



Bulletin

NOVEMBER/DECEMBER 2007

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

An Interview with 2008 President Stephen Austin

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Describe the career path that led you to your present position.

My path into property management is quite different from that of most people who work in our industry today. I grew up in San Jose before it was Silicon Valley and earned a degree in engineering from San Jose State College. Upon graduation I was commissioned a Second Lieutenant in the Marine Corps and served ten years as an infantry officer. During that time my knowledge of real estate was limited to the ground I walked on. I believe my experience in the Corps prepared me well to lead personnel and handle work related stress. While on active duty I earned a master's degree in human resources management from Pepperdine University.

When I left active duty I started a real estate development company with another Marine in San Francisco managing small apartment buildings in the Haight Asbury. That's how I learned the basics of property management: collect rent, pay expenses and provide first-class service to tenants. In the late 1980's I was hired by Michael Barker to manage his new building at 100 First Street, a 500,000 square foot Class A building. This position prepared me for my next job with Equity Office Properties managing One Market Plaza. It was while I was at One Market

that I became more involved with BOMA serving on the Board of Directors in various officer positions.

In 1997 my real estate career got sidetracked when I left EOP and San Francisco and moved to Paris to study at



Stephen Austin, RPA,
Boston Properties, LP

the Sorbonne. I have never regretted this decision and have great memories of living abroad immersed in a foreign culture. (The French food and wine weren't bad either!) While in Paris I interviewed with a businessman who was converting the former American embassy into a five star hotel; a lack of hotel development experience – and a work visa - kept me from being hired. When I realized how difficult it was to get a job

in France I returned to San Francisco and was hired by CB Richard Ellis as a regional manager.

In 2004 I left CBRE for a position with Boston Properties as Senior Property Manager overseeing One and Two Embarcadero Center. In January of this year I was promoted to Regional Property Manager and I am now responsible for the five buildings that comprise Embarcadero Center. (As a side note: I have learned more about University of Maryland sports from Steve Colvin than one could possibly imagine. Go Terps.)

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

Tell us about your BOMA involvement. Why are you involved in this association?

Twenty years ago I joined BOMA's Membership Committee because I was impressed by their outreach program and recognized the essential nature of recruiting to maintain a dynamic BOMA organization. I have also served on the GAPAC and Emergency Preparedness Committees. I know this sounds like preaching to the choir but I truly believe BOMA is the pre-eminent organization representing commercial real estate interests on the local and national levels.

What value have you found in serving on committees and the Board?

I believe that, in any endeavor, the value derived is directly proportional to the effort put forth. Through service on committees, tasks forces and the Board our members have the ability to drive the growth and maintain the vitality of our association. One of the reasons BOMA San Francisco is so highly regarded in BOMA International is the work of our talented and dedicated members and staff. An ancillary benefit is the many professional working relationships and friendships I have formed over the years.

What do you see as BOMA's biggest project, or challenge, over the next few years?

BOMA faces several challenges today. One of the most important is our ability to

(cont'd on page 8)

The BOMA Bulletin

is published bi-monthly.
Scheduled 2008 issues are
March, June, September
and December.

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.

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Be a 2008 BOMA SF Corporate Sponsor

Enrollment Deadline December 31, 2007

BOMA San Francisco's Corporate Sponsorship program is designed to provide our members with increased visibility, awareness, and profile at all BOMA events. 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.

As the fourth largest local BOMA in North America, our 1000-member network of commercial real estate professionals own and manage more than 73 million

square feet of office space in four counties. Over 1100 businesses are housed in member properties, and the office building industry served spends more than \$2 billion annually to service and maintain their properties. Corporate sponsorship of BOMA San Francisco gives your company maximum exposure to industry decision makers. It's a cost effective, relationship building tool.

Make your commitment and become a partner with BOMA today. A complete list of benefits and applications are available at www.bomasf.org. Questions? Contact Tory Brubaker at 415-362-2662 x15.

New Leader Joins BOMA San Francisco's Board of Directors



Anne Stephens
Cushman &
Wakefield

BOMA is proud to announce that **Anne Stephens** has joined its Board of Directors. Anne is Branch Director, Client Solutions for **Cushman & Wakefield**. She has over 20 years experience in the commercial real estate business in the areas of property management, leasing, and general brokerage. She is currently responsible for overseeing the Northern California

property management portfolio of office, retail and industrial buildings totaling 19 million square feet. Prior to joining Cushman & Wakefield, Ms. Stephens was Senior Vice President of the Northern California office of Trammell Crow Company, where she was responsible for the oversight of 5 million square feet of office and industrial property in the Bay Area and Sacramento. Her responsibilities also included new business development and P & L for the property management division.

