

*BOMA San Francisco advances the commercial real estate industry through advocacy, professional development, and information exchange*

## BOMA Convention Breaks all Records in New York City

Innovation and Celebration Converge at BOMA's Annual Convention

Kirsten Walraven, RPA, FMA  
CB Richard Ellis at PG&E

**I**t was a party that could only happen in New York City when BOMA International celebrated 100 years of commercial real estate during the record-breaking North American Commercial Real Estate Congress® and The Office Building Show, July 21-24. And BOMA Denver is ready to celebrate 101 years at next year's convention, scheduled for June 21-24.

### General Sessions to Remember

BOMA International Chairman Kurt R. Padavano, RPA, CPM, FMA, SMA, and BOMA President and COO Henry Chamberlain, CAE, APR, kicked off Sunday's general session with their insights into the **State of the Industry**.

One of the most highly anticipated sessions was Real Estate 360, where the industry's "who's who" gave attendees a 360 degree view of the biggest challenges facing property professionals. Bruce Mosler, president and CEO of Cushman & Wakefield, steered the year's most important commercial real estate discourse among elite panelists—David R. Greenbaum, president, New York Office of

Vornado Realty Trust; Robert Merck, senior managing director and head of real estate investments at MetLife; Charles Nobs, managing director of UBS Financial; and Thomas Santiago, managing director of Citigroup.



Kirsten Walraven, RPA, FMA  
CB Richard Ellis at  
Pacific Gas & Electric

The panelists touched on several topics including the mergers and acquisitions trend, the recent tightening of the debt market, how near-shoring and off-shoring are affecting the industry, changes in space occupancy and the influx of foreign investment, as well as opportunities to invest overseas.

During the Monday General Session, BOMA welcomed **Dr. Alan Greenspan**. BOMA Chairman Kurt R. Padavano joined Dr. Greenspan onstage for a one-on-one conversation about Dr. Greenspan's predictions for commercial real estate and the economy.

Immigration was among the topics discussed. Dr. Greenspan stated that "the rapid pace of innovation is requiring a real need for skilled workers, which we don't have available." He went on to

### On the Inside

#### MEMBERSHIP CAMPAIGN

##### WRAPUP

... 5 ...

##### CALENDAR

... 8 ...

#### MEMBER OF THE YEAR CALL FOR NOMINATIONS

... 10 ...

#### EXPERT IT ADVICE

... 14 ...

#### MEMBERS ON THE MOVE

... 15 ...

**EXECUTIVE COMMITTEE**

**Kirsten Walraven, RPA, FMA, President 2007**  
CB Richard Ellis at Pacific Gas & Electric

**Stephen Austin, RPA, President Elect**  
Boston Properties, LP

**Margot Crosman, RPA, CCIM, Treasurer**  
Unico Properties, LLC

**Katherine Mattes, CPM, CCIM, Immediate Past President**  
Flynn Properties Inc.

**Marc Intermaggio, CAE, Exec. VP & Secretary**  
BOMA San Francisco

**DIRECTORS**

**Tim Ballas, CPM, CCIM**  
CB Richard Ellis, Inc.

**Steve Colvin, RPA, SMA, CPM**  
Boston Properties, LP

**Gary Faleschini**  
August Supply, Inc

**Harout Hagopian**  
Equity Office Properties

**David Jaber, RPA, CPM, CCIM**  
Shorenstein Realty Services

**Thomas Kruggel**  
Hines

**Bob Spicker**  
Colliers International

**Fred White, RPA**  
Cushman & Wakefield

**Mary Wiese, RPA**  
CAC Real Estate Management Co., Inc.

**BOMA STAFF**

**Marc Intermaggio, CAE**  
Executive Vice President & Secretary

**Ken Cleaveland, CAE**  
Director of Government & Public Affairs

**Tory Brubaker**  
Member Services Director

**LaMata Lewis**  
Director of Accounting

**Mary Anne Bogue**  
Executive Assistant/Office Manager

**Wendy deLara**  
Administrative Assistant

**Francine Anderson**  
Education Program Administrator



**On time.  
On budget.  
Yeah,  
we've got  
that nailed,  
too.**

40,000 members. 30 local unions. 30 million work-hours a year. And 1 goal. Uncompromising quality, throughout every phase of every project we work on. From the countless quality craftsmen in the field, to the cost control experts in the office, we know that customer satisfaction is what the construction industry is built on.

That means being accountable to the bottom line, too. So you can be confident that when you hire Union carpenters, your project will be completed on time, on budget and with the highest degree of integrity

possible. To learn more about the many benefits of Union partnership call 510/568-4788 or visit [norcalcarpenters.org](http://norcalcarpenters.org)



*An Organized Approach  
to Jobs and Community*

**NCCRC 265 Hegenberger Road, Suite 200 Oakland, CA 94621-1480  
Phone 510.568.4788 Fax 510.568.7916 [www.norcalcarpenters.org](http://www.norcalcarpenters.org)**

Continued from page 1—[President's Message](#)

explain that until the U.S. improves its education system, particularly in the areas of math and science, we will need to keep bringing skilled workers into the U.S. in order to stay competitive.

