

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

*Addressing shared concerns as a group through the auspices of BOMA enables commercial real estate owners, investors, developers, and managers/operators to achieve better results than they might if they had to go it alone.*

## On the Inside

ELMER JOHNSON RECAP

... 4 ...

CALENDAR

... 9 ...

CPUC APPROVES  
SUBMETERING OF  
TENANTS BY OWNERS

... 10 ...

BOMA BUILDING  
TOUR: CHINA BASIN  
LANDING

... 13 ...

EXPERT IT ADVICE

... 14 ...

MEMBERS ON THE MOVE

... 15 ...

## Real Estate Companies Benefit From BOMA's Advocacy; Collective Bargaining is the Latest Example

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

**W**hether the issue is legislative, building code related, or a labor/management challenge,

member companies understand the benefits of collaborating behind the BOMA voice to minimize individual company risk. Addressing shared concerns as a group through the auspices of BOMA enables commercial real estate owners, investors, developers, and managers/operators to achieve better results than they might if they had to go it alone.

There are many examples of industry successes achieved by real estate operators through the trade association known as BOMA. The latest endeavor in which many different companies have come together behind BOMA is our present labor negotiations with Stationary Local 39 of the International Union of Operating Engineers. BOMA has a solid team of individuals acting as its steering committee for this collective bargaining

process. These members carefully and thoughtfully strategize on the best way to meet our members' needs, without forsaking fairness to our engineering workforce.



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

Led by labor counsel and chief bargaining spokesperson, **Rick Kracoff** of **Korshak, Kracoff, Kong, & Sugano LLP**, the team includes **Paul Bensi, Jim Johnson** and **Jeff Palmer**, **Able Engineering Services**; **Charles Booth** and **David Rossi**, **ABM Engineering Services**; **Stephen Austin** and **Danny Murtagh**, **Boston Properties**; **Tom Gille**, **CAC**

**Real Estate Management Co., Inc.**; **Fred White**, **Cushman & Wakefield**; **Farideh Hosseini** and **James Soutter**, **Equity Office**; **Tom Kruggel**, **Hines**; **Hal Brownstone** and **Todd Robinette**, **Jones Lang LaSalle**; and **Marc Intermaggio**, **BOMA San Francisco**.

Through these labor negotiations over a new engineering contract, BOMA again

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*Expanding the Value of Your BOMA Membership*



Continued from page 1—President's Message

proves the value of collective action that benefits both the individual member as well as the industry as a whole. We acknowledge and thank the members of BOMA's labor steering committee for the countless hours they have devoted to planning for and implementing our collective bargaining objectives. Their work process mirrors that of our many other committees and task forces—and the Labor Committee's focus on a key operating issue with such broad impact—both operating and economic, is vital to our collective success.



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is published bi-monthly.  
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May, July, September  
and November.

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prior to publication.

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# 53rd Annual Elmer Johnson Golf Tourney

Great Golf, Great Weather, Great Company, & Great Prizes!

*Elmer Johnson was BOMA's Executive Director from 1945 to 1985. Elmer was the quintessential San Francisco Gentleman who initiated the tournament in 1954, and who dedicated 40 years of his professional life to BOMA San Francisco and the office building industry. In many ways, his professional tenure at BOMA paralleled the growth and development of San Francisco.*

**B**OMA San Francisco celebrated the tournament's 53rd year with a full field of golfers on August 27, 2007 at the Peninsula Golf Club in San Mateo.

Many of the usual suspects gathered their foursomes together, and we welcomed many new faces to the mix. All of the foursomes enjoyed gorgeous weather, fantastic food and beverages, and the company of BOMA members and friends.

The day began with continental breakfast compliments of **OneSource**, followed by an array of food and beverage holes that may have affected some golfers' handicaps! The food holes included **Skyline Construction's** Tequila, Ice Cream and Cigar Bar;

**ABM's** Hot Dog & Beverage Stand; **August Supply's** Hurricane, Bourbon Chicken and Garlic Bread Hole; **Marble West's** Margaritas and Shrimp on the Bar-B; and **Able's** Ribs and beverages.

