of the new structure, with emphasis on energy efficiency, sustainability, and ultimately achieving LEED Platinum status. The architectural firm of Kohn Pedersen Fox Associates PC (KPF), backed by the structural engineering firm DeSimone Consulting Engineers and the MEP engineering firm of Arthur Metzler Associates (AMA) created the building design that was then executed by Tishman Construction.



GRAND TOBY AWARD

14 Sylvan Way
Managed by Wyndham
Worldwide and Premier
Facility Services!

BOMA NJ

AWARDS

2016



recap

MARK YOUR CALENDARS...

2016

Annual Golf Outing

MONDAY, AUGUST 1

10:30 AM - 8:30 PM

**FIDDLER'S ELBOW COUNTRY CLUB
FAR HILLS, NJ**

**GOLF SPONSORSHIPS ARE
AVAILABLE TO SHOW YOUR
SUPPORT FOR THIS GREAT DAY OF
FUN AND NETWORKING WITH BOMA
NJ MEMBERS AND GUESTS!**



FRIDAY, OCTOBER 28

This year we are not holding a Monte Carlo Night. Instead, on October 28th we will be holding BOMAFest. Similar to October Fest, but with a BOMA Twist! Stay tuned for more details!

Send us your

“selfies”



selfie (n.):
a picture taken of
a person by that
person

BOMA NJ wants to see its members at BOMA NJ events. Feel free to send us a picture of yourself or your group enjoying an event, a meeting or gathering. Please send them to **pr.bomanj@optimum.net**. We will post them on our website and use them in future publications.



**unTIE
the TIE**

untie (v.):

to unfasten or free from constraint or restriction

Welcome to your Safe Harbor. Unwind while making connections, building bonds and overcoming obstacles through BOMA NJ. We invite you to “Untie the Tie.”

Follow us on Twitter and tweet your comments using

#untiethetie

How Destination Dispatching Revolutionized Elevator Traffic Management

Energy Efficiency & the Building Design Experience

By Marylou Menville, Market Development Manager
Schindler Elevator Corporation

With urban populations in the United States growing faster than any other demographic, and the UN World Urbanization Prospects report projecting that 60% (4.9 billion) of the world's population will live in cities by 2030, space in the modern American city has never been at a higher premium. As more and more people funnel into urban areas, the only place left to build is up.

But how can a building accommodate increases in population without increasing waiting times for elevators and impacting energy consumption? The answer is technology.

Destination dispatching, first introduced in 1992 by Schindler Elevator Corporation with the Miconic 10® system, replaced the traditional "up and down" call



buttons in the hallway with a keypad that allows the passenger to input his destination before he ever enters the elevator. By prompting passengers to choose their destination before entering a car, the elevator could group and sort passengers with like destinations, resulting in fewer stops, less wasted energy and greater up-peak handling capacity. The end result was that fewer cars could now move more people.

The next generation technology, Schindler ID, utilized an advanced algorithm that could instantly calculate the optimal elevator arrangement based on the number and variation of calls at that moment in time. Schindler ID also introduced RFID card-reader technology to elevator systems, further enhancing the idea of personalization in the elevator experience. Passengers identified themselves through a personalized badge or ID card that is programmed with individual details about the passenger. Not only did these advanced systems know where a passenger needed to go based on their ID card, it also knew who the passenger was and personalized the trip accordingly.

With the introduction of Schindler's PORT Technology in 2009, the latest advancements are specifically designed to provide facility managers with significant overall energy savings of up to 30% over conventional systems, as well as a simple and intuitive user interface for this complex technology.

The PORT technology helps meet environmental challenges with features such as touch screen, a proximity sensor that operates in low energy mode when not in use; an ambient light sensor that determines the necessary brightness level for the illuminated screen; and an even greater ability to streamline traffic flow during peak periods of heavy use.

Because the PORT system learns and adapts to the specific traffic patterns of each tenant and the building as a whole, it can provide unparalleled service by helping predict user needs before they arise. Systems like the PORT can account for the off-peak periods that can put a strain on resources. Using a specialized Energy Control Option (ECO) which defines the average acceptable passenger waiting time for a building, the system places unnecessary elevators into standby mode and, in some cases, sleep mode when wait times fall below the specified level.