### **The Office Building Show – the Industry's Premier Marketplace**

Innovation and energy efficiency were repeated themes at this year's Office Building Show. A record number of top suppliers presented their products and services in one of the largest BOMA tradeshows in recent history now produced by BOMA International and Buildings magazine. Back by popular demand, the *BOMA Green Pavilion and ENERGY STAR® Showcase* featured the leading providers of environmentally friendly and energy-efficient products and services.

### **The Industry's Best Education**

With more than 40 education sessions in 11 tracks, property professionals once again came out to participate in the most comprehensive educational forum in the industry. Delegates packed into educational sessions on topics ranging from green buildings to emergency preparedness to globalization. Just prior to the BOMA Congress, the Medical Office Building Seminar, also held in New York City, smashed all prior attendance records with more than 400 delegates.

Continued on page 13

## **The BOMA Bulletin**

is published bi-monthly.

Scheduled 2007 issues are January, March, May, July, September and November.

Contact Tory Brubaker at **415/362-2662 x15** for information on

- Advertising Opportunities
- Article Submissions
- Press Releases for Members on the Move

Ads are due by the 10th of the month prior to publication.

[www.bomasf.org](http://www.bomasf.org)

# **BOMA's 2007 Corporate Sponsors**

**We thank these Leading Companies  
for their commitment to our Association.**

## **PLATINUM**

**Able Services**

## **GOLD**

ABM Family of Services  
Golden Gate Disposal & Recycling  
OneSource Building Services, Inc.  
Pacific Gas and Electric Company  
San Francisco Electrical Contractors Association, Inc.  
Securitas Security Services USA, Inc.

## **SILVER**

BCCI Construction Company  
Berding & Weil LLP  
Boston Properties  
CAC Real Estate Management Co., Inc.  
CleanSource Inc.  
Cosco Fire Protection  
Cushman & Wakefield  
Empire Elevator Company, Inc.  
Equity Office  
Hines  
Metropolitan Electrical Construction Inc.  
NRG Energy Center San Francisco  
Otis Elevator Company  
Pro Tech Security Services, Inc.

## **BRONZE**

Allied Barton Security Services  
American Asphalt Repair & Resurfacing Co., Inc.  
August Supply, Inc.  
Cypress Security, LLC  
Farella Braun + Martel LLP  
Hanson, Bridgett, Marcus, Vlahos & Rudy, LLP  
Marble West  
McMillan Electric Company  
Richlen Construction  
RREEF Management Company  
Shorenstein Realty Services  
Standard Parking  
Stoel Rives LLP  
The Swig Company  
ThyssenKrupp Elevator  
Universal Protection Service

## **FRIENDS OF BOMA**

Ace Parking Management, Inc.  
Arborwell  
Burr, Pilger & Mayer LLP  
CB Richard Ellis  
Central Parking System  
Cutting Edge Drapery  
Dinyari, Inc.  
Flynn Properties Inc.  
GCI, Inc.  
Hathaway Dinwiddie Construction Company  
Metro Construction Inc.  
Pankow Special Projects  
Perfection Sweeping Co.  
R.N. Field Construction, Inc.  
Roto-Rooter Plumbing & Drain Cleaning  
Swinerton Builders  
Terwilliger Management Company  
Unico  
Young Electric Co.

## Budget for 2008 BOMA Dues!

**M**any real estate managers begin drafting budgets this month for the year 2008. While BOMA San Francisco's Board of Directors' won't make a final determination on dues until later this year, you can anticipate that any increase would be minimal—certainly no more than 5%—and we suggest you budget accordingly. Remember that because your building's participation in BOMA saves your tenants money, BOMA dues are a legitimate pass-through expense. Your dues support BOMA's advocacy at the local, state and federal levels, pays for your services from BOMA California and BOMA International, and provides you direct access to an 18,000 member network of commercial property professionals.

- BOMA limits your property operating expense with our
- Labor Negotiations with Engineers & Janitors Unions
  - Legislative, Codes & Regulatory Advocacy
  - Scavenger Rate Negotiations

Besides dues, every member should budget for a contribution to BOMA-SF-PAC in 2008 equal to 20% of dues. BOMA-SF-PAC is the political voice for commercial property owners on local issues and candidates. By educating elected officials about our business and why a healthy commercial property industry is vital to our city and our state's tax base, we help shape public policy that conditions the climate in which we operate.



Listed below are a number of local, state and national issues on which BOMA is representing your interests.

### **BOMA International Legislative/Regulatory Issues**

- Capital Gains Tax Cut/ Elimination
- Endangered Species Act
- Energy Efficient Commercial Buildings Tax Incentives
- Fire Sprinkler Incentives Act
- Leasehold Depreciation
- Roofing Depreciation
- Telecommunications/ Forced Building Entry
- Terrorism Insurance

### **Codes & Standards Issues**

- Accessibility Codes & Standards
- ICC International Codes
- NFPA Building Code
- Window Cleaning Safety Standard

### **Other Industry Issues**

- Abandoned Cable
- Smoking in Office Buildings
- Energy Efficient Commercial Buildings Tax Incentives
- Green Buildings/ Sustainability
- Indoor Air Quality
- Patriot Act and Executive Order 13224
- Security & Emergency Preparedness
- Smoking in Office Buildings

We look forward to your continued participation in BOMA—Your Industry Resource!

