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A Record Breaking WINTER for NJ

It's no surprise that NJ was hammered with one of the most brutal Winter's ever recorded in history. In fact, even our first day of Spring was celebrated with 4 inches of snow across the state. For the kids who anticipated another school closing, they obviously loved it! But for the adults who had to wake up in the morning to face yet another day of shoveling, salting, and driving through treacherous conditions, well, let's say, "they DIDN'T love it!"

Although a pretty site when it first blankets the ground, snow and ice and freezing cold temperatures also bring a "flurry" of other problems with it. Property owners and managers had their fair share of issues – rising costs that exceeded budgets, as well as unforeseen problems. A couple of reported "nightmare" case studies from our members were shared, along with how one disaster was prevented.

Case Study: Burst Pipes

A call on February 16 from a panicking facility manager of a NJ municipal building was received. Water was going everywhere in the

building causing a deluge which covered more than three floors and 50,000 SF of furnished office space. Immediately, a project manager was dispatched to the site, in addition to an extraction team. What was found was incredible. The facility manager's initial estimate was very conservative. As you walked into the building, you could hear the



Water freezing as it poured out from the building.

running water from the many pipes that had burst. With temperatures well below freezing, the water was running out of the building and freezing as it went outside. The water was spread from floor to floor – walls to ceiling. Everything and anything was not just wet, but

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PRESIDENT'S MESSAGE

“OMG,” as my teenagers used to say, “It’s Spring!!”

As I mentioned at our February meeting, we have listened to your comments and will be bringing back a “paper” membership directory which will be available to all members in good standing (dues paid in full by March 31, 2015).

The round table discussions, moderated by Andy Diamond, were held on February 25. Eight BOMA NJ members hosted the evenings mini seminars. Cooper Pest Solutions, Jeff White and Allison Berg discussed bedbugs in commercial office building; Control Temp, led by Gary Giambatista spoke about HVAC controls; Fania Roofing’s Phil Desmond discussed the most common roof systems - their advantages and disadvantages; Federal Business Centers, Patrick Connolly discussed the hot industrial real estate in New Jersey; Belfor Property Restoration, Alan Goeltz’s presentation was on office indoor air problems; DTZ’s (a/k/a Cassidy Turley), Carol Reed helped our Allied Partners to understand RFP procedures from the owner/manager perspective; Public Sewer, represented by Jamie Kazazian described their latest camera/TV technology equipment and how to diagnose sewer system issues; and Spinella Electric, led by Joe Spinella, described electric panel issues and prevention of hot spots, as well as arc flashing with proper switch gear maintenance.

Hopefully you were able to join us at March’s meeting at the Governor Morris Inn in Morristown, when we were addressed by representatives from the State of New Jersey Department of Homeland Security and Emergency Preparedness who provided information on how to be prepared, and what resources and tools are available to us in the event of an emergency or disaster.

We hope you have noticed that we have been changing up the meeting locations to tempt our members from all areas in NJ to attend. Please provide any venue feedback to Dolores.

There is still time to support and make your reservations for BOMA’s 2015 MAC (Middle Atlantic Conference) being held this year in



Robin Ann Juron
2014-2015 President

BOMA NJ CODE OF CONDUCT

BOMA New Jersey expects a high level of professionalism from all members. Building Members are encouraged to utilize the services of our Allied and Professional Members, and are expected to treat them with courtesy and respect. Allied Members are not permitted to engage in aggressive marketing during BOMA events. Conduct in violation of this code should be brought to the attention of the Board.

Stamford, CT and hosted by BOMA-Southern Connecticut. The 3-day conference, April 29-May 1, will bring together professionals from the 16 BOMA locals that make up the MAC from Virginia, north to Massachusetts, and west to Buffalo. The conference includes keynote presentations and culminates with the TOBY Awards reception and dinner.

Monte Carlo Night is occurring during the publication of this newsletter. We hope you were able to join us as our Allied Committee members and sponsors have been working hard on this great event.

We look forward to the Energy Committee's, "5th Annual Building Energy Reduction Awards" for BOMA NJ member's buildings. This year's award compares kwh reduction from 2014 to 2013. Awards will be presented at our May meeting. Hope you got your applications submitted!

Please take a look on the right at the photo of our Annual Sponsors. We appreciate their support.

In closing, I would like to add my appreciation for our hard working committee members who have brought us some amazing programs and education this year! If you want to join our amazing group of committee volunteers, please see or contact Dolores.

Thank you and be well,



Thank you to our Annual Sponsors: Gold Sponsor, Cooper Pest Solutions; Silver Sponsor, CenterPoint; and Bronze Sponsor, ICC. If your firm would like to be included as a sponsor on this banner and other promotional material, please contact Dolores at BOMA NJ.

SAVE THE DATES....

May 27: Energy Awards & Monthly Meeting

June 17: Committee Breakfast Meeting

June TBD: Building Tour

June 27-30: Annual Conference & Leadership Meetings

August 3: Annual Golf Outing

why BOMA

advocating the importance of community impact and stimulating commerce through unified partners.

BOMA NJ provides many volunteer opportunities for those interested in helping their communities. Many of us think “to volunteer” is something that people do to be “nice.” While this is true to an extent, we often don’t realize the impact that this has on the community and to our economy.

Volunteers have an enormous impact on the strength and vigor of communities worldwide. You will likely cross paths with a volunteer at least once, if not several times a day, no matter where you are in the world. They make a difference in everyday life in the following ways:

1. Volunteers supply critical services—from serving as volunteer firefighters or participating in search and rescue, to delivering meals to homebound seniors or homeless youth, to manning the phone lines at domestic violence centers.
2. Volunteers assist in keeping our neighborhoods, streets, parks, rivers and water sanitary and safe for everyone.
3. Volunteers mentor, tutor, teach, coach and support young people with everything from homework to dealing with personal crises to sports and tournaments.
4. Volunteers walk dogs, pet cats, clean cages, help with adoptions and feedings, and contribute veterinary expertise to organizations like animal shelters and wildlife rehabilitation centers.
5. Volunteers inform the public on health and safety; doctors and nurses donate time and medical knowledge to free clinics and natural/civil disaster areas worldwide.
6. Volunteers construct houses and schools, dig wells, and repair infrastructure around the globe.