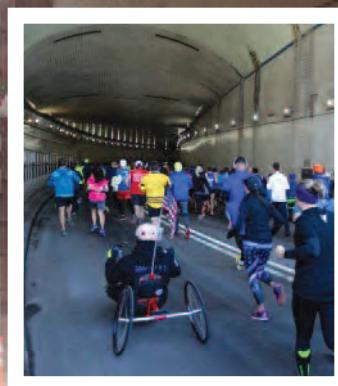
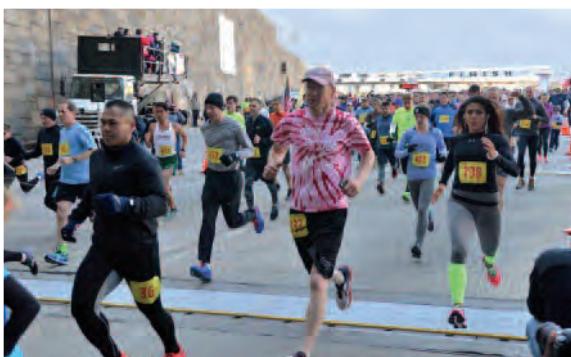
One of the most important features of the PORT system, however, is that it has the ability to integrate seamlessly with any elevator system, regardless of original manufacturer. This provides facility managers a unique opportunity to upgrade their elector systems virtually overnight, with no interruption in service for tenants.

As facility managers continue to seek to meet the latest sustainability demands, their tenants and the bottom line, the elevator system will undoubtedly play a key role in their ability to provide comfortable and productive environments for their occupants. The newest generation of technology, my PORT, is being introduced now, and features a mobile-friendly app for access control.

Buildings of all shapes and sizes around the world are keeping pace with the urban environment with PORT technology. Necessity truly is the mother of invention, and while we may not know exactly what the future holds, we do know that destination dispatch will lead the way.

BOMA NJ MEMBERS COMMUNITY IMPACT

BOMA NJ YOUNG PROFESSIONALS VOLUNTEER FOR SPECIAL OLYMPICS OF NJ - LINCOLN TUNNEL CHALLENGE 5K



BOMA NJ's Young Professionals saw light at the end of the tunnel for the Special Olympics on Sunday, April 10, 2016! Harold Campbell and other runners entered the Lincoln Tunnel as they supported and helped to raise money for this great cause.

...AND THE 2016 SUMMER GAMES

BOMA NJ is a SONJ Silver Sponsor at the Summer Games that drew 2,500 athletes from around the State to compete in Track & Field, Aquatics, Bocce, Tennis, Softball, Gymnastics and Power-lifting.

BOMA President Harold Campbell, Past President Robin Juron and Board members Amanda Zega and Amir Gilani walked in the Parade of Athletes at the Opening Ceremonies.



**Special
Olympics
New Jersey**



BOMA NJ MEMBERS COMMUNITY IMPACT

BOMA NJ MEMBER GOES POLAR BEAR PLUNGING FOR SPECIAL OLYMPICS OF NJ

On February 20, Amir Gilani of BELFOR Property Restoration joined more than 6,000 participants in the 23rd Annual Polar Bear Plunge in Seaside Heights which raised \$1.7 million for Special Olympics New Jersey. Last year, it raised \$1.6 million. The event was organized by the Law Enforcement Torch Run for Special Olympics New Jersey.

The weather was unseasonably warm resulting in a record attendance. The Atlantic Ocean was hovering around 40 degrees and the air temperature was over 60 degrees.

As part of the Fusciello Meat Heads, Amir and his teammates raised over \$5,000.00 for Special Olympics of N.J.