Congratulations to those golfers who made some mighty fine shots including the first, second and third place foursomes. 1st Place Foursome: Randy McCracken, Bob Field and Kurt Zimmerman, RN Field Construction; and Dave Sellers, CBF. 2nd Place Foursome: Michael Ma and John Assunto, Turner Construction; Greg Stone, Newmark Knight Frank; and Rand Bottom, Kaiser. 3rd Place Foursome: Terry Abbey, Protech Security Services; Ted Lacey, CMA Asset Management; Bob Spicker, Colliers International; and Brendan Hayes, Skyline Construction.

Other players of note, include Longest Drive winners, Elizabeth Trowbridge, CAC Real Estate Management Co., Inc. and Hunter Hancock; and Closest to the Hole winners, Jackie Matsumura, Burr Pilger & Mayer, and Bill Young.

This year's raffle was "kicked up a notch" by a \$5000 Pebble Beach Getaway Grand Prize courtesy of **NRG Energy Center San Francisco**. Gordon Judd, NRG's General Manager, presented this fabulous golf package to Bob Foster, a guest of Stuart Dean Company.



Aline Singman, Cushman & Wakefield; Jacki Nolen, RFI; Grant & Fred West, Marble West.



August Supply's Hurricane Hole.



ABM's Hot Dog Stand.



Skyline Construction's Ice Cream, Tequila & Cigar Hole.



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- ISS Bldg. Services, Nike Golf Clubs and Golf Bag
- Metropolitan Electric, Flat Screen TV, Golf Clubs, iPods
- Marble West, Grand Café Gift Certificates
- Peninsula Golf & Country Club, Foursome of Golf
- Skyline Construction, Stanford Football 50 Yard Line Tix

## Tee Bag Gift Sponsors

- Metropolitan Electric & Data Communications

**AS ALWAYS, THANKS TO BOMA'S 2007 PLATINUM SPONSOR...  
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Many thanks to our Tee Sign Sponsors, Raffle Prize Donors, Food Sponsors and the entire Associates Committee, all of whom are listed above. Special thanks to the additional tournament volunteers including **Aline Singman, Cushman & Wakefield** and **Jacki Nolen, RFI Security & Fire Systems**.



The Swig Company's Bojo Ring and Siobhan Vignoles with James Kilroy, Cushman & Wakefield



NRG's Gordon Judd and Bruce Schilling congratulate Grand Prize winner Bob Foster.



Marc Intermaggio, Able's Marc Kelly & Rich Mulkerrins; and Event Chair Bruce Schilling, August Supply.



Gordon Judd, Bob Foster, Bruce Schilling and Marc Intermaggio thank long time BOMA member and Tee Bag Sponsor Nick Dutto (2nd from right) of Metropolitan Electric for his longtime and generous support of this event.

## 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, November 6  
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  
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## CORRECTION

On page 13 of the July/ August Bulletin Rennie Marsico's company was listed incorrectly. Rennie is a Senior Leasing/Property Manager with RREEF at One Concord Center in Concord.

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It iss that time of year again  
and ve haaff to celebrate!



Break out der Oom Pah Pah,  
put on der Lederhosen,  
und join uss for some great funn.

*Boma San Francisco's*

**un-Oktoberfest!**

Save the date - November 7, 2007

Elephant & Castle  
424 Clay Street

Invitations to be sent soon!

**BOMA**  
International

## Don't Forget to Budget for BOMA International Meetings in 2008

**January 25-28, 2008**

Winter Business Meeting and Leadership Conference  
Doral Golf Resort & Spa  
Miami, Florida

**June 21-24, 2008**

Commercial Real Estate Congress and The Office Building Show  
Colorado Convention Center  
Denver, Colorado