A critical way to measure the impact of volunteers is to take a look at statistics quantifying the hours served and the economic value of volunteer time.

“In 2013, one in four adults (25.4 percent) volunteered through an organization, demonstrating that volunteering remains an important activity for millions of Americans. Altogether, 62.6 million Americans volunteered nearly 7.7 billion hours last year. Based on the Independent Sector’s estimate of the average value of a volunteer hour, the estimated value of this volunteer service is nearly \$173 billion” (see more at: <http://www.volunteering-inamerica.gov>).

Whether actively donating their time through a recognized or ad hoc organizations, or participating in community activities which provide personal care for family, friends, neighbors, or even strangers as part of accepted cultural norms of giving and reciprocity, volunteers are integral partners and contributors in societies throughout the world.

Yet imagine if one day, all volunteers simply didn’t show up. How would cities, towns, state/provincial parks, schools, places of worship, and libraries operate? What basic services would cease? Opportunities to grow, learn, and thrive as a society would vanish. This summarizes the importance of being a Volunteer.

BOMA New Jersey has many opportunities to assist property managers in making an impact on the community and stimulating commerce through strategic partnerships. With the TOBY season upon us, the importance of civic responsibility and community activism are important factors for your building’s submission. For more information on how you can help your community, contact BOMA New Jersey at boma-nj@optimum.net.

BOMA NJ's Young Professionals Group

Young in Experience...Not in Age

BOMA NJ's NEW Young Professionals Group (YPG) is designed to be a meaningful networking group of young (0 to 7 years experience) business professionals in the industry of commercial real estate. It is dedicated to engaging the next generation of professionals within the commercial real estate industry by providing great opportunities to build meaningful relationships, increase industry knowledge, and enhance development in leadership. BOMA NJ believes in mentoring the future professionals of the NJ real estate industry.

The mission of the BOMA NJ Young Professionals Group Committee is to enable association awareness and development opportunities for industry professionals in the early stages of their career. Examples include property managers, assistant property managers, administrative assistants, accounting staff, leasing associates and other support personnel.



The goal of the committee will be to host educational and networking events and provide professional development to help promote association awareness, as well as inform emerging professionals about the benefits of participation. It will encourage career development through leadership, education, mentoring, and networking.

Young professionals have unique challenges in real estate. By belonging to a network of peers who face similar issues, members can bounce ideas off one another and provide support to each other. Many people who are new to the industry want to get involved with their local, state or national associations, but may not know how to go about it or find it too intimidating. BOMA NJ Young Professionals Group encourages members to explore leadership opportunities at all levels. For more information, contact Dolores Bocian at boma-nj@optimum.net.

On February 25, BOMA NJ held an evening of “The Round Table Discussions” and invited eight experts in the commercial real estate industry to present pertinent information to our managers and service providers.

Round Table #1 Bed Bugs in Office Buildings Presented by Cooper Pest Solutions

Jeff White, Bed Bug Central
Technical Director and Product Development

Allison Berg, Cooper Pest Solutions
Business Development Rep and Bed Bug Consultant

Bed bugs in the work place can be very challenging to deal with. Although finding bed bugs in an office/commercial setting is becoming more and more common, this is not a typical setting for bed bugs. Visual inspections are unreliable for detecting their presence and the success of corrective actions can be difficult to evaluate. There are many difficult decisions with legal and financial implications and there are no straight forward treatment methods that offer an immediate guarantee of success. In addition, the bugs are being introduced by someone or something (luggage, briefcase, etc.) so the threat of continual reintroduction exists. No matter what corrective actions you take today, unless the person with the problem takes care of their issue at home, the bugs could continue to periodically appear. Employee education is very critical. In most cases, it is unclear exactly how bugs are introduced into the workplace and there is a good chance the source of the problem will ever be disclosed.

Whenever a live bed bug sample is produced, you should show some corrective action with at least a treatment in the area where the bug is found and the general vicinity (about a 20 foot radius). A monitoring program should then be implemented for about 4 weeks to ensure that there is not an infestation and that more bugs are not being introduced into the workplace. There are 2 types of monitors: Active and Passive. An active monitor has attractants and/or CO2 that lure bed bugs to the traps, whereas a passive monitor will catch a bed bug that is passing through that area.

The best recommendation is to work with your pest management company on implementing a bed bug response plan so that you are prepared, when and if bed bugs appear in your building. Being prepared is the best way to increase efficiencies and reduce potential liabilities associated with this pest.



In a word, Industrial Real Estate in New Jersey is “HOT.” Why is that you might ask? Well, New Jersey is a one day’s drive to one third of the country’s population. Therefore, all the products that we American consumers like to have via overnight delivery from retail stores or online shopping sites need to be warehoused close by. All this means is that New Jersey is the third largest port in the United States. Demand for knowledgeable industrial management professionals that understand these fundamentals is on the rise.

BOMA recognizes the importance of delivering education and programming to serve this growing market segment. To that end, Patrick Connelly, Executive Director of Federal Business Centers discussed the fundamentals of what is driving industrial real estate, with emphasis on how managers can better support the owners and tenants of industrial properties.

Round Table #2 Industrial Real Estate in New Jersey is “Hot” Presented by Federal Business Centers

Patrick Connelly
Executive Director

Every day wires short out, transformers fail and breakers trip. When this happens, tenants are inconvenienced and building personnel are subject to electrical dangers. Every 30 minutes, someone in the US is injured or killed due to electrical injuries. These injuries are preventable with the proper Arc Flash Labeling describing the necessary Personnel Protective Equipment.

Scheduled electrical testing such as Infrared scanning, switch gear maintenance and arc flash labeling can prevent emergency calls and extended outages. With testing, you can replace untimely problems with scheduled off-hour repairs. Think of it as calling the Fire Department before the fire starts.

Round Table #3 Electrical Testing: Prevention vs. Problems Presented by Spinella Electrical Contracting

Joseph Spinella
President



Round Table #4 Cool Roofing: Not So Black and White Presented by Fania Roofing

Phil Desmond
Commercial Roofing Division Manager

White TPO Roofs, also labeled as “Cool Roofing Membrane,” have emerged as the leading roof covering on the market. Its surge in popularity is driven by our desire to be more energy and environmentally conscious than ever before. Endorsements from organizations such as Energy Star and LEED have propelled White TPO even more.