Ms. Stephens attended Virginia Polytechnic Institute in Blacksburg, Virginia and University of Maryland in College Park, Maryland. She earned her CPM designation in 1996. Ms. Stephens holds a real estate salesperson's license in California and Maryland. She is a member of IREM and BOMA.

BOMA Thanks its 2007 Corporate Sponsors

Sponsors Treated to Lunch at
North Beach Restaurant

BOMA thanked each of its 2007 Corporate Sponsors at a special luncheon on November 8. Over 60 of our sponsors enjoyed a fabulous meal and great networking with their industry colleagues. BOMA is grateful to these leaders for their continued support of our association. Corporate Sponsorship gives member companies increased visibility, and accessibility to key professionals in the commercial real estate industry. This annual support helps underwrite the numerous member offerings and activities planned each year.



Corporate Sponsors John Grcina, RN Field Construction; Jeff Hutson, Richlen Construction; and Nick Dutto, Metropolitan Electrical Construction.



A group of sponsors eagerly awaits the fabulous fare.

BOMA San Francisco Elects New Leaders

New Officers Announced for 2008

Stephen Austin, RPA, of Boston Properties has been elected as president of BOMA San Francisco for the 2008 business year. Additionally, Margot Crosman, RPA, CCIM, Unico, and Thomas Kruggel, Hines, were named president-elect and treasurer, respectively. Along with immediate past BOMA San Francisco president Kirsten Walraven, RPA, FMA, of CB Richard Ellis at PG&E, the three will serve on BOMA San Francisco's Executive Committee, which sets policy for and provides overall direction to the association.

Steve Austin is regional property manager for Boston Properties, and is responsible for the five properties that comprise Embarcadero Center. Margot Crosman is the General Manager of 100 Pine Street for Unico Properties, where she is responsible for property leasing, marketing, overall operations and business development. Tom Kruggel is vice president of operations for Hines, directing all aspects of Hines' building operations in the San Francisco Bay Area and along the West Coast. Kirsten Walraven is Director of Account Operations for CB Richard Ellis at Pacific Gas & Electric Company. Kirsten is responsible for managing facilities for company client PG&E.



Stephen Austin, RPA
President 2008



Margot Crosman, RPA, CCIM
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Your 2008 membership renewal is due and payable. We urge prompt payment so your benefits will continue uninterrupted. We also urge a voluntary contribution to BOMA's local and state political action committees.

A suggested PAC contribution amount is shown on your invoice; we ask that you give whatever you feel comfortable with, because a fully funded political action committee is a critical component of BOMA's advocacy success.

BOMA's Annual Meeting:

Members of the Year & Distinguished Service Award Presented

BOMA San Francisco's Annual Meeting & Membership Recognition Lunch was highlighted by the presentation of the 4th Annual Principal Member and Associate Member of the Year awards. These awards were implemented to recognize a special person who exemplifies service to BOMA. The general membership was asked to nominate candidates and those nominations were reviewed by BOMA's Leadership Development Committee. Criteria used to evaluate nominees include committee involvement, attendance at events, contribution of time and talent, demonstrated leadership skills and an active role in BOMA's advocacy efforts.

Congratulations to **BOMA's 2007 Principal Member of the Year, Kate Sellier**, Property Manager, with **Boston Properties**, and its **2007 Associate Member of the Year, Justin Riordan** with **Peacock Construction**. As the inaugural Chair of the BOMA (YP) Steering Committee, Kate has been instrumental in expanding BOMA's educational and social offerings for those in our association with 0 – 7 years of industry experience. Justin Riordan's enthusiasm and creativity propelled the Membership Development Committee to exceed its new member recruitment goals for 2007. As Chair of the Committee he was instrumental in designing the AmEx membership campaign program which added new members to the association, and put some cold, hard cash, in many a "referring-member's" pocket. These two individuals are prime examples of volunteers serving as the life-blood of an association.

BOMA also presented the **Ray Nann Distinguished Service Award**; an award created to recognize a very special member who has made significant contributions to our Association. Other recipients of this special award include Agnes Wyman of The Swig Company, Tom Gille of CAC Real Estate Management Company, Bruce Schilling of August Supply, and last year's recipient, Arnie Hollander, Lurie Management, LLC. This year BOMA bestowed the award on **Paul Richards, CPM, RPA, Wilson Meany Sullivan**.

