Why BOMA

Over the years you have heard the many reasons why you should join BOMA. Do these sound familiar?

“You wish to stay informed about the issues that affect you, your company, your tenants, and your asset.”

“You want State and Local decision makers advocating on your behalf who will impact your operations.”

“You would like information about building operations that can conserve energy, water, the environment and money.”

“You desire networking opportunities that will enable you to learn from peers and exchange best practices information.”

“You yearn for professional development opportunities that will keep you on the cutting edge of the NJ commercial real estate market.”

“You supply goods or services to BOMA members and covet the opportunity to fortify your relationships and learn to serve them better.”

However, these are not all the reasons why you should join BOMA NJ. During the next year through our media campaign which will include our newsletter, website and social media, we will highlight the many benefits of our organization and showcase particular advantages to joining BOMA NJ.

BOMA NJ... Bringing Our Members Attention to Prospects for Success!
This was my first summer with no back-to-school preparations, and it’s a true sign of the passage of time. My children were starting elementary school when I first became a member of BOMA NJ, and to bring this aspect of our long-term commitment and connection, future issues of “Progress” will include some “then and now” photos and stories of some of our illustrious members.

The summer passed quickly with our Committees starting to prepare for another year of programming, education and information. The Allied Golf Committee planned and hosted a terrific Golf event at Fiddlers Elbow in August, and the weather cooperated fully! We had a record attendance and we thank our guests and members for sharing this great day. Congratulations to all our golfers!! A special thank you to our sponsors (see pages 11-14).

Our local TOBY submissions were toured and judged by our volunteer guides and judges in August. A special thank you to our guides and judges and committee members and to all those who submitted their buildings for the 2014 TOBY Competition. The winners will be showcased in the next newsletter.

September’s General Meeting hosted Matthew Goerke, who presented, “Discovering Your Memory Power” to all who attended. We learned some techniques and exercises to strengthen our memory skills and will always associate the No. 10 with a bowling ball… One = Tree.

Please mark your calendars for November’s General Membership meeting on November 19th and our Annual Holiday Party on December 3rd. We look forward to seeing you all there.
As I stated at our September meeting, our committees are looking for volunteers and it’s a great way to get involved in our organization. Please contact Dolores or any of the Board Members for information and meeting schedules.

We look forward to January, BOMA International’s Winter Business Meeting which will be held in Scottsdale, AZ January 16-19. Please consider joining us this year. The Meeting is open to all BOMA members and is your ideal opportunity to learn and network with our peers from all over the country and overseas (and to get away from the cold….)! It is truly inspiring to meet representatives from Alaska, Hawaii, Panama, Australia, and all points in-between. The Board of Governors meeting provides the locals with reports from National committees, The International Council, numerous discussions of National issues which affect us all. You can attend Committee meetings and educational sessions. Please consider Scottsdale in January.

Thank you and be well,

Robin

PLEASE JOIN US AT THIS FREE EVENT!

OCT. 30, 2014
9:00AM - 2:00PM
MEADOWLANDS EXPO CENTER
SECAUCUS, NJ

Show Sponsors:
FAPE FACILITIES ENGINEERING.
CASPE NEW JERSEY

For Complete Information Visit
www.MaintenanceShows.com

Register today: Fax: 401-765-6677 or www.MaintenanceShows.com
Building Owners and Managers Association of New Jersey (BOMA NJ) is offering new members a 15 month membership for the cost of 12! BOMA NJ has been focused on providing the most comprehensive member benefits available in any trade association. Since its inception in 1984, more than 375 members have developed and perfected their professions through the leadership, advocacy, research, education, information and professional resources that BOMA NJ has to offer.

With 3 additional months included in your new 2015 membership, BOMA NJ is providing you the chance to attend 3 key events which present an opportunity to experience first-hand the benefits of networking within the NJ commercial real estate community.

3 Reasons to Join Today:

1. Wednesday, October 22nd
   The Outstanding Building of the Year Awards (TOBY Awards)
   Brooklake Country Club
   Florham Park, NJ

2. Wednesday, November 19th
   Presentation: State of the Market
   Sheraton Hotel (Raritan Center)
   Edison, NJ

3. Wednesday, December 3rd
   Holiday Party
   Madison Hotel
   Madison, NJ

BOMA NJ – Bringing Our Member’s Attention to prospects for success!

Call now to receive your informational packet on how you too, can be on your way to become the Industry's most desired and indispensable property manager.