White TPO reflects the sun's radiation more than black membranes, keeping the surface of the roof and potentially the building interior cooler. Studies and software designed to calculate energy savings of white roofs have shown that while there can be energy savings from white roofs in warm sunny locations, little to no negative energy savings is likely to be realized in colder climates due to increased heating demand.

While TPO roof membranes have proven they can be very good performers in the commercial roofing market, special consideration must be given when installing them in areas that experience cold winters. As more white roof membranes are being installed in the north, more issues from condensation have surfaced. Especially with mechanically attached roofs, condensation caused by heat from inside a building meeting a cold roof surface can create nightmare issues for building owners and tenants.

Now more than ever, it is encouraged that building owners and their representatives not assume contractors or designers are addressing potential issues during the roof design phase. Many questions should be asked such as...

- How much energy will I save with a white roof vs. a black roof?
- What's my return on investment if I increase my insulation R-Value?
- Is it beneficial to install roof insulation in multiple layers?
- What about potential air infiltration under the roof membrane?
- What measures are being taken to avoid condensation issues?

When selecting a new roof, more thought needs to be given than just the color.

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Round Table #5 Office Eye Syndrome Presented by Belfor Restoration

Alan Goeltz

As the science of indoor air quality (IAQ) investigation has continued to grow and improve, new information to explain regularly observed occurrences are documented and named.

One of the reasons eye irritation and headaches show up frequently in indoor air quality investigations is that these symptoms often serve as early warning signs of air quality problems. Both the eyes and the brain react to a number of environmental stresses with symptoms manifesting themselves in the form of itchy eyes, watering eyes, redness, throbbing under the eyes, excessive dryness and various forms of headaches, from a dull ache to sharp intense pain. These symptoms can be produced by a variety of factors related to interior air. The symptoms can be produced by:

- Low humidity
- Poor housekeeping
- Elevated levels of carbon monoxide
- Second-hand tobacco smoke
- Poor lighting
- Mold spores, pollen grains, dust mites and animal dander
- Noise
- Psychological stress

Eye irritation, strain and resulting headaches are exacerbated by many activities often associated with office work. Individuals who operate computers or engage in other detailed work suppress the natural blink instinct in an effort to focus more clearly on the image on the computer screen or task at hand.

The use of contact lenses, the presence of a high level of particulate or fibers in the air, glare or improper lighting on computer screens also impact eye health. These conditions are often present in office work environments.

Minimizing office eye syndrome through proper investigation and remediation techniques will go a long way toward resolving one of the most common complaints associated with indoor air quality problems.



Bidding starts with creating a scope of the work which gets divided into two separate categories: #1 reoccurring maintenance projects such as landscaping, snow removal, etc. or #2 special projects such as retrofitting LED lighting into parking lot lights.

Qualifying vendors – we only accept services from vendors/contractors that are qualified, licensed and meet our insurance requirements. As a courtesy to BOMA members, we start with vendors listed on BOMA NJ's website.

Timeline for bid process – We like to include an extra week to review bids in case we have questions or need clarification. We also like to ask the contractor how quickly the work will commence and the time of completion.

Analyzing the bids/proposals – This is where having a scope of work makes our review much easier because it takes the guess work out of reviewing proposals. We also like to ask the contractor what is not included in their bids.

Awarding contracts – we contact our vendors via telephone or email to advise them that they have been awarded the contract. We prepare the appropriate contracts, obtain proper insurance and coordinate the work.

Round Table #6 Understand the RFP/Bidding Process Presented by DTZ (a/k/a Cassidy Turley)

Carol Reed
Senior Property Manager

Round Table #7 Public Sewer Systems Presented by Public Sewer Service

Jamie Kazazian
Operations Manager

Pipeline video inspection is a form of telepresence used to visually inspect the interiors of pipelines. A common application is to determine the condition of small diameter sewer lines and household connection pipes. Older sewer lines of small diameter, typically 6-inch are made by the union of a number of short 3-foot sections. Pipe segments may be made of cast iron, with 12-foot to 20-foot sections, are more often made of vitrified clay pipe (VCP), a ceramic material in 3-foot, 4-foot & 6-foot sections. Each iron or clay segment will have an enlargement, a “bell” on one end to receive the end of the adjacent segment. Roots from trees and vegetation may work into the joints between segments and can be forceful enough to break open a larger opening in terra cotta or corroded cast iron. Eventually, a root ball will form that will impede the flow.

With modern video equipment, the interior of the pipe may be inspected. This is a form of non-destructive testing. A small diameter collector pipe will typically have a cleanout access at the far end and will be several hundred feet long, terminating at a manhole. Additional collector pipes may discharge at this manhole and a pipe (perhaps of larger diameter) will carry the effluent to the next manhole, and so forth to a pump station or treatment plant. TV findings show the improvements that can be made to the pipe. It may be jet cleaned with a rotating root cutting blade on the end of a segmented rotating chain. If damage is found limited to only a few locations these may be excavated and repaired. Severe damage may require excavation and replacement of the pipe. Trenches repair is available.



A BMS' role is to facilitate the operation of a building's mechanical and electrical systems. It helps control various building systems, as well as recording building operating data and commissioning other important information. When integrated with various building systems such as heating, ventilating and air conditioning (HVAC) equipment and lighting, the optimum in energy efficiency and building management is achieved. A BMS is comprised of sensing devices, software and microprocessor-based controllers which are used for monitoring and controlling building systems. The controllers communicate with each other and provide a centralized PC-based operator interface. A primary application of a BMS is to control and monitor HVAC equipment.

Examples of BMS Controlled Systems include time schedules, stop/start time optimization, warm-up/cool-down cycles, set-back controls, heating/cooling changeovers, temperature settings, humidification/dehumidification, demanding limiting and indoor air quality/carbon dioxide control. A BMS System is the ideal platform on which to connect other systems. It is through this integration that important benefits are realized, from installation cost reductions stemming from shared infrastructure (i.e., wiring, controllers, workstations, devices, etc.) to operational efficiencies achieved through centralization and the resulting need for less staff. Integration also affords a faster response time.