**Annual Meeting & Membership Recognition Luncheon**

**Tuesday, October 23  
The City Club**

BOMA proudly welcomes comedian

**TOM RYAN**

*as seen on*

***The Late Show with David Letterman***

Tom Ryan has been a full-time standup comedian for over fifteen years, and has made several appearances on The Late Show with David Letterman.

Tom will serve as MC of this Annual Meeting, and provide great lunchtime entertainment. If you liked Greg Schwem last year, you won't want to miss this event.

# 2007 Membership Campaign Wrapup:

Membership Drive Brings in 26 Members and \$33K in Revenue

**B**OMA's 2007 Membership Campaign came to a successful end at the June 28 Membership Luncheon. The campaign awarded members with a \$200 AmEx gift card for every new member recruited by their referral. BOMA awarded 26 gift cards and brought in over \$33,000 in dues revenue.

Each gift card recipient was included in the Grand Prize drawing held at the luncheon. The 3rd Prize winner of the \$100.00 Perbaco Restaurant gift certificate was **Elida Mena, Cushman & Wakefield**. The 2nd Prize of a \$500 AmEx gift certificate went to Membership Services Committee Chair **Justin Riordan, Peacock**

**Construction**. And, the Grand Prize of a night at the Ritz Carlton, Half Moon Bay, including dinner for two and choice of golf or spa treatments for two went to **Doug Kniveton, Cushman & Wakefield**.

Below is a complete list of the new members recruited during the 2007 membership year, including those new members who joined outside of the campaign. Thank you to **Membership Services Chair Justin Riordan** for his creative and humorous skits at our membership luncheons. Congratulations to the prize winners and thanks to all members who helped us grow our membership.

<b>BUILDING MEMBERS</b>	<b>REFERRING MEMBER</b>	<b>ASSOCIATE MEMBERS (cont'd)</b>	<b>REFERRING MEMBER</b>
450 Sansome 123 Townsend The Beacon 250 King St. 115 Sansome 350 Rhode Island 1700 Owens Street 200 Paul Ave. The Cannery 680 Second Street	Elida Mena, CB Richard Ellis Doug Kniveton, CB Richard Ellis Agnes Wyman, The Swig Company Justin Riordan, Peacock Construction  Warren Mead, Patson Development Christine Lam, CAC Real Estate Management Co., Inc.	Emcor Services/ Mesa Energy Systems Heffernan Insurance Brokers  Hoem and Associates, Inc. Martinkovic Milford  Matrix HG Merrcon Nor-Cal Moving Services Nossaman, Guthner, Knox & Elliot Pacific Coast Trane Portland Energy Commission Quantum Energy Services Rainbow Waterproofing & Restoration Real Estate Talent Solutions Recurrent Energy Sabah International  Sanitors, Inc. SBM Site Services Seyfarth Shaw Siemens Smith-Craine Finance ValleyCrest Ward Alan Emery Wireless Voice and Data	Pauline Aasen, Cushman & Wakefield  Walter Finch, Coast Counties Property Management Kathy Mattes, Flynn Properties Mercy Ringelman, Double Day Moving & Storage Gale Grunert, Shorestein Realty Services Lisa Vogel, RREEF Justin Riordan, Peacock Construction  Marc Gille, Broadway Partners Lisa Vogel, RREEF Dave Hewett, CB Richard Ellis Brad Collins, CAC Real Estate Management Co., Inc. Bruce Schilling, August Supply  Paul Grafft, Shorestein Realty Services  Maurice Quillen, Golden Gate Disposal & Recycling
<b>PRINCIPAL CORPORATE MEMBERS</b> iStar Financial DRA Advisors			
<b>PRINCIPAL INDIVIDUAL MEMBERS</b> William Walsh, Skylake Development Co. Jill Vivanco, American Assets Real Estate Robert Appleton, GVA Kidder Mathews	Paul Richards, Wilson Meany Sullivan		
<b>ASSOCIATE MEMBERS</b> Acker & Guerrero Roof Co. Bay Air Systems Bayline Mechanical, Inc. Black Bear Security Corporate Care Creative Ceilings CTC Degenkolb Deloitte Consulting Detection Logic Fire Protection Direct Computer Disposal Dynaelectric	Kathy Freer, Leo Epp Company Jesse Myers, City & County of SF Elizabeth Monty, BCCI Consturction Justin Riordan, Peacock Construction  Steve Levy, Shorestein Realty Services		

# BOMA San Francisco's Year Round Marketing Opportunities

Your Map to a Successful Marketing Campaign

**B**OMA offers numerous marketing opportunities for its members to promote their products or services to the local commercial real estate industry. Below is a brief description of the vehicles available and the contact person who can provide more information.