The Building Owners and Managers Association of New Jersey
P.O. Box 7250, No. Arlington, NJ 07031
Tel: 973-696-2914 Fax: 973-696-5634
Website: www.bomanj.org Email: BOMA-NJ@optimum.net
An Interview
With BOMA NJ Director

Dana Getz, LEED Green Associate

Q Do you hold any industry designations?
A LEED Green Associate, NJ Real Estate Salesperson

Q Particularly, what do you like about your job?
A I love that my role is multi-faceted, dynamic and allows me to be resourceful.

Q What are your favorite things about your company?
A JLL has a great culture. The firm allows you to be innovative and rewards employees for their contributions.

Q Do you have a mentor or role model in your career that has helped guide you on your path?
A I have been fortunate to know and work with Linda Aronson at JLL for over 16 years. She is confident, a great listener and an excellent communicator. She inspires her team to reach for their goals and empowers those around to be innovative in their approach to business.

Q What would you like to achieve next in your career?
A I want to further my green building expertise and become LEED AP Operations & Maintenance.

Q What is your favorite BOMA NJ event – Local, Regional and or International?
A The TOBY awards, it is great to see industry colleagues get rewarded for running outstanding properties.

Q If you were not in this industry, what would you like to do?
A Be a Chef!

Q Who are your favorite sports teams?
A Yankees & NY Giants

Q What do you like to do in your free time?
A Love to spend time with my son (watching animated movies!!). I enjoy cooking, gardening and spending time at the beach.

Q What one piece of advice would you give someone new coming into the industry?
A The essential skill, in my opinion is communication. Communication is listening, the ability to see a situation from multiple vantage points, and to clearly articulate what you are saying.
In order to be a successful property manager, you must remove the confrontational component of the contract discussions. This is not war. The people involved are not your enemy, but your allies in performing your job to the best of your ability. To accomplish this task, you have to understand the thought process and expectations of the parties involved. After all, they have a job to perform and expectations to achieve their tasks correctly and successfully.

Our marketplace has evolved into a highly sophisticated and competitive workforce striving to continuously expand and generate higher profits. The growth of tenant demands causes today’s property manager to balance the resources of their suppliers and vendors with the needs of their customers. The primary mission of the property manager is providing quality service. This is a return to fundamentals and basic human interaction - understand the needs and expectations of your tenants. This will vary from building to building. Translation: You have to know your building – inside and out.

In addition, you need to comprehend the abilities of your staff. You have to know the terms of your lease and you have to deliver! In order to attain this success you must do the following:

Develop and implement service standards that emphasize quality, speed, responsiveness, uniformity, communication and flexibility. Financial rewards will follow if properly executed.

Anticipate and plan for the future. Preparation is the key. Your tenants expect you to know what lies ahead and around the corner.

Entice new talent while maintaining professionalism and integrity. This applies to both property management staff, as well as the vendors. Communicate the expectations of performance – i.e. how you want it done as opposed to what a standard specification may say.

Integrate a continuous communication process.
– on site building management with the main office; buyer and seller; landlord and tenant.

To insure consistency through the property manager-vendor-tenant process, keep in mind the following:

**Identify core services to the building, as required by the lease and by the tenant.**

**Create service histories for your equipment, your customer and your vendor.**

**Evaluate service levels.**

**Compare like products and services.**

**Identify and evaluate all direct and indirect costs.**

**Look for improvements - walk sites and talk to others.**

**Realize that standards and practices are developed to benefit you.**

**Don’t react until you know the full story.**

**There are no shortcuts.**

You need information to develop standards. One of the deepest wells of knowledge is the supplier, whether manufacturer, distributor or service contractor.

This is a circumstance where the pretense of the must win scenario can be detrimental to both the property manager and the vendor. Facility professionals naturally approach supply side data with apprehension. Vendors provide technical information as a sales pitch to raise your interest. Unfortunately, the years of defensive posturing endured by a property manager can stifle and jade their interest in an important subject. However, independent counsel is critical. Here are some tools you can use to qualify your vendor:

- **How long have you been with the company?**
- **How long have you been in the industry?**
- **Have you done similar projects? Can you provide references?**
- **Why do you believe you are the best provider of this product or services?**
- **Can you help me in an emergency situation?**
- **Is this product/service typically applied to my type of building?**
- **Can I see a building you maintain? Can you give me a trial run?**
- **What are you doing for the future? Upgrades, etc.**
- **Why can’t you get the price any lower?**

To successfully manage your contracts you must keep the above items in mind while determining the needs of your tenants. If the supplier/service provider can deliver the items required by your tenants at a reasonable cost to you, everyone will win. However, this can only be achieved if you are willing to identify the necessities of your tenants and the wishes of your service/product provider.