The benefits of a BMS/integration are many. Recorded data can allocate costs among tenants, monitor access control relating to unscheduled building use, schedule lighting and remotely monitor building systems. Additionally, BMS integrated systems can be used to establish the right sequence for equipment start-ups in order to bring a building to the correct temperature settings prior to the arrival of occupants. BMS systems can provide early warning of maintenance issues reducing maintenance cost. Facility managers benefit from greater convenience, better productivity of staff and faster response to tenant issues.

Round Table #8 The Latest & Greatest of HVAC Controls Presented by Control Temp

Gary Giambatista
Vice President of Operations

Kevin Houlihan
Senior Programmer



Join BOMA NJ's Special Olympics Unified Relay Team

On June 4th, BOMA NJ will participate in the NJ portion of the Unified Relay Across America, the largest fundraiser in Special Olympics history. The Unified Relay will start in the U.S. on May 26, where the "Flame of Hope" will be split into three simultaneous routes — Northern, Central and Southern and will pass through all 50 states! Each flame will start its individual journey from one of three points and will travel west where all three routes will become unified in Los Angeles on July 10. Across the United States, over the course of 46 days, in a hand-to-hand exchange, torchbearers will run, bike, walk, rollerblade or roll a segment of the relay in this team and individual fundraising event.

In the spirit of BOMA NJ's commitment to civic responsibility, we are creating a team of 15 members to join in the relay and carry the torch for the NJ segment starting in the New Brunswick area. This is a half mile journey for a very good cause. Property management is about community impact and stimulating commerce through unified partners. Remember, TOBY season is right around the corner and this could be included in your building's submission!

For information on how you can participate, please contact Harold Campbell or email BOMA NJ at boma-nj@optimum.net.

**Special
Olympics
New Jersey**



2015 BOMANJ

MEMBERSHIP DIRECTORY

CIRCLE THE AD YOU REQUEST:

Special Placement Ads

(Due to limited availability, these ads are sold on a first come, first served basis)

- Back Cover..... \$5,000
- Page One..... \$3,500
- Inside Front Cover..... \$3,000
- Page Three..... \$2,750
- Inside Back Cover..... \$2,500
- Divider Page Front..... \$2,250
- Divider Page Back..... \$2,000

A divider page is printed on a heavier paper stock and separates the individual sections of the publication.

MEMBER RATES for ads available throughout the publication:

AD SIZE	RATE:
Full page Dimensions: 7-1/2"W x 10"H	
Full Page	\$ 950.00
Half Page Dimensions: Vertical: 3-1/2"W x 10"H Horizontal: 7-1/2"W x 4-3/4"H	
1/2 Page	\$ 600.00
Quarter page Dimensions: 3-1/2"W x 4-3/4"H	
1/4 Page	\$ 350.00

All ads have the option of printing in full color

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COMPLETE INFORMATION BELOW (Please Print CLEARLY or Type):

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Company _____

Address _____

City/State/Zip _____

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SEND THIS COMPLETED RESERVATION FORM ALONG WITH ARTWORK TO: twobsktrs@aol.com

ANY QUESTIONS: Call Cindy Kacperowski, 732-581-9191 **FAX:** 732-818-1566

CAMERA-READY ARTWORK SPECIFICATIONS: Please save artwork as a high resolution EPS, Tiff, PDF or a JPEG file. Publication trim size is 8-1/2 x 11.

CAMERA-READY ARTWORK MUST be received by close of day, **FRIDAY, MAY 15** to be included in this year's 2015 publication.

SEND CHECKS AND MAKE PAYABLE TO "BOMA NEW JERSEY:"
199 PROSPECT AVENUE • PO BOX 7250 • N. ARLINGTON NJ 07031



if you build it...

THEY WILL COME

Great News For New Jersey's Industrial Real Estate Market.