## Corporate Sponsorship Program 2008

The annual corporate sponsorship program is designed to provide sponsors with increased visibility, awareness, and profile at all BOMA events throughout the year. It's an exceptional and exclusive marketing opportunity for those BOMA member companies wishing to increase their prominence and accessibility to key professionals in the commercial real estate industry. **Enrollment for the 2008 program is November through December 2007.** Questions? Contact **Tory Brubaker at toryb@boma.com; 415-362-2662 x15.**

## Membership Directory Advertising 2008-2009 Edition

BOMA members receive this valuable tool in their new member package when they join. Each year, an updated edition is published and mailed to the entire membership in late August. Membership data is current as of June 10, and the publisher, Naylor Publications, sells advertising from April through July. Questions? Contact **Tory Brubaker at toryb@boma.com; 415-362-2662 x15.**

## BOMA Bulletin/BOMA Advocate Advertising

The BOMA Bulletin, BOMA's bi-monthly newsletter, is published in January, March, May, July, September and November. The ad rate sheet can be found in the archived Bulletin section of our website at [www.bomasf.org](http://www.bomasf.org). To advertise, contact Tory Brubaker at [toryb@boma.com](mailto:toryb@boma.com). Sponsorships are also available for the Advocate, BOMA's monthly email update of local, state and federal legislative issues facing our industry. Issue sponsorships are \$400 and can be secured by contacting **Ken Cleaveland at kenc@boma.com.**

## Topical Seminar Sponsorship

BOMA organizes 4-6 topical seminars each year, and welcomes member companies to sponsor the event in exchange for recognition at the event, in our newsletter, on our website and in email

notifications. Sponsorships range from \$750-\$1500 and are advertised via email when the event is initially advertised. For more information, contact **Tory Brubaker at toryb@boma.com.**

## NEW!

## BOMA (YP) Networking Events & Career Success Series Sponsorships 2008

BOMA's Young Professionals "BOMA (YP)" Committee plans 3-4 networking events each year to provide fun and friendly opportunities for our members with less than 7 years of experience to mix and mingle. If you are interested in providing sponsorship support in 2008, contact **Tory Brubaker at toryb@boma.com; 415-362-2662 x15.**

## Committee Lunch Hosts

BOMA hosts approximately 8-10 committee meetings each month, most during the lunch hour. Member companies are encouraged to sponsor the lunch provided. Depending on the committee size, the cost ranges from \$100-\$150 and members are billed after the meeting. **Contact the committee chair if you are interested in sponsoring a lunch.** Contact information is available at [www.bomasf.org](http://www.bomasf.org) in the committee section.

## BOMI Course Breakfast Hosts

Provide breakfast for a small group of managers and other property professionals attending 4-day BOMI course and gain a chance to get your name/product before building staff in a way that is sure to be remembered and appreciated. Contact **Francine Anderson at francinea@boma.com; 415-362-2662 x12,** for more information.

## Social Events Sponsorships

BOMA's Associate Member Committee plans 5-6 networking events each year to provide fun and friendly opportunities for our members to mix and mingle. These events include 2 annual golf tournaments, the Spring Golf Classic at Silverado Country Club in May, the Elmer Johnson Golf Tournament in August, BOMA Texas Hold'em, PAC at the Park in spring, Un-Oktoberfest in November, and the Annual Holiday Party in December. If you are interested in providing sponsorship support please contact committee chair **Rod Howery of AMPCO System Parking, at rhowery@abm.com.**

## Politicians, BOMA Members Share Ideas



**Mayor Newsom Speaks at June Membership Luncheon**  
 BOMA welcomed Mayor Gavin Newsom as its guest speaker on June 28 at The City Club. The Mayor spoke for over 45 minutes and welcomed numerous questions from the audience. He stressed the need to address the city's infrastructure needs that include fixing the city's streets, sidewalks, and parks. He also expressed a desire to establish a Community Court to take care of the minor offenses, so-called "quality of life crimes" such as aggressive panhandling, public intoxication, public urination, graffiti vandalism and the like that ruin the quality of life for residents and tourists alike, but are most often now thrown out due to an over-crowded municipal court system.

### District Attorney Kamala Harris Addresses Joint Meeting of GAPAC and BOMA-SF-PAC

Kamala Harris updated BOMA members on her campaign to reduce crime in San Francisco. She stated her biggest hurdle to fighting crime is obtaining assistance and help from the general public, who are often unwilling to come forward with information. She is taking steps to increase the funding for a "witness protection" program in the City. She also is making strides in updating her department, which has been technologically disadvantaged for far too long. She hopes to win re-election in November to a second 4-year term.



**State Assembly Candidate Jerry Hill Visits BOMA Office**  
 Jerry Hill visited with BOMA's Political Action Committee Board recently to discuss his candidacy for the California General Assembly, replacing Gene Mullin, who will be termed out at the end of next year. Hill, a member of the San Mateo Board of Supervisors, and that county's representative to the Transbay Terminal Joint Powers Authority, stated he was very much a supporter of the free market system, and believed you had to "make the money before you could spend it". He said he was not interested in raising taxes, opposed any type of split-roll taxation, and would not support reducing the integrity of the Ellis Act, if elected.