Contract management is a valuable tool for the property manager. It is the lifeline for sustaining and operating a healthy building. In today’s economy, leasing may slow down and development may stop, but buildings will always need competent and savvy property managers.
LEGISLATIVE UPDATE

it’s been a BUSY SEASON FOR NJ

HVAC Licensing
New legislation was signed earlier this year regarding licensing requirements for heating, ventilating, air conditioning and refrigeration contractors. Under the bill signed into law on May 15, 2014, the following exemptions are listed from HVACR licensing requirements for any person who is working for an employer as an employee and performs service, repair or maintenance work necessary for the continued normal performance of HVACR systems, if that work is performed in any of the following locations that are owned or operated by the employer:

- a General Hospital;
- a building that contains a steam boiler, pressure vessel or refrigeration plant, which is subject to test and inspection;
- a casino hotel

The bill also exempts a person who performs service, repair or maintenance work necessary for the continued normal performance of HVACR systems other than those provisions pertaining to the educational requirements for licensure if:

- The person is a regular employee of the owner or lessee of the property, and works at the property where the work is being performed; and
- The person and the person’s employer do not engage in HVACR contracting with the public.

With new licensing requirements and exemptions, it is strongly encouraged that all contractors with questions verify they have the correct licensing by consulting the State Board of Ex-
orators of Heating, Ventilating, Air Conditioning and Refrigeration (HVACR) Contractors.

**Moratorium Lifted on Statewide Non Residential Development Fee**

After passing both houses of the State Legislature in June, Governor Christie conditionally vetoed legislation that would reinstate the moratorium on a nonresidential construction fee used for affordable housing. In his conditional veto of the bill that would once again suspend the 2.5 percent fee paid by commercial developers that is used to finance affordable housing, Governor Christie urged broad affordable housing reform that is simple, direct, and predictable so that municipalities can develop organically, expanding the availability of affordable housing as they grow.

In sending the bill back to the Legislature, Governor Christie stated: “Meaningful, long-term affordable housing reform cannot be realized as long as the Legislature refuses to fix the Fair Housing Act. Accordingly, the action I take today in conditionally vetoing this bill, reinforced with additional mechanisms to encourage growth and reform, is a stepping stone to achieving that change.”

The conditional veto was not well-received amongst a wide variety of audiences including the state legislators that sponsored the bill, housing advocates and business groups. Assemblyman John Burzichelli (D-3), a sponsor of the bill, said the conditional veto was “neither good for job creation nor economic growth.” The conditional veto was also criticized by housing organizations, including the Fair Share Housing Center and the Housing and Community Development Network of New Jersey.

**Economic Opportunity Act of 2013**

With the first anniversary of The Economic Opportunity Act of 2013 (EO13) now behind us, it is an excellent time to look back at the state’s incentive programs, as well as look at what may be ahead. EO13, which consolidated five economic incentive programs into two: the Grow New Jersey and Economic Redevelopment and Growth programs, has enabled approximately $1.4 trillion worth of grants to stimulate economic activity in the Garden State.

NJ lawmakers are continuing efforts to refine available incentive programs. Most recently conditionally vetoed the Economic Opportunity Act of 2014, Part 3 (S1551), seeking to add eligibility for non-gaming development projects in Atlantic City for Grow NJ and ERG. The Governor’s recommendations would add Atlantic City as one of the state’s Garden State Growth Zones, which are currently limited to Camden, Passaic, Paterson and Trenton.

The BOMA-NJ legislative committee continues to monitor these issues and other legislative matters that would affect the interests of commercial property owners in NJ. 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.
Has “I can’t remember anything because I am all filled up” been an ongoing excuse when you can’t recall something? Guess what? We learned that we use only 10% of our brain, so that old plea doesn’t stand a chance anymore! Matthew Goerke, speaker at September’s meeting is regarded as one of America’s leading experts in the field of Memory Development. He took the BOMA NJ audience from not being able to remember a few simple words to memorizing a list of 15 words in a matter of minutes!