Patrick Connelly, RPA
Executive Director of Operations, Federal Business Centers

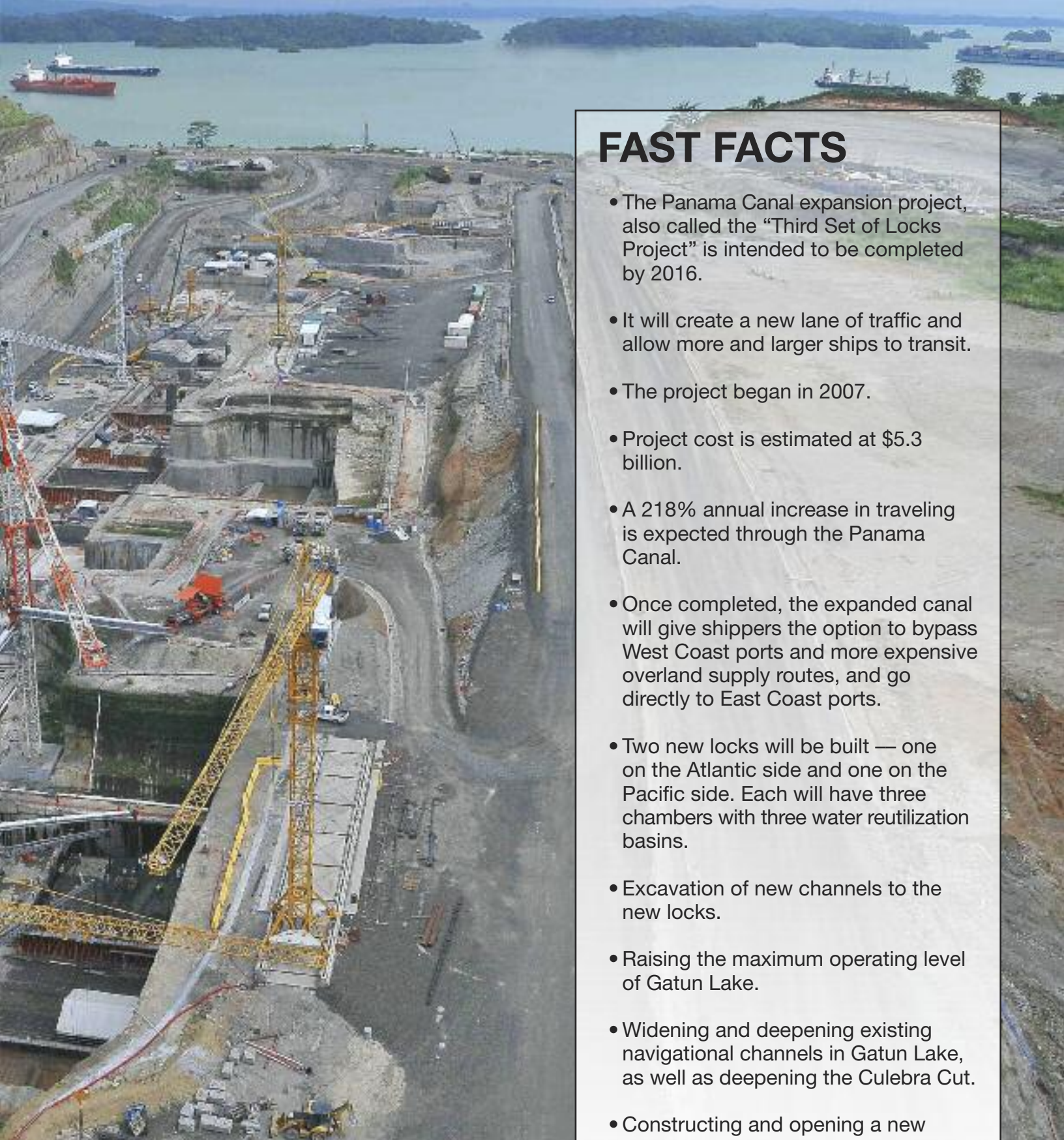
Did you ever wonder how a construction project thousands of miles away in Central America could have an economic impact on our state? The \$5.3 billion dollar expansion of the Panama Canal is expected to have a tremendous influence on our region and in particular, New Jersey. Its completion is currently projected for the first half of 2016. Locally, the Port Authority of NYNJ has the \$1.3 billion venture underway to raise the Bayonne Bridge with a summer of 2016 completion slated. Together, these projects will allow access for the world's largest cargo ships — Post-Panamax ships (a.k.a. New Panamax) — to call on our ports by way of the Panama Canal, the shortest route from China.

For many in the industrial management arena, this is not “new” news as the Panama Canal and Bayonne Bridge projects have been talked about for many years. Media has also covered the numerous delays and work stoppages suffered by the Panama Canal expansion. However, when everything comes to fruition in 2016, the capacity of the ships that serve East Coast ports hail-

ing from such manufacturing centers as China will increase in size almost three-fold.

Currently, the largest ship, a.k.a. Panamax, is able to traverse the narrow





FAST FACTS

- The Panama Canal expansion project, also called the “Third Set of Locks Project” is intended to be completed by 2016.
- It will create a new lane of traffic and allow more and larger ships to transit.
- The project began in 2007.
- Project cost is estimated at \$5.3 billion.
- A 218% annual increase in traveling is expected through the Panama Canal.
- Once completed, the expanded canal will give shippers the option to bypass West Coast ports and more expensive overland supply routes, and go directly to East Coast ports.
- Two new locks will be built — one on the Atlantic side and one on the Pacific side. Each will have three chambers with three water reutilization basins.
- Excavation of new channels to the new locks.
- Raising the maximum operating level of Gatun Lake.
- Widening and deepening existing navigational channels in Gatun Lake, as well as deepening the Culebra Cut.
- Constructing and opening a new 6.1 km-long access channel will connect the Pacific locks and the Culebra Cut with four dry excavation projects.

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Panama Canal and has a capacity of approximately 5,500 “Twenty-foot Equivalent Unit” (TEUs). What is a TEU you ask? Well if you’ve traveled the northern section of the NJ Turnpike and looked over at the stacked shipping, then you saw one. This is a TEU. They are used to import just about any consumer good imaginable. The newer Post-Panamax ships can carry in excess of 15,000 TEUs!