A BOMA member since 1968, Paul pitches in whenever asked. Paul was the first person in the State of California to earn BOMA's Real Property Administrator designation, and is a popular instructor for our RPA classes. Over the past 39 years he illustrated his

dedication to the industry by contributing to BOMA-SF-PAC; served three terms on our Board of Directors; served as BOMA San Francisco Treasurer, Vice President, and President; served as BOMA International Regional Vice President; was Program Chair for BOMA's Pacific Southwest Conference in 1980, and General Conference Chair in 1994; and served on our Nominating Committee, and our Labor Negotiations Committee. He is a founding Director of BOMA California, and he chaired the Government Affairs Committee for our statewide organization. He regularly attends membership meetings, seminars, and social events, and has presented at our Career Success education series. He served on BOMA's Membership Development Committee; and is currently Chairing BOMA's Property Types Survey Task Force.



President Kirsten Walraven congratulates Kate Sellier, Boston Properties, on being named BOMA's 2007 Principal Member of the Year.



Justin Riordan, Peacock Construction, proudly displays his plaque proclaiming him BOMA's 2007 Associate Member of the Year.



Ray Nann congratulates Paul Richards, CPM, RPA, Wilson Meany Sullivan, on receiving the Ray Nann Distinguished Service Award at BOMA's Annual Lunch.

BOMA Awards Public Official of the Year

San Francisco Fire Marshal Barbara Schultheis Strives to Make Government More Effective and Efficient

BOMA honored San Francisco Fire Marshal Barbara Schultheis as its "Public Official of the Year" for 2007, citing her pragmatic and fair-minded approach to working on issues affecting the local community. 2007 President Kirsten Walraven awarded this honor at the November 15 membership luncheon.

"BOMA San Francisco welcomes the opportunity to work with elected officials and public servants who appreciate the value BOMA members bring to the community and the city's tax base," said Walraven. "Ms. Schultheis' practical and evenhanded approach to working with the commercial real estate community to solve important fire and life safety-related code requirements has benefited, and continues to benefit, all San Franciscans."

BOMA San Francisco's Public Official of the Year award acknowledges individual public servants for outstanding service benefiting the City. Selection criteria includes the impact of the nominee's actions in making government more effective and efficient, taking into account the relevance of the issue or issues championed and the long-term benefit to the community at large.



President Kirsten Walraven and Ken Cleaveland congratulate Fire Marshal Barbara Schultheis after receiving BOMA's 2007 Public Official of the Year Award.

According to BOMA San Francisco Director of Government and Public Affairs Ken Cleaveland, "Deputy Assistant Fire Chief, Barbara Schultheis, has been a refreshing addition to the city's leadership since her appointment as Fire Marshal earlier this year. Ms. Schultheis is extremely knowledgeable

about fire and life safety codes, and is the first Fire Marshal to have come from the Fire Department's Fire Prevention Division. Ms. Schultheis has shared her expertise with BOMA's members on a regular basis as a participating member of the association's Codes and Regulations Committee. Along with Captain Bill Mitchell, Ms. Schultheis has been a valuable resource to BOMA building managers and other commercial real estate professionals who need to better understand the city's fire codes, and their enforcement procedures. She is to be applauded for always making herself accessible to our members, and to the public on any fire code-related questions, and has always been consistent in her interpretations of those codes. We are indeed fortunate to have such leadership within the San Francisco Fire Department."



BOMA Honors 2007 President

Kirsten Walraven Honored for Her Leadership

BOMA San Francisco officially thanked its 2007 President Kirsten Walraven for her

leadership of the association over the past 12 months. Executive Vice President Marc Intermaggio and BOMA International Chairman & Chief Elected Officer Brenna Walraven (yes, that's Kirsten's sister) presented Kirsten with a plaque commemorating her presidency. Congratulations to Kirsten, and BOMA thanks you for your service to the Association and the commercial real estate industry.

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

attract recent college graduates to property management. Let's face reality: property management is not nearly as "sexy" or lucrative as office leasing and investment sales. Another challenge is to continue to meet the professional needs and expectations of current and prospective members. One way to achieve this is by keeping members informed of new developments and trends in our industry and providing the tools and knowledge to effectively deal with these changes. Finally, like all associations today, we must sustain our growth by reaching out to new members.

Are you involved in other organizations?