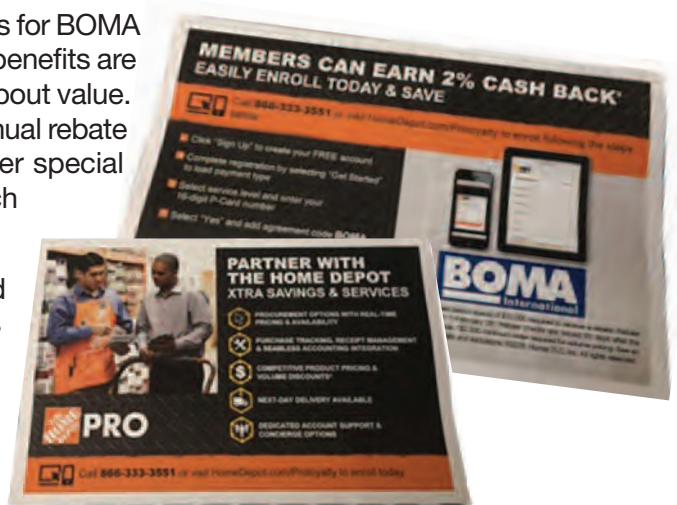


MORE BOMA NJ MEMBER BENEFITS...

BOMA International has negotiated exclusive discounts and rebates for BOMA members with The Home Depot. The savings are substantial, the benefits are endless and just one more reason why BOMA membership is all about value. The Home Depot rebate program offers BOMA members a 2% annual rebate on all qualifying in-store and online pre-tax purchases, plus other special savings and services. The current rebate period opened on March 1 and runs until February 28, 2017.

There is no cost to enroll in the program. Rebates are distributed annually at the end of the rebate period and annual purchases must total a minimum of \$10,000 to qualify. This program is for commercial accounts only and is open to all BOMA members, including associate members.

Enroll now and start earning money on your company's Home Depot purchases. Be sure to enter the program code BOMA when you register at HomeDepot.com/Proloyalty or by calling **866-333-3551**.



Almost all public buildings are required to have signs that are compliant with the Americans with Disabilities Act (ADA). This includes signs in your parking lot, as well as interior and exterior markers. With standard or custom ADA and Braille signs, you can ensure your building is in compliance with the ADA standards.

- Medical facilities
- Educational institutions
- Theaters
- Hotels
- Airports
- And just about all other businesses

ADA Compliant Signs

Written by Gary Baron, President & Owner of The Sign Center Corp.

ADA and Braille Signage Options

There are limitless options of ADA signage solutions. Some of the most popular solutions include:

- Braille suite signs and directories
- Handicapped parking signs
- Way-finding markers for handicapped accessible exits and routes
- Restroom signs
- Office signs

Top-quality ADA markers will keep your building in compliance for many years to come. Durable materials that are designed to stand up against harsh environments like plastic, acrylic, high-density urethane, wood, and aluminum are available.



Where Is ADA Signage Required?

The following facility types must have ADA compliant signs:

- Municipal buildings
- Professional firms
- Retail stores
- Restaurants



Custom Markers Boost Brand Recognition

The fear of potential fines and lawsuits, as well as complaints are what drives most organizations to purchase ADA signage. However, this typically leads to buying the cheapest ADA markers they can find. Unfortunately, this is not the smartest solution.

People don't realize that this is a lost opportunity to boost your name recognition when you buy standard signs.

ADA signs are completely customizable and there are options that will complement any interior décor with cutting-edge equipment and technology. With custom ADA signs, you can incorporate your business's colors, fonts, and logo while still communicating required information to guests. These signs will drive sales by helping your brand awareness.

An ADA specialist should come to your building to perform a site survey and to give their expert advice if you are unfamiliar with ADA requirements. They will explain to you how to bring your facilities up-to-code and at the same time, show you the many opportunities you have to customize your signage.

MEMBERnews

Liberty Elevator Corporation Secures Project at Ellis Island

After two successful projects with the National Park Service at The Statue of Liberty, Liberty Elevator was selected by Perini Management Services, Inc. to remove and install four elevators at Ellis Island.

Perini Management Services, Inc. is the General Contractor for the project, which involves the installation of four new gearless, machine-room-less (MRL) elevators. After learning Liberty's unique history with the Statue of Liberty, Perini chose Liberty as the vertical transportation provider.

Two of the four original shafts were built for hydraulic elevators, making the overhead restrictions tight for the specified MRL elevators. Liberty recognized the need for a custom solution and partnered with a reliable manufacturer to design a MRL in accordance with the existing low overhead restrictions. In addition, the existing shaft needed to be reinforced to accommodate the rail reactions for the new design. The four (4) car installation is slated for completion mid-August.