# Calendar of Events

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

date		time	location
3	GAPAC	12–1:30 pm	BOMA Conference Room
3	Career Success Series: Project Mgmt Skills	11:45–1 pm	650 California St., Lower Conference Rm.
4	Environment Committee	12–1 pm	The Russ Building, 235 Montgomery St.
4	BOMA <sup>(VP)</sup> Fall Mixer	5:30–8:30 pm	Il Fornaio, 1265 Battery (in Levi's Plaza)
9	BEEP Seminar 5 — Valuing Energy Enhancement Projects & Financial Returns	11 am–1 pm	PG & E Pacific Energy Center 851 Howard Street
9	Education Committee	12–1 pm	BOMA Conference Room
10	Member Services Committee	12–1 pm	BOMA Conference Room
11	BOMA <sup>(VP)</sup> Steering Committee	12–1 pm	BOMA Conference Room
16	Bldg Tour: New Federal Bldg	1–2:30 pm	90 7th Street
17	2008 Earth Awards Workshop	12–1:30 pm	Ferry Bldg., Port Comm. Room 2nd Floor
18	Associates Committee	4–5 pm	TBD
22	BOMA-SF-PAC	12–1:30 pm	BOMA Conference Room
23	Emergency Preparedness Committee	9–10:30 am	BOMA Conference Room
23	Annual Membership Meeting & Membership Recognition Luncheon	11:30 am–1:30 pm	The City Club
24	Building Codes Committee	12–1 pm	BOMA Conference Room
30	BEEP Seminar 6 — Building an Energy Awareness Program	11 am–1 pm	PG & E Pacific Energy Center 851 Howard Street

date		time	location
1	Environment Committee	12–1 pm	3 Embarcadero Center, 13th Floor
1	BOMA <sup>(VP)</sup> Steering Committee	12–1 pm	BOMA Conference Room
5-8	Real Estate Investment Finance	8 am–5 pm	450 Golden Gate Avenue
6	Member Benefit Review	12–1 pm	BOMA Conference Room
7	Financial Management Series: Property Valuations	8:30–11:30 am	SFSU Downtown Center, 835 Market St. Room 626 (in the Westfield Center)
7	GAPAC	12–1:30 pm	BOMA Conference Room
7	Un-Oktoberfest	5–8 pm	Elephant & Castle, 424 Clay Street
13	Education Committee	12–1 pm	BOMA Conference Room
14	Member Services Committee	12–1 pm	BOMA Conference Room
15	Membership Luncheon	11:30 am - 1:30 pm	The City Club
26	BOMA-SF-PAC	12–1:30 pm	BOMA Conference Room
27	Emergency Preparedness Committee	9:30–10:30 am	BOMA Conference Room
28	Building Codes Committee	12–1 pm	BOMA Conference Room
29	Associates Committee	4–5 pm	TBD

# CPUC Approves Historic Reduction in Energy Rates for Commercial Buildings, Approves Submetering of Tenants by Owners

by Ken Cleaveland, Director of Government and Public Affairs

The California Public Utilities Commission unanimously approved an agreement with 22 different parties (including BOMA) September 6, 2007, which will effectively reduce large commercial office buildings electricity rates by 9% beginning November 1st, and will, for the first time in 45 years, allow building owners to submeter their tenants for their actual in-space energy consumption. The historic submetering agreement, approved over the objections of TURN (The Utility Reform Network), will move our industry toward more actively engaging our tenants in understanding and reducing their energy usage. This reduction in large commercial rates will move our industry closer to the cost of service model, which we have supported for many years, and should mean real cost reductions for large commercial customers totally approximately \$23 million for BOMA members within the PG & E service territory over the next three years, and up to \$43 million in energy cost savings to all large commercial customers in the PG & E service area. Utility cost reductions to BOMA members are also shared with their tenants.

The agreement with PG & E to allow submetering effectively changes Rule 18 of commission's directives affecting this utility, and sets the stage to eliminate the same restrictions in the Southern California and San Diego Gas and Electric's utility districts. This new ability to submeter tenants is voluntary, and can only be done with the approval of the tenant. It will also require certain things of owners which include:

1. The owners shall charge tenants at the same rate as PG & E bills the master meter.
2. Submeters shall not be used to allocate common area energy loads and costs to tenants.
3. The submeters that are installed shall have "at least the same degree of sophistication as the master meter" and provide at least the same information to tenants as the Master Meter does to owners.
4. The submeters shall provide all tenants the following information: the PG & E rate schedule serving the master meter; the contact information for PG & E; the

contact information for the California Department of Food and Agriculture, Division of Measurement Standards, who is responsible for regulating measuring devices, including submeters, by testing for accuracy, evaluating suitability of devices for installation and use, and reviewing, billing, pricing, and metering complaints.