I have been a member of the Marines' Memorial Association since returning from Vietnam and I currently

serve as Vice Chairman of the Board of Directors. I am also on the House Committee at the Olympic Club.

What are your passions, hobbies?

I guess you could say that I am somewhat obsessed with physical fitness. My wife, Lynn, thinks that I am insane to get up at 4:00 AM to work out. We both love to travel (Lynn is a retired flight attendant); our most recent trip was to Tuscany where we stayed with friends in a villa outside of Siena. Besides the spectacular setting, we enjoyed wonderful food and wine, which is another of my "hobbies." My favorite meal, which I am working on perfecting at home, begins with a classic Manhattan (Maker's Mark, of course) followed by a great rib eye steak. Life is good...

The BOMA SF Environment Committee is pleased to announce the



EARTH
A w a r d

BOMA San Francisco 2008 Earth Awards Competition!

The BOMA San Francisco Earth Award was created as an opportunity for BOMA members to consider the entire spectrum of programs and practices that constitute an effective "sustainability program" for office buildings including what policies and procedures should be adopted that can help move a property toward becoming "green".

We invite you to participate in the **2008 BOMA San Francisco Earth Awards** program. The application will be available as of January 15 in conjunction with the BOMA Earth Awards Workshop. The workshop will provide an overview of the application and the Earth Award review and site inspection process. Additionally this will be combined with a "green" vendor fair. More details will be available shortly.

The deadline to return all applications is February 25, 2008. You may also want to view **BOMA's Commercial Recycling Guide** to learn more about establishing, or finetuning, a comprehensive recycling program in your building. Additional resources and valuable information can also be found on the Environment Committee's web page.

The 2008 Earth Awards are sponsored by BOMA San Francisco, with generous support from the San Francisco Department of the Environment, Golden Gate Disposal and Recycling, and PG & E. Winners will be recognized at the April 21, 2008 membership luncheon and \$20,000 in cash prizes will be distributed to the top achievers.

**Want to lower your building's operating costs and save energy?
Act NOW and we'll help make it happen!**

PECI, an energy-efficiency non-profit organization, is working with PG&E to make commercial properties more energy efficient through retrocommissioning (RCx). Through RCx, the energy efficiency of a property—and its energy bill—typically improves by 5-20%.

The Retrocommissioning Services & Incentives Program offers generous funding and technical support for RCx, but there are only a couple of months left to collect Program benefits!

To learn more, visit www.RCx-Program.com.



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This program is funded by the California utility ratepayers and individually administered by the California utilities under the auspices of the California Public Utilities Commission. California customers who choose to participate in this program are not obligated to purchase any additional services offered by the contractor.

BOMA San Francisco Hosts Delegation of Japanese Real Estate Managers

Owners, operators and facility service providers from Japan visited BOMA San Francisco late October in what has become a regular exchange of ideas and information. The major interest areas discussed at this meeting were 1) sustainable operating practices being developed by the commercial real estate community within the “green buildings” movement, and 2) tenant satisfaction – how it is measured, and what companies do with the data collected from interviews and surveys. The participants also exchanged information on general market conditions.

BOMA members participating included **Margaret Duskin** and **David Starkey (Cushman & Wakefield)**, **Grant French (Swinerton)**, **Sheryn Cockett** and **Allan Shapiro (Equity Office)**, and BOMA Executive Vice President **Marc Intermaggio**.

These meetings are truly an opportunity to compare business practices, market conditions, and tenant perceptions between our two countries. We thank those members who took part, and we encourage others to consider participating at the next opportunity.



BOMA Is Very Thankful for All Its New Members

(And You'll be \$200 Richer if You Recruit!)

Members Services Committee Chair **Justin Riordan, Peacock Construction**, got in the Thanksgiving spirit at our November 15 Membership Luncheon. Dressed as a pilgrim (courtesy of Peacock's very own costume maker extraordinaire, Mrs. **Smith**), Justin promoted the reprise of BOMA's \$200 AmEx Membership Campaign. Simply refer a prospective member to BOMA – either a Principal (our target market for 2008) or an Associate member. When that prospect submits their dues, and has your name on their application as the referring party, BOMA gives you \$200.00 American Express gift card.



Pilgrim Riordan wants you to recruit new members and win \$200.

Further, every time a company that you refer joins BOMA, we'll put your name in the hat for the VIVA Las Vegas grand prize drawing to take place at our May 2008 luncheon. Visit BOMA's website for complete details.