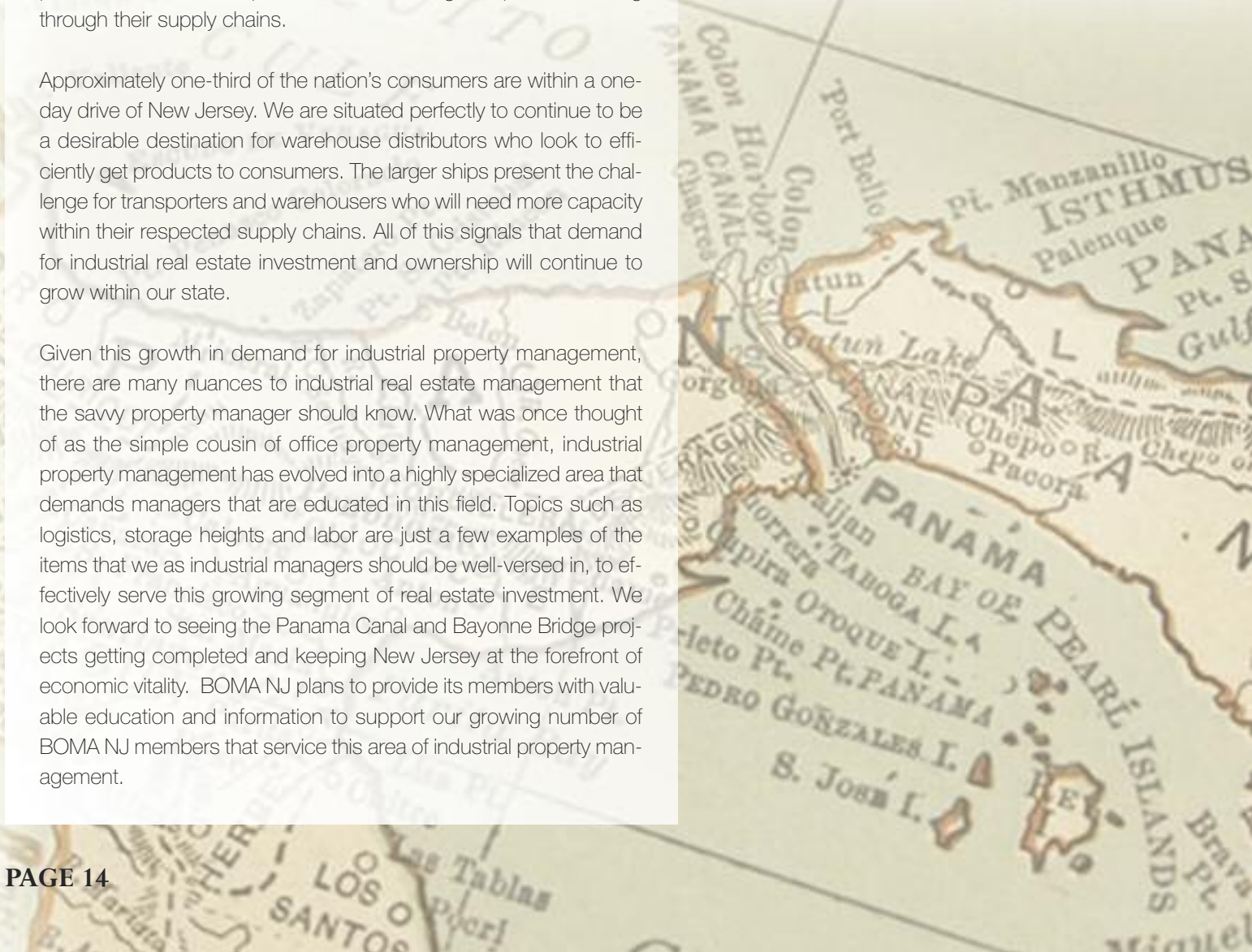
All of these goods are bound for warehouse locations within the Northeast, with a large piece coming to New Jersey. With limited available land at and around the port, it is going to become increasingly important for importers to move trailers from the port and into their respected warehouses quickly. To incentivize people to get their products off of the docks, the Port Authority surcharges the containers with a charge known in the industry as “drayage fees.” When the larger ships begin to arrive, the drayage charges will increase even more in order to force importers to get the containers off the docks as fast as possible. That spells great news for New Jersey’s industrial real estate demand. Importers will need more space to handle the larger shipments coming through their supply chains.

Approximately one-third of the nation’s consumers are within a one-day drive of New Jersey. We are situated perfectly to continue to be a desirable destination for warehouse distributors who look to efficiently get products to consumers. The larger ships present the challenge for transporters and warehouse owners who will need more capacity within their respected supply chains. All of this signals that demand for industrial real estate investment and ownership will continue to grow within our state.

Given this growth in demand for industrial property management, there are many nuances to industrial real estate management that the savvy property manager should know. What was once thought of as the simple cousin of office property management, industrial property management has evolved into a highly specialized area that demands managers that are educated in this field. Topics such as logistics, storage heights and labor are just a few examples of the items that we as industrial managers should be well-versed in, to effectively serve this growing segment of real estate investment. We look forward to seeing the Panama Canal and Bayonne Bridge projects getting completed and keeping New Jersey at the forefront of economic vitality. BOMA NJ plans to provide its members with valuable education and information to support our growing number of BOMA NJ members that service this area of industrial property management.



The new Post-Panamax ships can carry in excess of 15,000 TEUs, three times the capacity of the current, largest ship.



fully soaked. One inch of standing water was seen everywhere. The water was wicking the drywall and the ceiling tiles were falling like wet cotton balls. All of the laminate surfaces were damaged and fixtures began to disintegrate.

The building, a significant municipal institution in NJ required rapid containment and mitigation to make it immediately operational. The electrical systems were compromised and needed attention. Power had to be shut off. Turning on the electricity was a primary concern and once the power was regained, the water extraction began. Demo crews removed the wet surfaces and debris. The areas were cleaned and sanitized. Drying equipment was utilized to stabilize the situation and desiccate the surrounding structure. Within a few days, the site was dry, cleaned and sanitized.

Case Study: Water Damage in Retail Space

It is a sinking feeling to walk into your retail space to find water dripping from your ceiling tiles onto your floor and shelves that display all your merchandise. It is cold and dark and feels damp while the water sloshes around your feet as you walk around your store. The carpet is soaked. Immediately, you follow your protocols and call your corporate office to notify them of the situation. They in turn follow their established internal systems and notify their vendor.

Once the vendor arrives, your work starts to get interesting. You inventory your damaged items and contain all of your business information and equipment. You prepare your reports from your home office and work with the vendor on-site to get your store operational again. Every minute you are down is costing you and your company money. Speed and time are of the essence. The crews come in and

soon all of the wet debris is removed, the area is cleaned and machines are set up to dry the structure. Once that is done, a construction crew repairs the affected areas. The smell of new drywall and paint permeate throughout the space and you are once again, open for business.

By following your company's protocol and working with your approved vendors, you are operational in no time. The experience is now behind you, but you learned to be prepared for the future.



Damaged retail space.

Case Study: Preventative Measures Avoid Problems

Winter snow loads are no fun for property managers as they can interfere with even the best laid business plans. A nationally recognized client of ours loves hearing me say "when a tenant is thinking about our core business and not their own core business, we both have a problem." That said, anticipation is the name of the game when snow storm after snow storm, as well as snow loads threaten the structural limits of a building and potentially interfere with a tenants business plan. This is very relevant when you have assets both in NJ and one of the hardest hit snow corridors, suburban Boston.

Many building owners and managers have properties with flat roofs that accumulate large snow loads in the winter. When you consider that the #1 job is to protect as-

sets, followed by managing risk and last but not least, improving financial performance, keeping buildings and tenants focused on their core business and not on the drifting snow load on their roof is most important.

In an effort to take preventative measures, we monitored snow load accumulation on the roof fields of the buildings located in the areas getting the most snow. We also kept track of storm frequency and temperature patterns that did not allow thaws between storms. It became clear that we needed to send an expert to determine exactly where our risks were and what we needed to do.