“Memory training is a process and developing memory is a skill,” Matthew stated. “The language of your memory is pictures. If you create it, you’ll know it,” he added. Interestingly, he pointed out that if we have trouble remembering something, “it’s probably because we don’t like the stuff.” Basic Association, although it doesn’t always work, is a logical technique that he taught the attendees. “Sight associations are great, but you have to pay attention and focus to make it work.” Amazingly, the list to the right are fifteen words that the majority of the audience were able to memorize just from a few minutes of training. He explained associating the word with the number, for example: #12 is “eggs.” How do you remember this? There are one dozen eggs to a carton and a “ring” for instance, is given on Valentine’s Day, the 14th of February. As demonstrated, associating the number with a word leads to memorizing it more effectively and by the results that night, it really does work!

Stress also reeks havoc on our memory. “For an untrained memory, the task to use memory is stressful,” Matthew noted. His advice was, next time you meet someone new, shake their hand and repeat their name. Your chances of remembering it will increase, and when you see them again and call him/her by name, you will make a great impression!

Thank You U.S. Security Associates for Sponsoring the September Meeting
It was a picture perfect day to say the least as a record-breaking amount of BOMA NJ members and guests headed out to the green to experience a fun day of golf! This golf outing marks BOMA NJ’s 29th year and it seems that every year keeps getting better and better. Held on August 4th at the Fiddlers Elbow Country Club in Far Hills, the picturesque venue, scrumptious food and great people combined, created a memorable day.

A special thank you to the BOMA NJ Golf Committee Co-Chairs Dean Bustamante of Tustin Mechanical Services of North Jersey and John Miller of Liberty Elevator for organizing and putting together a truly superb event!

Of course the day would not have been possible without our generous sponsors and supporters. Thank you!
DINNER
Pieros Construction Specialists

COCKTAIL HOUR
Pro-Tech Waterproofing

LONGEST DRIVE
Industrial Cooling Corporation

LONGEST DRIVE
Liberty Elevator Corporation

HOLE-IN-ONE
Raritan Building Services

BEVERAGE CART
LightPath

BEVERAGE CART
Mack-Cali Realty Corp.

GRAND PRIZE
All Jersey Painting

GRAND PRIZE
Belfor Property Restoration

GRAND PRIZE
Federal Business Center

GRAND PRIZE
Hillmann Consulting

SIGNAGE
Banner DeSign

PHOTOS
Bravo! Building Services

GOLF BALLS
Control Temp, Inc.
CONGRATULATIONS TO OUR WINNERS!

1ST PLACE SCRAMBLE TEAM
David Wyllie
Matt Lafferty
Dean Bustamante
Greg Peden
Rafferty Waisleg

2ND PLACE SCRAMBLE TEAM
Joe Tobia
Frank Alesso
Tom Salem
Barry Ages

3RD PLACE SCRAMBLE TEAM
Steve Buschbacher
Tim McDonough
Al Todd
Harry Marks

4TH PLACE SCRAMBLE TEAM
Stan Wellinsky
Debbie Sparks
Eric Stone
Bob Wardle
EDUCATIONAL OPPORTUNITIES
COMING – JANUARY 2015

The Design, Operation, and Maintenance of Building Systems, Part I

This course provides information property and facility managers need to manage the ongoing operation and maintenance of building systems and to maximize building efficiency and cost-effectiveness.

Key topic areas:
- Building Design and Construction
- Construction Materials
- Building Envelopes
- Interior Walls
- HVAC and Plumbing Systems
- Life-cycle Costing
- Structural Systems
- Roofing
- Ceilings and Flooring
- Building System Controls and Automation

Applies to:
FMC and PAC certificates
FMA® and RPA® designations

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

Air Handling, Water Treatment, and Plumbing Systems

Through this course, you will learn about climate control for human comfort, the components of HVAC systems, and the basics of water treatment and plumbing systems. You will gain the skills and knowledge to perform common water tests, maintain air-conditioning systems, maintain water services, and inspect portable fire extinguishers.