Every Tuesday BOMA will send out its “2-fer Tuesday” email which will list two, randomly selected non-member buildings we hope to recruit. Our members are an influential recruitment resource and we hope to leverage that resource to grow the association.

This is a fun, and financially rewarding campaign and we hope you'll participate. This is a great time of year to receive an extra “bag of cash”. Growing BOMA's membership means greater protection for our industry and more programs and services of value to you.

BOMA^(YP) Fall Mixer

80+ Meet & Mingle at Il Fornaio

BOMA Young Professionals, aka, BOMA^(YP), held its final social event of 2007 at Il Fornaio. Thanks to the hard work of event chairs **Mital Patel, Interland-Jalson** and **Liz Henderson, CAC Real Estate Management Co., Inc.**, guests enjoyed a great venue and tasty array of appetizers. Thanks again to **Peacock Construction** for their generous sponsorship of all 2007 BOMA^(YP) social events.

The steering committee is busy planning its educational and networking calendar for 2008 and welcomes your participation. If you are interested in getting more involved, please contact the 2008 Chair, **Preston Richards, Boston Properties** at prichards@bostonproperties.com.



BOMA's Un-Oktoberfest

Not in October, Not at a German Restaurant, and a Great Time for All.

The BOMA Associates Committee hosted another successful Un-Oktoberfest on November 7 at the Elephant & Castle Pub. Event Chairs **Rennie Ediger, Perfection Sweeping**, and **Sonia Bastidas, Giampolini & Co.**, secured a new venue that provided guests a wonderful room to mix and mingle, with great food and beverages.



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2008 Experience Exchange Report Survey is Going GREEN

Online Survey Available in January

BOMA International's 2008 Experience Exchange Report (EER) Survey is going green this year! Because the majority of the surveys (85%) are submitted electronically, BOMA International will NOT print and mail copies of the survey. The Association will mail postcard reminders and send emails with the link to the Online Survey starting in December.

The 2008 EER Online Survey will be available via a link on the BOMA International Web site in January. A PDF version of the survey will also be posted on BOMA International's Web site, but they will work to encourage all respondents to submit their data online.

The EER is the most comprehensive and reputable source for operating income and expense data for the office building industry. Your participation in the 2008 EER survey is vital to ensure that the EER contains the most comprehensive building performance data in our industry. EER data also helps BOMA advocate on behalf of the industry on the federal, state and local levels, and helps ensure that the industry is accurately characterized to the media and industry analysts.

Thank you in advance for sharing your data and participating in this important industry survey. Your participation will ensure that the 2008 EER continues to be the industry standard for income and expense benchmarking.

SAVE THE DATE:

**Thursday, February 28, 2008
aboard the Hornblower Belle**

**BOMA SF, CREW SF &
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Joint Membership Luncheon featuring
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BOMA Tours the New SF Federal Building

General Services Administration's New Low Energy Consumption Building

BOMA's Building Tours are incredibly popular with members, and often sell out within hours of being announced. The new **San Francisco Federal Building**, located at 90 7th Street sold out in minutes, and as a result a second tour was added to accommodate our members' interest. Between the October 2 and October 16 tours, over 40 members got an intimate look at this unique, low energy consumption building.

The building is over 650,000 square feet in size, 18 stories, and cost 144 million dollars. It houses over 1,500 Federal employees for the U.S. Department of Labor, Health and Human Services, Social Security, Agriculture, and Defense. It was opened in the spring of this year, after a 5-year construction period. The building contains a café, a childcare center, and conference facilities. 75% of the building was built using recycled materials.

The tours, led by GSA representatives **Steve Clark** and **Bjorn Stumer**, focused on the uniquely green elements of this property. The building was constructed on a Brownfield site that had been contaminated by underground storage tank leakage. Architect Thom Mayne designed the building to include many recycled content materials, including concrete that utilizes 50% blast furnace slag, (to supply the building with steel), window frames, resilient flooring carpet, office furniture, fiber reinforced cement board, and the child-care center's play area surface. Energy conservation, a key feature of the property, is highlighted by natural lighting and ventilation in the narrow, 65-foot wide tower, thermal mass storage, and motion sensors. GSA estimates that the building's energy usage will be just 30,000 BTU's per year, less than half of what a typical California office building requirements. The building is undergoing the LEED-certification process.

BOMA thanks GSA for their participation, and opening the doors of this unique building to our members. BOMA will hold quarterly building tours in 2008. Tours usually last 1.5 hours and can accommodate approximately 20 people.



An exterior photo of the new San Francisco Federal Building.