5. Disputes concerning the billing and measuring of electricity are to be resolved between the tenant and landlord. PG & E should be able to assist tenants in understanding how their bills should be calculated.
6. The building owner shall provide the tenant with notice that they are entitled to have tenant controlled energy charges removed from rent when submetering commences.
7. The building owner shall provide sufficient information and guidance for their submetered customers to be able to replicate and verify their total bills.
8. The building owner shall provide information on dynamic pricing options and all energy efficiency programs that are relevant to submetered customers, including those programs that require landlord assistance for participation.
9. An administrative charge can be applied to the submetered bills, but it can only cover actual (documented) costs associated with the purchase and installation of the meters, and their monitoring and billing processes.
10. Owners interested in beginning to submeter tenants should contact PG & E to start the process.

BOMA California's energy advocacy has reaped immense benefits for its members throughout the state, with this decision being the last success story. BOMA is currently engaged in negotiations with the San Diego Gas & Electric utility over its rate structure, and submetering restrictions. BOMA California is committed to continuing its representation before the CPUC and other regulatory bodies to ensure commercial property owners and their tenants have a voice and to push for fair, consistent decisions affecting our industry.

# The Annual Building Codes Seminar:

## The New 2007 International Codes & How They Impact Your Property

Thursday, October 25, 2007, SFSU Downtown Center, 8:30 a.m. – 11:30 a.m.

**O**n January 1, 2008, a new set of state and local building codes will take effect in California. These codes will affect building, electrical, plumbing, mechanical, fire and life safety, disabled access, and other areas impacting commercial real estate. These new 2007 International Codes are a major change from the Universal Building Codes of the past.

BOMA's Codes and Regulations Committee is presenting The Annual Building Codes Seminar: *The New 2007 International Codes & How They Impact Your Property*, to give attendees the tools to understand the new codes, and how they will be interpreted and enforced in San Francisco in the coming years. Laurence Kornfield, Chief Building Inspector, SF Dept. of Building Inspection and Barbara Schultheis, San Francisco Fire Marshal, will lead the discussion, and welcome questions from attendees.

Building owners and managers, commercial brokers, leasing agents, project/construction managers, contractors, and architects should attend. The cost of the seminar is \$85 for members and \$125 for non-members. **Register at [www.bomasf.org](http://www.bomasf.org)**

Thank you to our sponsors to date; Lead Sponsor: **San Francisco Electrical Contractors Association** and Program Sponsors: **CHINA BASIN/RREEF/ McCarthy Cook & Co.; Commercial Interior Builders, Occidental Express, Pankow Special Projects LP and Peacock Construction.**



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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.

## BOMA Building Tour— The China Basin Landing Major Building Addition

Providing “Real-life” Knowledge of Major Construction within a Fully Operational Building

On August 22, forty-five BOMA members got an intimate look at a unique construction project in San Francisco—a 175,000/sf, two level addition built directly over three floors of occupied tenant space. China Basin owners McCarthy Cook and RREEF are on schedule to complete the exterior of their expansion by December.

The addition, being built atop the existing 230,000-square-foot structure, will represent the first new speculative biotech space coming to market since Alexandria Real Estate Equities completed 1700 Owens St. in December 2006

McCarthy Cook provided a lovely complimentary lunch, and used that time to give a thorough overview of the project. Presenters included **Mike Freeman, Executive Director Development & Investment Services, McCarthy Cook; David Bendet, HOK Architects; Jim O’Callahan, Hathaway Dinwiddie; and Ansel Van Zandt, Hathaway Dinwiddie.** The presenters explained the numerous challenges involved in planning and executing the design and construction of this one-of-a kind structure.

Following the presentation, attendees were divided into smaller groups for a guided tour of the 800 foot long addition structure. Members saw first hand the work underway on the major building systems, elevators, curtain wall enclosure and numerous unique features required by the project.



# Expert IT Advice...

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

Part 5 of a 6-part series in 2007

## Small Office Networks for PM's

From large to small, networks can scale in ways that deliver big tools to small offices, without losing focus on data security, file sharing, and easy work.