Key topic areas:
- HVAC Systems
- Indoor Air quality
- Plumbing
- Fire alarm Systems
- Air Cleaning Devices
- Water Conditioning and Treatment
- Fire Protection Systems

Applies to:
SMC certificate
SMA® and SMT® designations

Recommendations:
USGBC Recommendation: 24 GBCI continuing education hours toward the LEED Credential Maintenance Program
Tis’ the season for holiday spirit, and many businesses plan holiday celebrations. Whether your party is taking place at an off-site location or in the office, here are a few tips to consider to ensure employee safety for a pleasant holiday gathering:

• If the party is going to take place after office hours, be aware of the night security arrangements at your building. Some offices lock doors and close stairwells, which could change emergency exit routes.
• In planning for an after hours event or inviting outside guests, inform security in advance and request guest badges if necessary to abide by your facility’s access policy.
• Keep balloons and decorations out of the path of motion detectors.
• Before serving any alcoholic beverages, check with your company and/or building’s alcohol policy.
• If you do serve alcohol:
  – make sure each employee has a preplanned ride home or arrange for transportation.
  – ensure minors do not have access to it.
  – do not serve alcohol to anyone showing signs of intoxication.
• Food poisoning should always be a concern. Make sure that there is enough refrigerator space to keep foods properly refrigerated and dispose of any foods that have been out too long.
• Watch where you place beverages. Most offices are filled with electrical equipment and a spill could cause electrical shock or ruin the equipment and important information.
• Before the party, you may want to send employees a list of rules and reminders for the holiday celebration.

Preplanning may help avoid potential disasters. Decorating your workplace is a great way to spread holiday cheer. These simple steps will allow you and other employees to enjoy this season without injury or property damage.

• Use a stepladder to put up decorations. Never stand on swivel chairs or desks, as they are unsteady.
• Make sure all illuminated decorations are turned off when the office is closed to decrease the risk of fire. Do not use decorations if they have broken or frayed wires. Candles should never be used, and all decorations should be fire resistant.
  – Avoid placing holiday decorations in heavily trafficked areas and doorways. People may trip or knock them over, thus presenting additional hazards.
  – Do not hang decorations from exit signs or sprinklers. Most fire codes require that emergency signs stay visible, and the weight of decorations may cause the sprinklers to malfunction. Decorations should not interfere with computers, space heaters or other pieces of equipment that need ventilation.
  – Be sure security cameras are not covered by balloons or decorations.
Personal safety is an issue that concerns everyone. To help you take charge of your own safety in malls and parking areas, remember these safety tips. And don’t hesitate to report any suspicious people and/or situations to mall security officers immediately. They’re there to help you.

**In Parking Areas**
- Make a mental note of where you parked your vehicle.
- Never park in an isolated area.
- Park in a well-lit area as close as possible to mall entrances.
- Never leave valuable packages in your vehicle.
- Store your packages in the trunk of your car.
- Know your vehicle’s license plate number.
- When leaving your vehicle, make sure all doors are locked and windows closed.
- Have your keys ready when returning to your vehicle.
- Only leave your ignition key with a valet parking attendant.
- When walking to or from your vehicle, avoid dark areas where criminals might hide.
- If you have car trouble, remain in your car and use a cell phone to call for assistance, or return to the mall and notify security.

**As You Shop**
- Walk confidently and be alert.

- Keep shopping bags in your sight at all times.
- Don’t burden yourself with too many bags or packages.
- Don’t display large sums of cash.
- Use checks or credit cards whenever possible.
- Never leave your credit card on a store counter.
- Carry your handbag or purse close to your body with the clasp or flap toward you.
- Never leave your purse on a store counter, on the floor in a restroom or in a dressing room.
- Don’t carry your wallet in your back pocket.
- Shop with friends whenever possible.
- Report suspicious people or situations to mall security.
With the latest news of the first cases of Ebola in the U.S. and increased threats to Americans from radicals in the Middle East, BOMA International along with other federal and international sources offer emergency preparedness resources on Ebola itself, as well as information on being prepared for infectious diseases in general.

- The CDC and WHO have plenty of information on Ebola.

The BOMA International Emergency Preparedness Guidebook advises building owners and managers on how handle all kinds of threats (including infectious diseases), and how to communicate with tenants about those threats and prepare for them.

- DHS also has guides for commercial facilities.

- Many of these and other links can be found on the Emergency Preparedness section of the BOMA International web site or the MyBOMA Preparedness Team Site.

- As a part of the Real Estate Information
Sharing & Analysis Center (REISAC), BOMA BAE’s and members who have requested to receive certain notifications, will continue to get alerts to any events, threats or suspicious activity within your area/region.