# Calendar of Events

For detailed information please visit our website at [www.bomasf.org](http://www.bomasf.org).

date		time	location
1	GAPAC	12–1:30 pm	BOMA Conference Room
1	Career Success Series	12–1 pm	650 California St., Lower Conference Rm.
2	BOMA <sup>(VP)</sup> Steering Committee	12–1 pm	BOMA Conference Room
2	Environment Committee	12–1 pm	TBD
8	Member Services Committee	12–1 pm	BOMA Conference Room
14	Education Committee	12–1 pm	BOMA Conference Room
15	Budgeting & Accounting	8 am–5 pm	Lower Level Conference Center
16	Associates Committee	4–5 pm	TBD
20	BEEP Seminar 4 — No & Low-Cost Operational Adjustments to Improve Energy Performance	11 am–1 pm	PG & E Pacific Energy Center 851 Howard Street
21	Member Benefit Review	11:45 am–1 pm	BOMA Conference Room
22	Building Codes Committee	12–1 pm	BOMA Conference Room
27	53rd Annual Elmer Johnson Golf Tournament	9 am–9 pm	Peninsula Golf & CC
28	Emergency Preparedness Committee	9:30–10:30 am	BOMA Conference Room

date		time	location
5	GAPAC	12–1:30 pm	BOMA Conference Room
6	Environment Committee	12–1 pm	TBD
6	BOMA <sup>(VP)</sup> Steering Committee	12–1 pm	BOMA Conference Room
11	Education Committee	12–1 pm	BOMA Conference Room
11	Associates Committee	4–5 pm	Contact Chair for Directions
12	Member Services Committee	12–1 pm	BOMA Conference Room
17	BEEP Seminar 5 — Valueing Energy Enhancement Projects Projects and Financial Returns	11 am–1 pm	PG & E Pacific Energy Center 851 Howard Street
24	BOMA-SF-PAC	12–1:30 pm	BOMA Conference Room
25	Emergency Preparedness Committee	9:30–10:30 am	BOMA Conference Room
26	Building Codes Committee	12–1 pm	BOMA Conference Room
27	Membership Luncheon	11:30 am - 1:30 pm	City Club



**QUITE POSSIBLY  
THE BEST PAVING COMPANY  
IN THE BAY AREA.**



- ▲ New Construction
- ▲ Petromat Overlay
- ▲ Seal Coating
- ▲ All Types
- ▲ Sweeping
- ▲ Asphalt Repairs
- ▲ Concrete
- ▲ Slurry Surfacing / CAL TRANS 37-2
- ▲ Striping
- ▲ ADA Requirements

CALL NOW to receive a **FAST TRACK** PROJECT QUOTE or request our detailed PAVEMENT RATING SURVEY.



**American Asphalt**  
Repair and Resurfacing Company, Inc.

*'Every Job is Our Best Job'*

**1-800-541-5559**

27601 Industrial Blvd., Hayward, CA 94545 / Lic# 439591  
www.americanasphalt.com

Commercial / Industrial / Residential



*San Francisco's Leader in  
Commercial Real Estate Tree Care*

Trusted leaders when it comes to protecting and maintaining trees in all kinds of settings, including commercial real estate, corporate campuses, housing developments and shopping centers.

Look to Arborwell for:

- Multi-year tree care budgeting
- Certified, ISA arborists
- Annual tree care programs
- 24-hour emergency response



Contact Us at 888-969-8733 or on the web at [www.arborwell.com](http://www.arborwell.com)

**M E M B E R B E N E F I T R E V I E W**

**Make the Most of Your Membership Investment!**

This program is designed for **new and prospective members, or even existing members** who want a better understanding of the benefits and resources available to them through membership.

Topics will include:

- Professional Development & Continuing Education
- Committee/Task Force Involvement
- Informational Resources
- Business Services
- Marketing Opportunities & Relationship Management
- Governmental Relations

Tuesday, August 21

11:45 a.m. - 1:15 p.m.

BOMA's Conference Room

Lunch Included

The program is free of charge but space is limited.

**Questions or RSVP?  
Contact Tory Brubaker  
[toryb@boma.com](mailto:toryb@boma.com)**

# BOMA San Francisco's 4th Annual Member of the Year Awards

Recognizing Professional Service Excellence

**B**OMA San Francisco seeks nominations for its **4th Annual Member of the Year Awards**. This professional service award recognizes individuals for outstanding participation, and contributions to the industry and the Association. Last year's Principal Member of the Year was **Beverly Sutliff, Property Manager, CAC Real Estate Management Co., Inc.**; and Associate Member of the Year was **Manny Fishman, Partner, Cooley Godward Kronish**. The 2007 Principal and Associate member will be recognized at the Annual Meeting & Membership Recognition Luncheon on October 23, 2007 at the City Club. **Deadline for submission is September 5, 2007.**

**Nominations should take into consideration:**

- committee involvement
- attendance and/or participation in educational/networking events (including event sponsorships)
- contribution of time and talent (i.e. course instructor, newsletter article author, etc.)
- demonstrated leadership skills
- an active role in support of BOMA's industry advocacy, including support of BOMA's PACs.

Nomination Forms are available at [www.bomasf.org](http://www.bomasf.org), or by emailing **Tory Brubaker** at [toryb@boma.com](mailto:toryb@boma.com).