A professional engineer looked at the snow volumes on the roof, reviewed the age and structure of the buildings' bones and supplied a simple and direct game plan. The engineer advised us of exactly what buildings were at risk and where we needed to remove drifts, clear drains and make space around roof tops HULA units. What could have been a monumental task became a limited project that protected the asset, managed risk and sustained the financial performance of the building for both tenant and the landlord. It is worthy to note that you can code such roof work as "snow removal" which most often is a reimbursable expense. Meanwhile, the tenant appreciates that you are protecting their business and that you have a report to support your plan.

In summary, when the winter threatens your tenants core business, have a plan and be prepared to back it up with an engineer in addition to a skilled labor force to execute it. Your tenants will appreciate your concern for them. In this case study, injury, damage to the building and business interruption were prevented. This is an example of a best case scenario, but it required significant extra work.

BOMI education

Congratulations to our recent BOMI graduates...

Jon Brinck-Lund RPA, JBL Realty Management; Peter Koutougian, SMA, FMA, RPA, Wyndham Worldwide; and Michael R. Rooney, Jr., SMA, FMA.

Peter Koutougian, RPA, FMA,
SMA, SMT
Building Manager
Wyndham Worldwide
Headquarters

I took the classes and got my designation because it was very important for my professional development and it enhances my career and my value as a facility manager.

I loved the classes because I get to meet new people and we get to share our knowledge.

I recommend this course of study because it will increase your knowledge and understanding of facility management.

Jon Brinck-Lund, RPA
President
JBL Realty Management, Inc.

I took the classes and got my designation because I knew it would deepen my knowledge of my job, its responsibilities and duties as a property manager.

I loved the classes because there was a great deal of pertinent, timely, and experiential information and it was good to meet other people in my field.

I recommend this course of study because its a strong building block to furthering your career in property management.

BŌMĪ
INTERNATIONAL



Starting April 27th
Instructor: Joseph Dyer
Refrigeration Systems & Accessories

Maintaining the proper comfort level in an office environment is essential for tenant satisfaction. Refrigeration equipment is a key component of an air-conditioning system that must be properly maintained and operated at maximum efficiency. This course reviews the basic refrigeration cycle and refrigeration system components, as well as how to operate and maintain reciprocating and absorption refrigeration systems. You will gain the skills and knowledge to describe the principles of refrigeration and identify the performance characteristics of refrigeration components.

Key topic areas: refrigeration cycles and principles • mechanical components of refrigeration systems • systematic troubleshooting • general maintenance procedures

Applies to:
SMC certificate
SMA® and SMT® designations



Starting April 28th
Instructor: Lorraine Kucinski
Design & Operations, Part 2

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



LEGISLATIVE UPDATE

CHRISTIE'S 6th BUDGET *is in*

On Tuesday, February 24, Governor Christie unveiled a budget proposal for Fiscal Year 2016. The proposed \$33.8 billion state spending plan is Governor Christie's sixth budget, and proposes a 3.1 percent (or approximately \$1 billion) spending increase from the current fiscal year.

One day before proposing his budget for FY2016, a state judge ruled that Governor Christie broke the law when cutting \$1.57 billion from a planned pension payment for public employees in the current year. The legal decision, which will be appealed by Governor Christie, will send lawmakers scrambling to find money in the current \$32.5 billion budget to fund the pension payment by June 30th. Governor Christie's proposed for FY2016 budget includes a \$1.3 billion pension payment that is double this year's contribution, but below the requirements under the 2011 pension reform law.

The NJEA and 13 other public employee unions announced that they intend to file a lawsuit against the Christie administration for not making the required pension contributions.

In his budget address, Governor Christie spoke almost exclusively about the need for pension reform, saying, "I am here today to ask you to do what may be politically difficult, but what is morally the right thing to do. This is the type of leadership our state requires."

While Governor Christie repeatedly touted an agreement with the New Jersey Education Association (NJEA) on his pension reform plan that would include a package of pension freezes, new union-controlled benefit plans and health care changes,

NJEA leadership was quick to defuse any notion that an agreement had been reached. In fact, less than a week after Governor Christie's budget address, the NJEA and 13 other public employee unions announced that they intend to file a lawsuit against the Christie administration for failing to make the required pension contributions.

Beyond the pension discussion, Governor Christie's address was panned for lack of specifics in other areas, including how the state will sustain spending on transportation with no new revenue in the proposed budget for the Transportation Trust fund, which will be depleted this summer.

Highlights from the proposed budget include:

- A 3.8 percent increase in projected revenue;
- A surplus of \$350 million;
- An increase of \$811 million in education funding;
- A \$33.2 million reduction in Homestead property tax credits;
- An \$811 million increase in education funding, with only \$4.6 million allocated to actual school aid.

Stay tuned for more details as the Legislature considers Governor Christie's budget!

COAH

The state Supreme Court has once again ruled against the Christie administration, saying that it has failed to establish new affordable housing guidelines. As a result of the unanimous ruling, low and moderate-income residents, or their representatives, can seek relief from courts if they feel a municipality is in violation of the constitutional requirement to provide affordable housing opportunities.

In the court ruling, Justice Jaynee LaVecchia said: "Due to COAH's inaction, we agree that there no longer exists a legitimate basis to block access to the courts." The court added that the Council on Affordable Housing (COAH) can regain control if it passes new regulations. COAH missed the court's deadline to pass affordable housing regulations last November and has not met since.

State Sen. Raymond Lesniak (D-Union) has announced that he intends to sponsor new affordable housing legislation based on the bill that passed in both houses before being conditionally vetoed by Governor Christie in 2011.

Legislation Roundup

BOMA is actively monitoring current legislation, including S2709, which would establish a New Jersey Business Advisory Council within the Department of State's Business Action Center (BAC). The proposed council would provide advice to the BAC and the New Jersey Economic Development Authority on issues regarding the overall business climate in the state. The New Jersey Business Advisory Council would consist of 12 members appointed by the governor, representing the northern, central and southern portions of the state. The bill has been moving through the Senate, and will move to a vote of the full Senate. A companion bill (A4129) was introduced in the General Assembly in February.