In addition, the list below was extracted from WHO documents (and included in the guidebook) to give property managers some idea of the types of measures to anticipate during an influenza or infectious disease outbreak:

- Advise people with acute respiratory illness to stay at home and to minimize their contact with household members and others.
- Advise household contacts to minimize their level of interaction outside the home and to isolate themselves at the first sign of any symptoms of influenza.
- Implement social distancing measures as indicated in national plans, such as class suspensions and adjusting working patterns.
- Encourage reduction in travel and crowding of the mass transport system.
- Assess and determine if cancellation, restriction or modification of mass gatherings is indicated.
- Distribute antivirals and other medical supplies in accordance with national plans.
- Plan for vaccine distribution and accelerate preparations for mass vaccination campaigns.
- Implement corpse management procedures, as necessary.
- Support international travel measures advisories and health alerts, including entry and exit screening as part of the global response, and/or issue advice to travelers.

Even countries not yet affected may need to be prepared to implement planned interventions to reduce the spread of pandemic disease and may need to more immediately implement entry screening at international borders.

**FAST FACTS**

The Ebola outbreak is most intense in West Africa.

About 50% of the current Ebola epidemic’s viral infections have been fatal.

Early Ebola symptoms include fever, body aches, cough, stomach pain, vomiting, and diarrhea.

This emerging health threat is a virus that infects wild animals as well as people.

On September 30, 2014, the first Ebola case diagnosed in the United States was reported, and on October 8 the patient died of the illness.
DID YOU KNOW THAT YOU COULD FIND A WEALTH OF INDUSTRY NEWS RIGHT AT YOUR FINGERTIPS?

Log onto BOMANJ.ORG and you will find...

Information about BOMA
Emergency Preparedness
Job Opportunities
Resumes
Event Calendar with Upcoming Meeting Information
The BOMA NJ Newsletter, “Progress”
Registration and Payment for Meetings
Member Information
Members Products & Services
Sponsorships
Educational Opportunities
And Links to BOMI and BOMA International

BOMANJ.ORG Your One Stop Source for Industry News & Updates!
2014-2015
Competition & Special Events Calendar

Special Events Calendar Special Olympics New Jersey Sports Complex
1 Eunice Kennedy Shriver Way
Lawrenceville, NJ 08648
Phone: (609) 896-8000 / Fax: (609)896-8040
www.sonj.org

2014 Events
November 15 LETR Thanks’4’Giving Plunge, Cupsaw Lake, Ringwood
November 15 Jingle All the Way, Rowan University, Glassboro
November 21 SONJ Awards Dinner, Hilton East Brunswick
December 7 Jingle All the Way 3k, SONJ Sports Complex, Lawrenceville

2015 Events
January 10 Jingle All the Way 3k, Stockton College, Galloway
TBD Evening of Chance, SONJ Sports Complex, Lawrenceville
January 17 LETR Polar Bear Plunge, Wildwoods Convention Center, Wildwood
February 21 LETR Polar Bear Plunge, Seaside Heights
March 6-8 The NY Football Giants Snow Bowl, MetLife Stadium, East Rutherford
April 18 RunAPalooza, Asbury Park
April 19 LETR Lincoln Tunnel Challenge, Lincoln Tunnel, Weehawken
May 4 The Perlman Cup, Forsgate Country Club, Monroe Twp.
TBD Delta Dental Golf Classic, Cherry Valley Country Club, Skillman
June 1 The Higgins Classic, Fiddler's Elbow Country Club, Bedminster
June 12 Law Enforcement Torch Run, throughout New Jersey
TBD NJ Young Insurance Professionals Fun Run, Atlantic City
July 4 Statue of Liberty 5k, Liberty Island, Jersey City
OFFICERS

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

VICE PRESIDENT
HAROLD
Harold Campbell, RPA, SMA
Harold Campbell, LLC
(732) 803-2494

SECRETARY
DEB
Deborah Sparks, RPA, LEED
Columbia Property Trust, LLC
(201) 432-3244

TREASURER
MICHAEL
Michael Donohue, RPA
Mountain Development
(973) 279-9000

IMMEDIATE PAST PRESIDENT
RON
Ron DeBiasse
Lone Eagle Management
(973) 279-7377

BOMA-NJ’S GENERAL COUNSEL
RAY
Raymond A. Koski, Esq.
Raymond A. Koski & Associates
(201) 224-7227

BOMA ASSOCIATION EXECUTIVE
DOLORES
Dolores Bocian, RPA, FMA
BOMA New Jersey
199 Prospect Avenue
P.O. Box 7250
N. Arlington NJ 07031
Tel: (973) 696-2914
Fax: (973) 696-5634