**Beverly Sutliff**  
2006 Principal Member of the Year



**Manny Fishman**  
2006 Associate Member of the Year

**CROWN SHEET METAL & SKYLIGHTS INC.**  
License No. 452887  
[www.crownsheetmetal.com](http://www.crownsheetmetal.com)  
T: (415) 467-5008



Skylights  
Metal Roofing  
Cornice Works  
Expansion Joints  
Roofing Products  
Custom Fabricating  
Maintenance Programs  
Leak Analysis & Survey  
Architectural Sheet Metal  
Louvers and Equipment Screens  
Historical Metal Replacement and Repairs




**BEVILACQUA & SONS**  
GENERAL CONTRACTORS  
LICENSE # 732067  
UNION / W.B.E.

- COMMERCIAL INTERIORS
- RETAIL
- STRUCTURAL

[www.bevconstruction.com](http://www.bevconstruction.com)  
PHONE: 650.616.4900

# Financial Management Seminar Series 2007

Don't Miss Seminar #4: Abstracting Leases

**S**olid financial management skills are extremely important to employers. BOMA has partnered with **Michael Muller, Vice President & Controller** for the Western Division of **PM Realty** to offer five unique seminars that address different aspects of property/asset management financial responsibilities. Each individual 3-hour course is designed to strengthen students current understanding of the topic or to teach new financial management skills.

*Abstracting Leases* is the 4th seminar offered in 2007, and will be held on Wednesday, September 12. The seminar provides an introduction to the components of a lease and how to fill out lease abstracts. This includes a discussion of lease types (renewals, sub-leases, lease assignments, etc), options (right of first refusal, expansion, renewal, etc), and tenant specific provisions (separately metered electricity, operating expense exclusions, security deposit adjustments, etc).

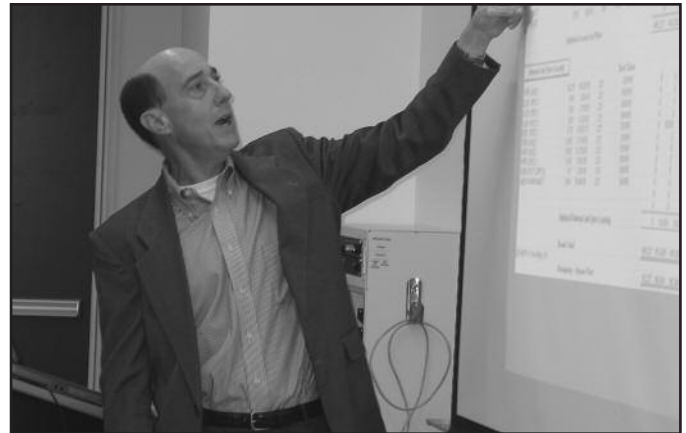
*“Mike Muller is an enthusiastic and lively instructor. Real life examples make his classes interesting and unforgettable. His handouts make good reference material. I highly recommend these courses to anyone interested in financial reporting.”*

~ Angelica Ting Steinmeier,  
Landmark Exchange  
Management , Inc.

To register for this event, which is sponsored by **OneSource**, visit [www.bomasf.org](http://www.bomasf.org).



Students listen intently to Mike Muller's presentation on Annual Budgets.



Instructor Mike Muller

# BOMA San Francisco Honors Special Leaders and Friends

Attendees Exemplify Dedication to the Industry

**A** celebratory luncheon was held at North Beach Restaurant on June 8th in honor of all BOMA past presidents, Life members and Ray C. Nann Award recipients. It was an opportunity to exchange many experiences and tales from the past and provided a lovely setting to catch up on current news.

Over 20 guests enjoyed a fabulous lunch, including Past President **Ray McCullough** (1989-1991) who flew in from Georgia, making him the attendee who traveled the greatest distance. Also in attendance were 10 Past

Presidents, 2 Life members, and all 5 Ray Nann Award recipients, including **Tom Gille, Arnie Hollander, Ray Nann, Bruce Schilling, and Agnes Wyman.**

The dedication of these individuals to the commercial real estate industry through their leadership and loyalty to BOMA San Francisco is greatly appreciated.



Past Presidents Paul Richards, Wilson Meany Sullivan and Sandra Boyle, Glenborough.



Ray C. Nann Award Recipients Tom Gille, Agnes Wyman, Ray Nann, Arnie Hollander and Bruce Schilling.

**BOMA Associates Committee hopes to see you at the**



## 53rd Annual ELMER JOHNSON Golf Tournament

**Monday, August 27 Peninsula Golf & Country Club**

**Register online at [www.bomasf.org](http://www.bomasf.org)  
Questions? Contact Fred West 650-266-9464**

### EMPOWER YOUR STAFF:

Share the Value of BOMA's Knowledge Resources

- Are you an employee of a BOMA SF dues-paying entity?
- Are you interested in being notified via email of all upcoming BOMA SF Events?

### Join BOMA's Blast E-Mail List

To ensure your entire team takes advantage of the benefits of membership, email [toryb@boma.com](mailto:toryb@boma.com) with the names and email addresses of your personnel.