After a fire spread through a large Edgewater apartment complex in January, a bill to require fire sprinklers in new single and two-family homes has gained traction. After the bill passed the General Assembly in June 2014, the legislation had made no progress in the upper house until recently when the bill was approved by the Senate Budget and Appropriations Committee. Last year, an identical bill was passed by the Legislature before being pocket-vetoed by Governor Christie.

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.

MEMBERS *in the news...*



Congratulations to a Third Generation BOMA NJ Security Services Baby

Amanda and Mario DeAlmeida along with proud grandpar-

ents Susan and Joey Ferdinando are excited to welcome Elena Rose DeAlmeida, born on February 5th at 4:40 PM. Weighing in at 6lbs, 8oz. and 19 inches long, she is absolutely perfect!! Congratulations!

BRAVO! Group Services, Inc. is Pleased to Announce Karen J. Martinez honored as One of the "Best Women in Business"



BRAVO! Group Services, one of the largest, privately-held facility support companies in the country, announced that Karen J. Martinez, CEO and President has been selected as one of "New Jersey's 2015 Best 50 Women in Business" for her outstanding contributions to the State of New Jersey, both in our industry and community.

The Best 50 Women in Business awards program honors New Jersey's most dynamic women in business that have been making headlines in their field. This year's top 50 women were honored during a special awards reception and ceremony on March 23rd.

Karen has received numerous high profile awards for her hands-on management approach and commitment to excel-

lence including being named by SmartCEO in 2013 as a Future 50 Winner and in 2011 by Ernst & Young as Entrepreneur of the Year, and the only woman in 2011 to win this award. In 2012 and 2011, she was named a winner of the Top 25 Leading Women in New Jersey. Karen mentors future leaders for Rutgers University and Fairleigh Dickinson University, where she was the 10th Annual Female Entrepreneur Lecturer in 2013.

Karen attacks her community involvement with the same fervor and commitment she does in her professional life. In the late 1980s she was a pioneer in the Community Food Bank while simultaneously spreading the awareness of organic food by demanding no pesticides in food markets. In 2007, she was recognized by Boy Scouts of America as Distinguished Citizen of the Year, as well as honored by the YWCA. For the past several years, Karen leads a Girl Scout Troop in Hunterdon County, NJ.

Karen has led BRAVO! through several acquisitions in the U.S. creating a revolution in the janitorial and maintenance service industries by setting a strong example with her motto, "Do what you say you are going to do." BRAVO! employees take personal responsibility for delivering quality service and excellent customer satisfaction. "Creating opportunities for our employees and being passionate about our customers, contribute to our success." Employing over 3,700 employees, the company is headquartered in Green Brook, NJ and operates regional offices in Virginia, Delaware and North Carolina and serves over 14 states throughout the North and Southeast. BRAVO! offers a full-range of expert services throughout the organization such as Janitorial, Maintenance Technicians, Electrical and HVAC Mechanical Service/Repair.

Karen is active in many Real Estate and Industry Associations and is the Chairperson for BOMA's Office Building of the Year Awards.

Hillcrest Paving & Excavating, Inc. Receives Two Prestigious Safety Awards

Hillcrest Paving recently received the New Jersey Subcontractors Association (NJSA) 2014 "Safety Award." They are also the recipient of the Utility and Transportation Contractors Association (UTCA) 2014 Safety Award. These prestigious awards define Hillcrest Paving commitment to provide a safe work environment while maintaining quality workmanship, integrity with the industry and superior service to their clients. The safety awards were accepted by Jim Giordano, the company's Vice President who noted, "Hillcrest Paving & Excavating has made it a point to ensure that safety on and off the job site is a number one priority and we are proud to be honored for the company's accomplishments, as well as the accomplishment of our employees." Hillcrest Paving was also the recipient of the New Jersey Subcontractors Association's Safety Award in 2011, 2012, and 2013.



Jim Corrigan of Mack-Cali Realty spoke to the BOMA NJ audience in February about LEED.

MARCH MEETING BE PREPARED!



A joint meeting with IREM, Steven Gutkin, Associate Director of the NJ Office of Homeland Security and Preparedness was the speaker at our March membership meeting. Held at the Westin - Governor Morris Inn in Morristown, this was an in-depth session on "What to do" and "What resources are available for your use (business & personal) PRIOR to an emergency."

As Mr. Gutkin noted, "it's not a matter of if, but a matter of when," NJ will be the target of a threat. Established in 2006 under Governor Corzine, the purpose of the NJ Office of Homeland Security and Preparedness is to coordinate, lead and supervise NJ's

counter terrorism and preparedness efforts. It has three Divisions: a Policy and Planning Division which covers training and exercise, preparedness, as well as a crucial infrastructure protection unit; an Intelligence Division where analysts review news and reports and how it effects people in NJ; and the Administration Division which encompasses human resources.

The Office of Homeland Security and Preparedness also has an Interfaith Advisory Council that gathers 40 different faiths from across our state. "It gets folks together quarterly and tries to dispel myths that circulate throughout the different communities. It is a tremendous tool. We have established relationships with these groups and we can talk to people that is non-threatening," added Steven.

An Infrastructure Advisory Committee also meets quarterly and includes the commercial facilities sector. It covers the "latest and greatest best practices in emergency preparedness." Building owners and managers have the opportunity to invite representatives from the New Jersey Office of Homeland Security and Preparedness into their facilities to conduct table-top exercises - a realistic scenario for your company.

The New Jersey Office of Homeland Security and Preparedness Critical Infrastructure Protection Bureau in cooperation with its County Critical Infrastructure Coordinator/Risk Mitigation Planner partners, prepared a facility self-assistance tool to aid the small business community and nonprofit organizations in identifying potential areas of site security concerns. Once an area of security concern has been identified, facility management may elect to establish or adjust an internal policy or procedure to address the concern. Management may seek appropriate professional guidance to explore options available to address a security concern.

A very important point that Steven made was, "if you see something, say something." It is extremely important to report abnormal behaviors and suspicious activities.

More information can be obtained by visiting www.njohsp.gov.



Thank you Planned Companies for sponsoring the BOMA NJ March networking hour.

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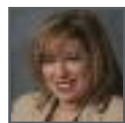
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Material contained herein does not necessarily reflect the opinion of BOMA New Jersey, its members, or its staff.

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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.

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