EPA Recognizes Transwestern With the 2016 Energy Star® Partner of the Year - Sustained Excellent Award

Transwestern's accomplishments were recognized in Washington, D.C., on April 13, 2016. Transwestern, an ENERGY STAR partner since 2002, was previously recognized in 2004 and 2005 as an ENERGY STAR Partner of the Year and in 2006 through 2015 as a Sustained Excellence recipient – the first third-party commercial real estate services provider to achieve both designations. Having benchmarked more than 75.8 million square feet, Transwestern has an ENERGY STAR average portfolio rating of 75 and has reduced total site energy consumption across its managed portfolio by 14.6 billion kBtu. Additionally, Transwestern's sustainability efforts have saved more than 59.8 million gallons of water and reduced CO₂ emissions by more than 661 million pounds.

CHECK OUT OUR WEBSITE!
www.BOMANJ.org

Membership Info • Careers
Events • Industry Info • Contact info

..always bringing valuable up-to-date
information to our members!



happenings

BOMA NJ Members attend the BOMA International Winter Business Meeting in January



BOMA NJ's Young Professionals Group meet for informative sessions and peer networking this past Winter.



Congratulations to Boston Properties for winning the BOMA MAC regional TOBY award!



CALENDAR OF EVENTS

- August 1 BOMA Golf Outing
September 28 BOMA Meeting
October 28 BOMAfest
November 16 BOMA Meeting
December 7 BOMA Holiday Party

JANUARY speaker



WABC-TV, Channel 7's Senior Meteorologist, Bill Evans joined us on January 27. He filled our minds with valuable information, informative tidbits and spoke of how he helped the NYC Stock Exchange during the hurricane.

"No one knows why it happens every 6-7 years," Evans explained, but "this year we had an El Nino season and it wreaked havoc everywhere." "We experienced the mildest Fall and the warmest Winter on record," he said, and "Atlantic County had tremendous flooding - half of a foot in Wildwood which was more than they had from Sandy." We also had a blizzard in January dumping a tremendous amount of snowfall and caused people to empty the shelves at the grocery stores. The weather we had was the result of El Nino. And still,

Bill remarked, "the planet has not warmed since 1998. We don't have warming. I believe climate is always changing."

There are many models to track weather, but the European model seems to work better in the US. "It nailed Hurricane Sandy within 50 miles!" Bob shared his experience with us. He had 5 meetings with the NYC Stock Exchange to discuss what to do in case of a hurricane. The Stock Exchange didn't want to close because they would lose billions of dollars a day. They followed Evans' directions and in the end, it saved them \$200 million dollars.

He spoke about Superstorm Sandy and explained how there were three storms that actually came together to form this disastrous storm, creating 75 mph winds. "The Jersey Shore is one of the 3 worst places a hurricane can hit," he added.

And, did you know there are 26 different kinds of snowflakes and only one guy in the entire world who takes photographs of them?

"94% of public companies Board of Directors don't know what policies they have in force for their own companies" when it comes down to cyber security. In addition, 90% of companies find out they have been breached only after the police come knocking!

In 2014, Heyman pointed out, 60% of all breaches occurred because of an employee accident, not because of a hacker, but hackers are known to pay for information. It could even be as little as \$100 and information can be downloaded to a USB! It's that easy. "Hackers aren't stupid," said Heyman, "they know right where to go!" Interestingly, he went on to tell us that there was a "hacking organization" in China with 4,000 "employees."

"Training and more training." That is what he recommends. "Make cyber security governance into the fabric of your company. Train employees so they know what to expect and what to look for. In an organization, it's everyone's responsibility. Run tests and certainly DON'T

FEBRUARY speaker

Alan Heyman, COO of SMLR Group lead a presentation on cyber security on February 24. It doesn't seem too unusual these days to find stories about them in the headlines. Target, a major retailer, recently paid \$231 million dollars because of a security breach and, they were the victim! But, they still had to pay because of what they DID NOT DO after the breach! Here is how to protect yourself and what to do if this happens to you and your company!

Your company must be in compliance, as well as even 3rd party vendors. "Anyone who touches information has to comply," stressed Heyman. Even those who have potential access and don't necessarily have physical access to information.

wait until the last minute!"