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Network monitoring, RemoteConnect, email hosting, and scheduled on-site maintenance visits minimize the risk of system downtime. If you maintain your building, don't forget to maintain your IT too!

Why?

Emergencies generally cost 10 times more than the maintenance that stops them (an ounce of prevention...). Any smart cab company maintains its cabs. Your fleet of computers should be maintained by an IT firm, like Ipsofacto, which gives you better support at lower long-term costs – avoid just getting a 'body on site'. Look for an IT firm that offers automated management tools for bang-for-buck IT support!

IPSOFACTO recommends this kind of support:

Very small office (2-5 computers)

Your email should be hosted somewhere else. Never use Pop mail- its failure leads to lost email and high recovery costs. Always have workstations looked at, either remotely monitored or checked quarterly, to have your back-ups checked, security layers updated against virus, spy, etc., and checked for any physical systems errors.

Medium sized office (6-30 computers)

Because the complexity of a network changes above 6 computers, we recommend regular visits, IT Planning, and network monitoring. Other recommendations include visits for physical

access, planning for a cost effective growth plan, and monitoring to spot potential emergencies. Automated IT management tools give engineers and users the ability to track issues in a ticketing system. And much more!

Large firms (50 computer and up)

Larger firms should look at centralized or collocated IT equipment for 24/7 surveillance and management across multiple time zones. By the time a firm has 50+ computers, they are generally aware of the tools required to maintain their network professionally. Also, they have a clear understanding of budget. It is important that your IT firm support in-house staff for timely delivery of their projects, and also during staff vacations or employee leave.

Costs

Hosted Exchange accounts are less than \$20/mo., and a monitoring system for a full network is only a few dollars per device. Avoiding inevitable data losses and system failures makes the costs small in comparison to a system rebuild or a data restore/update.

IPSOFACTO, IT Services, an IT 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.ipsofacto.info/> 415-362-2922 x114

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Members on the Move

Gardeners' Guild, Inc. won a First Place Award for Sustainable Landscape Management at the California Landscape Contractors Association (North Coast Chapter) 2007 Award Program. The Sustainable Landscape award is a brand new category for the association and signifies an increasing demand for landscaping that is less reliant on water, pesticides and synthetic fertilizers.

Inc. Magazine ranked **Arborwell** No. 2,588 on its first-ever Inc. 5,000 list of the fastest-growing private companies in the country and ranked No. 38 in the Top Companies in Environmental Services. The Inc. 5,000, an extension of Inc. magazines annual Inc. 500 list, catches many businesses that are too big to grow at the pace required to make the Inc. 500, as well as a host of smaller firms. Taken as a whole, these companies represent the backbone of the U.S. economy.

W. Bradley Electric Inc. (WBE) has promoted **Robert Bourdet** and **Michael Nann**, both of Novato, to the position of vice president. Bourdet has served as division manager since 1999, in charge of the entire electrical division, including project managers and estimating. Nann has worked as division manager for the firm's security control systems since 1999 with responsibilities including overseeing all bids and

projects, designing infrastructure, project budgeting, value engineering and more.

Otis Elevator is pleased to welcome **Dennis Fuller** as its new General Manager for San Francisco. Dennis is returning to the city after 27 years with Otis in a variety of positions of increasing responsibility.

BOMA San Francisco Executive Vice President **Marc Intermaggio, CAE**, has been elected Chairman of the Board of Governors of the City Club of San Francisco. He also serves on the board of the City Club Foundation. The Club's mission is to promote active engagement in the city's civic, social and business affairs. "People making a difference through leadership, fellowship and diversity" is the hallmark of City Club membership.

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

BOMA International President Addresses Members

Brenna Walraven Outlines Critical Factors Facing Industry

BOMA International President Brenna Walraven was the keynote speaker at BOMA's November 15 Membership Luncheon. She discussed the critical factors facing the industry today, as well as those in the future. These factors include energy efficiency and the environment, emergency preparedness, regulations and codes "post 9-11", the changing demographics in the workplace and the skills gap, and leadership development.

She encouraged members to take full advantage of their professional development opportunities available through the local BOMA. The leadership skills she acquired at the local level, in conjunction with an expanded knowledge base, helped her achieve success in both her personal real estate career, and her leadership career with BOMA International.



BOMA International President Brenna Walraven and BOMA San Francisco Exec. VP Marc Intermaggio.



Kirsten Walraven is congratulated by big sister Brenna Walraven for her presidency.

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