DIRECTORS

DANA
Dana Getz
Jones, Lang, LaSalle
(201) 967-7575

PATRICIA
Patricia Giannacio
Hilton Realty Co.
(609) 378-3875

BILL
Bill Toland, RPA, SMA
Federal Business Centers
(732) 417-4236

ERIKA
Erika Morasco Toscani
Transwestern
(973) 947-9200

AMANDA
Amanda Zega-Greco
Mack-Cali Realty Corp.
(973) 242-5422

EX-OFFICIO/PAST PRESIDENTS COUNCIL

KURT
Kurt VanAnglen, RPA, FMA
1992-1993

VINNIE
Vincent Olsen, RPA
The Olsen Group
1994-1995

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

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

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

BOB
Robert Denney, RPA
CBRE
2002-2003

MARIE
Marie A. Cunningham, RPA
Mack-Cali Realty Group
2004-2005

BILL
William Barrett, PE, RPA
Prudential Insurance Company
2006-2007

PATRICK
Patrick Connelly, RPA
Federal Business Centers
2008-2009

LISA
Lisa Kochan
Academy Service Group
2010-2011

EX-OFFICIO/PAST PRESIDENTS COUNCIL

MARTY
Martin Schwan, RPA
Max Management
1984-1986

JOHN
John Washburne
J. Washburne Associates
1987

LORRAINE
Lorraine B. Kucinski, RPA, FMA
1990-1991

Material contained herein does not necessarily reflect the opinion of BOMA New Jersey, its members, or its staff.
**HOLIDAY PARTY:**
Teresa DeZao
ACA Dining Services
(973) 394-3043

**MEMBERSHIP & AWARDS DIVISION**
Executive Board Liaison:
Harold Campbell, RPA, SMA
Harold Campbell, LLC
(732) 803-2494

**MEMBERSHIP RETENTION/RECRUITMENT COMMITTEE:**
Board Liaison & Committee Chair:
Amanda Zega-Greco
Mack-Cali Realty Corp.
(973) 242-5422

**AWARDS COMMITTEE:**
Robin-Ann Juron
Bergman Real Estate Group
(732) 855-8600

**ENERGY & ENVIRONMENT COMMITTEE:**
Board Liaison & Chair:
Bill Toland, RPA, SMA
Federal Business Centers
(732) 417-4236

**COMMUNICATIONS DIVISION**
Newsletter & Website Executive Board Liaison
Debbie Sparks, RPA, LEED
(201) 432-3244

**MARKETING & PUBLIC RELATIONS:**
Chair:
Amir Gilani
Belfor Property Restoration
(732) 317-4500

**GOVERNMENT AFFAIRS DIVISION**
Executive Board Liaison:
Michael Donohue, RPA
Mountain Development
(973) 279-9000

**EMERGENCY PREPAREDNESS**
Executive Board Liaison:
Patti Giannacio
Hilton Realty Co.
(609) 378-3875

**PAST PRESIDENT’S COUNCIL**
Executive Board Liaison:
Ron DeBiasse
Lone Eagle Management
(973) 377-7377

**NOMINATING COMMITTEE:**
Chair:
Ron DeBiasse
Lone Eagle Management
(973) 377-7377

**LONG RANGE PLANNING:**
Chair:
Patrick Connelly, RPA
Federal Business Centers
(732) 225-2200

**PHILANTHROPIC TASK FORCE:**
Chair:
Marie A. Cunningham, RPA
Mack-Cali Realty Group
(732) 919-0067

**INTERNATIONAL/REGIONAL LIAISON:**
Chair:
Vincent Olsen, RPA
The Olsen Group
(201) 265-4244

**BOMA ASSOCIATION EXECUTIVE**
Dolores Bocian, RPA, FMA
BOMA New Jersey
199 Prospect Avenue
P.O. Box 7250
N. Arlington NJ 07031
(973) 696-2914
E-Mail: BOMA-NJ@optimum.net

**NEWSLETTER STAFF**
Design & Production:
Cindy Kacperowski
CEK Design, LLC
Tel: (732) 581-9191
Fax: (732) 818-1566
E-Mail: twobsktr@aol.com

**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.
November 19th, 2014
General Membership Meeting
Sheraton, Raritan Center, Edison

December 3rd, 2014
Holiday Party
Madison Hotel

January 2015
BOMA Winter Business Meeting
Scottsdale, Arizona

April 29th - May 1st, 2015
MAC
Stamford, Connecticut