If your company is located in NJ, you must report incidents to the State of NJ within 60 days. Within 30 days if it is located in NY. In any event, you need to hire an attorney because everything you do and say must be protected.



Thank you US Security
for your sponsorship



MARCH a panel discussion



March's panel discussion, "Is the Grass Really Greener Over There?" showcased a panel of experts who explained and discussed the unique characteristics in managing the similar, yet different sectors of property management. Mark Hockenjos, Panel Moderator, with Boston Properties, Princeton along with the panelists: Patrick Connelly, Industrial Management, Federal Business Centers, Edison; Nate Laskiewicz, Medical Office Management, Rendina Healthcare, Belleville; Gilbert Bankston, Retail Management, Simon, Menlo Park Mall, Edison; Paul Santoriello, Residential Management, Taylor Management, Whippny, all took center stage and Mark asked these questions among others...

What is the largest difference between individual sectors?

Nate answered, "While Medical Office Management is very similar to the others, it is representative of a smaller market. Rates don't fluctuate as much, key relationships require sensitivity to the relationships doctors have with hospitals, and

patients with their doctors. Operations must run smoothly.

Patrick replied, "NJ Industrial Real Estate is the third largest in the country, which has the richest population in the world. Understanding the physical construction and terminology is key (e.g., dock doors, heights, roofing, fire suppression, etc.), as well as laws that dictate operations.

Paul answered, "In Residential Management, customer service is key. One of the significant differences for this sector is its quasi-government status with an elected board of directors. One of the unique challenges is that while the board members are your bosses, you should know more than they do. Another difference is that at the end of the day, you are serving people in their own homes. There is a need, therefore, for constant client service."

General Manager Gilbert noted there are many similarities shared among all the sectors. Gilbert stated it is important to know who the customer is. It is a "must" that the mall looks good and, at the same time, offers an experience similar to Disney. The greatest challenge, and one that is constant and ongoing, is security. There are frequent meetings scheduled with local law enforcement, Homeland Security, the FBI to develop and implement security measures. Second to security is the need to really understand the retailers' expectations.

What training or advice would you give to those entering your sector?

Nate replied, "It is important to create value for your sector in the area of building and financial operations. Training in regulations (e.g., HIPPA laws, OSHA, safety plans, cleaning, testing for bacteria, etc.) are important. Cleaning needs to be done right.

"If you can manage a condo association, you can manage anything," said Paul. Turnover is great, and this sector offers excellent opportunities to start a new career. The demands are also great.

Gilbert added, "Those individuals with backgrounds in operations and finance are sought after when looking for potential staff. Those who can show they have moved up the ladder and have received training in the industry are good candidates.

What do you consider when making vendor selections?

Nate replied, "There are three primary considerations: cost, stealth, and quality of work. Every vendor is important."

Patrick stated, "It is important that vendors be there when we call on them. Long-standing relationships are important."

Paul answered, "Vendors that do a lot of this kind of business and have experience are key whether it's relating to the physical structures or the planning requirements." Mark asked how there is a balance between low bids with higher bids. Paul responded that they do not have to take the lowest

bid, but rather the vendor must be able to justify the "why" for the bid.

"All vendor relationships are important. He prefers that "go-to" guy and keeps a list of these vendors. It is important to find the look, feel and comfort that clients expect," said Gilbert.

What are the trends in your sector?

"The biggest trend is the growth of online purchasing compared with retail bricks and mortar. The other trend being seen is that the Millennials "want it now," remarked Gilbert.

Paul added, "The trend is in the area of technology—clients want better, less expensive, quicker communications. It is important to get as much information out as possible, via email blasts, etc. A higher level of communication is also important because it gives the community a sense of transparency."

"The greatest trend is in the growth of E-Commerce," said Patrick. "The percentage of global resale online is now 7 1/2%, up from 5% in 2005. Products are no longer necessarily going to stores, and this is a huge change with the advent of same-day delivery by Amazon and intense competition now for grocery delivery."

Nate replied, "Hospitals recognize they may be poor managers. There is a new niche being created for more private companies buying and upgrading many buildings for medical use."