*Expanding the Value of Your BOMA Membership*

# BOMA<sup>(YP)</sup> Summer Mixer

100+ Attend Networking Event at Monte Cristo Café

Over 100 **BOMA Young Professionals**, “**BOMA<sup>(YP)</sup>**”, enjoyed their 2nd networking event on Thursday, July 19 at Monte Cristo Café in Embarcadero Center. BOMA YP Steering Committee Vice Chair and event coordinator **Preston Richards, Boston Properties** organized a fun and lively event. In addition to meeting others in their peer group, attendees had the chance to win some great prizes, and participated in a lively ice-breaker to facilitate greater interaction.

Thanks to 2007 BOMA<sup>YP</sup>  
Event Sponsor



Many thanks to **Peacock Construction** for their exclusive sponsorship of the 2007 networking mixers, as well as the fabulous door prizes given away.

The goal of the **BOMA<sup>(YP)</sup> Steering committee**, led by Chair **Kate Sellier, Boston Properties**, is to facilitate association awareness and participation opportunities for members in the early stage (0-7 years) of their commercial real estate career.

We need your help in reaching out to these members. **Please email Member Services Director Tory Brubaker (toryb@boma.com)** with a list of your employees that should be notified of these events. This list should include administrative assistants, tenant coordinators, assistant property managers, and associate members in the early stage of their careers.



## Large Local Contingent Celebrates BOMA's Centennial in NYC

If you missed joining your colleagues for the big BOMA Congress in New York, NOW is the time to budget for next year's conference and office building show in Denver (June 21 – 24, 2008). The following local industry leaders took advantage of BOMA International's education, networking and business development opportunities in New York:

**Able Services:** Paul Bensi, Paul Boschetto, Mark Kelly, Rich Mulkerrins, Jeff Palmer, Paul Saccone, Derrick Schulze; **ABM:** Paul Cenni, Glenn Gilmore; **August Supply:** Gary Faleschini, Bruce Schilling; **Boston Properties:** Steve Austin, Steve Colvin; **CAC Real Estate Management Co., Inc.:** Tom Gille; **CB Richard Ellis:** Tim Ballas, David Hewett, Kirsten Walraven; **Commercial Interior Builders:** Jim Bruntz; **Cushman & Wakefield:** Michael Murphy, Anne Stephens, Fred White; **Flynn Properties:** Kathy Mattes; **GSA:** Jeffrey

Neely, Patricia Roberts, John Tate, William Villarroel; **Harsch Investments:** Nancy Gille; **Hines:** Tom Kruggel; **Metro Maintenance:** Michael Oddo; **OneSource:** Michael Hinz; **Perfection Sweeping:** Rennie Ediger; **Rinetti & Associates:** Sue Rinetti; **RREEF:** Patricia Ashton, Elaine Dell'Aquila, Kristin O'Keefe, Lisa Vogel; **Shorenstein:** Tom Cashin, Michael Cashion, Rennie Marsico, Stan Roualdes; **The Swig Company:** Chris Wong; **Unico Properties:** Margot Crosman.



BOMA SF members at the Toby Awards Banquet

Continued from page 3—**President's Message**

Probably, the moment of which I am most proud, was witnessing the installation of my sister, and BOMA International's first female Chairman, Brenna Walraven. BOMA San Francisco will welcome her as our luncheon speaker on November 15 at the City Club.

Note: Please see above for a list of local BOMA members who participated in the Centennial festivities in New York.

# Expert IT Advice...

**Technology/IT Tips for  
Property Management Professionals**  
by Steve Boullianne  
IPSOFACTO, IT Services

Part 4 of a 6-part series in 2007

## PROPERTY MANAGEMENT SYSTEMS

What's the future for property management systems? Will you still rely on multi-colored paper? Or will you be working with web-hosted, multi-tier integrated CRM systems? The goal is to make your work smart and easy, and there are some great new developments that take operations, accounting, engineering, tenant contact, and other modules and wrap them up into a single on-line system.

### Why?

To the executive we ask, "Want a full building of well managed tenants?" If they respond, "Yes!", then we ask what kind of property management systems they use. If they don't have one, that's a great place to start.

### IPSOFACTO likes PM Systems because:

#### Web Based Mobility

In San Francisco the Internet is everywhere. No longer are you tied to a desk to be considered 'working'. Many Project Management Systems are web enabled, which means you can use any computer anywhere to log in and work. You can also use VPN to log in for the same interface at your desk. The choice is yours.

#### On Line Rent Payments

The days of late payments will soon be ending. Have your tenants sign a lease that includes ACH or EFT check processing. Let your systems dip into their accounts each month to pull out rent payments. What if there's no money? At least you know it on the 1st and don't need to wait around for excuses.

### Tenant Communications

Email messages to your tenants using templates like, "We're fixing tiles in the lobby". Upload photos and movies to promote your properties on-line...show a picture of your new elevators to both tenants and investors. The time saving possibilities are endless!

### PO's, Budgeting and Shopping

With Property Management Systems you can: 1. Create a PO using a template, 2. Base it on an itemized budget you can manage, and 3. Click on items in YOUR system- items which were downloaded automatically from your vendors' catalogs. Awesome!