### Why?

To the small PM Office Manager we ask, "Want to have some of those tools big PM firms use without the cost?" If they respond, "Yes!", then we look at the budget and set up a priority list: that's a great place to start.

**IPSOFACTO recommends the IT mix below for a small office:**

#### Hosted Outlook Accounts

Installing your own Exchange (or SBS) server costs around \$9,000. Companies need Exchange for all the work tools it offers. Without Exchange, you get POP mail, and POP is bad for business. The way to beat POP is by using hosted Exchange accounts. This way you get Exchange without the server costs. Excellent!

#### Hand Held Devices

Blackberries and Treos connect with Exchange Servers for fast access to email, contacts, tasks, calendar and Treos offer Windows functions. Handhelds are important to a mobile worker. If you have hosted Exchange accounts, you can easily have a handheld that works correctly.

## Clone Back-up Systems

Outdated back up systems only grab data files. To rebuild a machine that way means losing all customization. The new 'clone' back up systems grab every 0 and 1—so when there's a big loss, we 'clone' the new system and voila! Good as the old one! Our clone back up systems run without human intervention. No need for pushing buttons or changing tapes.

## File Sharing

Without a server, we build what's called a 'peer to peer' network. With a correctly configured peer to peer network, we can create a secure file storage area and centralize functions and files (like quickbooks), and give the users fail safe flexibility. No worries about file loss.

## Costs

Low. Hosted Exchange accounts are less than \$20/mo. Our back up system is less than \$200 (only bought through a licensed reseller like Ipsofacto), and fast installations mean low labor costs.

## 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.

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# Members on the Move



**Cushman & Wakefield** is pleased to announce the promotion of **Anne Stephens, CPM** to Branch Director, Global Client Solutions for San Francisco. In this new role, Anne will be responsible for the overall management of all Bay Area property management accounts, currently totaling 18 million square feet. She will focus on developing and managing Property Management and Agency Leasing business.



**Kathy Mattes, Flynn Properties**, had the opportunity to be photographed with Alan Greenspan following his keynote session at the BOMA International convention in New York City this past July. Kathy submitted a question that was selected to be asked of the former head of the Federal Reserve.



**Boston Properties** is pleased to announce several recent promotions. **Kate Sellier** has been promoted to Property Manager of One and Two Embarcadero Center. In addition to managing the day-to-day operations of these two buildings totaling 1.6 million square feet, Kate will supervise four Property Management Coordinators. Along with her duties at Boston Properties Kate is Chairperson of BOMA's Young Professionals Steering Committee, and serves on the Membership Services Committee.



**Preston Richards** has been promoted to Assistant Property Manager of One and Two Embarcadero Center. Since joining Boston Properties in 2005, Preston has served as Property Management Coordinator for Embarcadero Center. Preston is Vice Chair of BOMA's Young Professionals Steering Committee.



**Lisa Vogel, RREEF**, was re-elected to **BOMA International's Executive Committee** at the annual convention in July. Serving a second term is not common, and speaks to Lisa's hard work and dedication to the association.

**Ward Alan Emery Construction, Inc.** has named **Michael Allan Findley** its Senior Project Manager. With over 30 years of construction experience, Michael brings together his estimating, scheduling, and cost control skills. He has managed a wide variety of projects ranging from tenant improvements to core and shell projects in both the public and private sectors. Most recently Michael was Project Manager for the conversion of 325 apartment units into affordable and high-end condominium housing.

**W. Bradley Inc.** has named **Laura Masset** as its new human resources manager. Her responsibilities include recruitment, personnel policies and department management. Masset will facilitate employee communication and work with labor issues and legislation, affecting the industry. W. Bradley Electric is the largest electric contractor in the North Bay, based out of offices in Novato with 240 employees.

**Gachina Landscape Management** won the Grand Award for large commercial maintenance at PLANET, the Professional Landcare Network, an international association serving landscape professionals. They were awarded this coveted landscape award for their boutique style landscape management of Stanford Shopping Center in Palo Alto.

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

Let your colleagues know!

Email all submissions or press releases to [toryb@boma.com](mailto:toryb@boma.com), attn: Members on the Move



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