APRIL tour

Our The BOMA NJ membership took a backstage tour of the ROCK - The Prudential Center in Newark on April 27. It was incredible to witness the operations of what happens behind the scenes of this multi-purpose indoor arena, the home of the National Hockey League's New Jersey Devils and the NCAA's Seton Hall Pirates men's basketball team. The arena seats 16,514 patrons for hockey and 18,711 for basketball. The facility has two club lounges, a goal bar, terrace area and a 350-seat gourmet restaurant, a total of 76 luxury suites, 2 event suites and all the miscellaneous equipment, lighting, facilities that make each event a unique and fun experience.



PROFESSIONAL DEVELOPMENT OPPORTUNITIES



PROFESSIONAL DEVELOPMENT

Imagine that an executive, a recruiter or a prospective employer is reviewing your work history in property or facility management. Will they see 5, 10 or more years of experience, or

with they see 1 year of experience times five, or ten times, repeated over and over? Developing strategic skills helps you to ensure that they see your true experience. Professional development is one way to provide those skills. Each month, BOMA New Jersey offers you professional development through our speakers at the monthly membership meetings. Over the past year, we have learned about how weather affects our build-

ings and lives; cyber security; what to do in the case of an active shooter; and more recently, what the different types of managers need to get their jobs done, i.e., the difference between office, industrial, retail, residential and medical property / facility management. We also offer, at these meetings, a "Certificate of Completion" for you to fill in your name and hold in your personal file for proof of continuing education for your designations, for the day when you need to prove your worth at either review time or at your next job interview. And, YES, you must stay for the entire meeting to obtain the Certificate!

If you think the cost of the meeting is too high or that professional development requires too much effort and expense, just be sure you have also determined the long-term career cost!



RPA® & FMA® Designations The Design, Operation, & Maintenance of Building Systems, Part II

Sept 27 – Nov 30

Planned Companies, 150 Smith Road, Parsippany

This course provides information property and facility managers must have to increase occupant safety and comfort while facilitating building efficiency to meet the business goals of an organization. This course will cover building systems management, analytics, and optimization, best practices in building operations and maintenance, and high performance security and life safety systems design.

Key topic areas:

Energy management • security systems • business continuity • fire protection and life safety systems • electrical systems: clean power, green power, UPS systems and submetering • lighting • integrated pest management • solid waste management • vertical transportation systems • cleaning and maintenance of windows, metals, and other surfaces • contract cleaning • landscaping • parking

Applies to:

FMC and PAC certificates

FMA® and RPA® designations

Recommendations:

USGBC Recommendation: 30 GBCI continuing education hours toward the LEED Credential Maintenance Program

FMA® Designation Facilities Planning & Project Management

Sept 26 – Nov 29

Wyndham, 22 Sylvan Way, Parsippany

This course will help you develop the skills and knowledge critical to the successful execution of any facilities project. A case study woven throughout the course's textbook presents real world examples of proper planning and selecting a project team, as well as the importance of flexibility, follow through, and attention to detail.

Key topic areas:

- planning models • identifying and rating user needs • owned vs. leased developed facilities • managing the planning process • classifying facilities projects • specifications for facilities performance • design development and review • implementing projects • planning occupancy • project closeout

BOMA New Jersey is offering classes that are required to obtain the necessary continuing education credits for your Real Estate License!

REAL ESTATE LICENSE COURSES PART I - ETHICS + LEASING

November 29, 2016

3 hours of Ethics (required)

3 hours of Leasing (new course – never offered before)

Cost: \$150 for Members
\$175 for Non-Members

Location to be determined based on class size.
Contact Dolores Bocian to hold your place.

REAL ESTATE LICENSE COURSES PART II - CORE CLASS + INVESTMENT ANALYSIS

January 18, 2017

3 hours of Core Class (required)
3 hours of Investment Analysis

Cost: \$150 for Members
\$175 for Non-Members

Location to be determined based on class size.

Contact Dolores Bocian to hold your place at BOMA-NJ@optimum.net.

Congratulations to Erika Morasco Toscani, for receiving her RPA designation!

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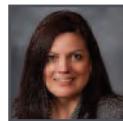
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Material contained herein does not necessarily reflect the opinion of BOMA New Jersey, its members, or its staff.

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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.

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