### Costs

The cost range is huge. There are low end 'desktop' systems for small property managers and high end, 'web ready' systems for multinational PM firms. Always do your homework before selecting a PM system. Variations can be both surprising and disappointing.

### IPSOFACTO, IT Services, a PM Management Solutions Resource

Please contact us with any questions about this article. We're happy to serve as a resource to fellow BOMA members who want to learn more about efficient and productive IT solutions.

*IPSOFACTO, IT Services*

*— providing business IT services since 1995.*

*<http://www.ipsufacto.info/> 415-322-2922 x114*

*Copyright © 2007 Steve Boullianne/IPSOFACTO IT Services. All rights reserved.*

# Members on the Move

**Arnie Hollander** has joined **Architectural Resources Group, Inc.** Based in Portland, Oregon, Arnie will provide project management for ARG's Pacific Northwest projects. Arnie has over 25 years of experience representing property owners by establishing and managing programs for the repair, maintenance, seismic upgrade, adaptive reuse, and restoration of their historic properties. Arnie was previously the VP & Project Director, Lurie Management, LLC.



BOMA Associate Member **Bruce Schilling**, Chairman & CEO of **August Supply**, has received special recognition from the BOMA California Board of Directors. At its recent meeting in Sacramento, BOMA California presented Bruce with an Award of Merit, in recognition of his tireless support for BOMA and the office building industry. Bruce serves as one of BOMA San Francisco's five representatives to the Board of our statewide association.

**Gachina Landscape Management** is proud to announce the results of the 34th annual CLCA (California Landscape Contractors Association) Bay Area Landscape Awards. Gachina won four awards in the Bay Area competition and is looking for more in the State awards still to come. The addition of these four awards brings our their total to 111 local, state and national awards since 1988.

*Been Promoted? Received an Award?  
Appointed to a Leadership Position?*

Let your colleagues know!  
Email all submissions or press releases to  
toryb@boma.com, attn: Members on the Move



**Manny Fishman** has joined the law firm of **Cooley Godward Kronish** as a partner in the real estate practice group. Manny focuses his practice in representing real estate developers, owners and secured lenders in the acquisition, sale and financing of commercial properties, and the interface between landline and wireless telecommunications and Internet-based services with commercial real estate. Formerly with Stoel Rives, Manny currently serves on the BOMA CAL Board of Directors and was the recipient of BOMA's 2006 Associate Member of the Year Award.



**Able Engineering Services (AES)** has named **Paul Saccone** as President. He will be responsible for the company's 350 million-square-foot portfolio under management, as well as for generating new business. Saccone has nearly 20 years of commercial real estate engineering experience, and most recently served as the vice president of Engineering and Energy at Equity Office, once the nation's largest office building owner. During his tenure there, he was responsible for the strategic direction and management of the company's engineering and energy functions, which included a staff of 485 employees.

Paul Boschetto, CEO of Able Services announced at the BOMA International Convention in New York City the promotion of **Richard Mulkerrins** to President of **Able Building Maintenance** effective August 1, 2007. Rich will be assisting Paul Boschetto as they continue to grow the business and the Able Services brand.

**RETROCOM<sub>x</sub>**  
Energy Strategies



**Retrocommissioning  
Energy Engineering  
LEED Certification**

Toll Free 866-502-6805 [www.retrostrategies.com](http://www.retrostrategies.com)

[scull@retrostrategies.com](mailto:scull@retrostrategies.com)

**MAYTARJENSEN MAYTARJENSEN**

GENERAL CONTRACTORS & CABINET MAKERS  
LICENSE # 177641

**ERNIE VASHERESSE**

TEL (415) 822-2200 FAX (415) 822-4424  
101 WILLIAMS AVENUE • SAN FRANCISCO • CA 94124-2619  
e-mail - [ernie@maytajensen.com](mailto:ernie@maytajensen.com)

# Skilled.

*One word can make all the difference for your project.*



By choosing a contractor represented by the San Francisco Electrical Contractors Association (SFECA), working with the skilled electricians of the International Brotherhood of Electrical Workers (IBEW) Local 6 for your project, you can ensure you get the most skilled workforce in the industry. IBEW Local 6 electricians train for over 8,000 hours, in classrooms and on job sites, to guarantee they always provide superior craftsmanship for your project. Their expertise allows them to complete the job safely, while maintaining productivity and cost efficiency. Their knowledge of the latest techniques and technology prepares them for the full scope of electrical construction and telecommunications work. With this unmatched training, SFECA and IBEW Local 6 have provided San Francisco and the Bay Area with the industry's best electrical construction work for over a century.

*Choose the San Francisco and Bay Area's most **skilled workforce.***

*Hire a SFECA/IBEW Local 6 contractor for your next project.*

**Call 415-703-8333  
or visit [www.sfeca.org](http://www.sfeca.org).**



**BOMA San Francisco**  
233 Sansome St., 8th Fl.  
San Francisco, CA 94104-2314

Ph. 415.362.8567  
Fax 415.362.8634  
[www.bomasf.org](http://www.bomasf.org)

**FIRST CLASS MAIL**

 Recycled Paper