



Bulletin

June/July 2002

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

PRESIDENT'S MESSAGE

THE IMPORTANCE OF INDUSTRY CONFERENCES

BY KEN PERRY, THE SWIG COMPANY

"These meetings yield up-to-date knowledge of industry trends while providing attendees the opportunity to network with property professionals from around the world."

By the time this issue reaches your desk, I will have returned from BOMA International's 95th Annual Convention and the Office Building Show in Chicago. The convention has been a hot topic in recent months due to the fact the BOMA San Francisco will be the host association in 2003.

BOMA Conferences have the proverbial effect of enabling you to "kill two birds with one stone" -- socializing and meeting new colleagues, while building your skills at the same time. These meetings yield up-to-date knowledge of industry trends while providing attendees the opportunity to network with property professionals from around the world. During the networking, people often share common business challenges, and that brings an exchange of different perspectives and information. You gain new ideas about different potential approaches to resolving the issues and challenges affecting your business.

The educational sessions are taught by experts in their respective fields who present their wealth of knowledge in a broad context, while calling upon the experiences of other panel members and the audience to make it real. This synergy is a powerful force in helping people advance and succeed in their careers.

Like the BOMA International conventions, the new BUILDDEX San Francisco meeting at the Bill Graham Convention Center this November 19-20 is a tremendous resource for commercial property professionals -- providing "one stop shopping" for knowledge, solutions, and fun -- with no travel or overnight hotel expense. Hold the dates!



BOMA San Francisco is a major sponsor of BUILDDEX San Francisco. The event will offer two days of educational sessions that will be presented in a customizable and cost-effective format. The accompanying real estate services exposition will allow you to compare and contrast the various professional services and products available to our

industry. In addition to the educational sessions and trade show, BOMA will host Casino Night and our November membership luncheon during this event, where we'll also highlight the 2002 CORY Awards winners. For the most current information visit the web site at www.buildexsanfrancisco.com, by clicking on the BUILDDEX San Francisco logo on BOMA's home page.

I hope you will join me in taking advantage of the career and professional development opportunities available to you through BOMA... especially by participating in BUILDDEX San Francisco this November.

On the Inside

CALENDAR
... 2 ...

BOMA WINS EPA
AWARD
... 4 ...

BOMA CAL UPDATE
... 8 ...

2002 NEW MEMBERS
... 14 ...

MEMBERS ON THE MOVE
... 15 ...

UPCOMING EVENTS

JULY 2002

Sun	Mon	Tue	Wed	Thur	Fri	Sat
	1 <i>BOMA - SF - PAC Meeting</i>	2 <i>Energy Committee Meeting</i>	3 <i>Tech Committee Meeting</i>	4 Holiday	5	6
7	8	9 <i>CORY Subcommittee Meeting</i>	10	11 <i>Tech Committee Meeting</i>	12 <i>FMA Class at Oracle</i>	13
14	15	16 <i>GAPAC Meeting</i>	17 <i>Brownbag Lecture: Technology Topic</i>	18	19	20
21 <i>Technologies for Facilities Mgmt</i>	22	23 <i>Brownbag Lecture: Tour of Transfer Station & Pier 96</i>	24	25	26	27
28	29 <i>BOMA - SF - PAC Meeting</i>	30	31 <i>Executive Committee</i>			

AUGUST 2002

Sun	Mon	Tue	Wed	Thur	Fri	Sat
				1	2	3
4	5 <i>Energy Committee Meeting</i>	6	7 <i>Tech Committee Meeting</i>	8	9	10
11	12	13 <i>CORY Subcommittee Meeting</i>	14	15	16	17
18 <i>Leasing & Marketing for Property Managers</i>	19 <i>Elmer Johnson Golf Tourney</i>	20 <i>GAPAC Meeting</i>	21	22	23	24
25	26 <i>BOMA - SF - PAC Meeting</i>	27	28	29	30	31

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BOMA's Recycling Program Receives EPA Award

Recognized as an Environmental Leader in the West

On June 6, 2002, BOMA San Francisco was honored by the Environmental Protection Agency for its comprehensive San Francisco Recycling and Hazardous Waste Guide for Commercial Property Owners and Managers. The EPA recognized groups that "reached out across non-traditional lines in 2001 to build collaborative successes in working to improve the environment."

The guide was developed and distributed in conjunction with San Francisco's Recycling Program. Approximately 220 office buildings participate in BOMA's High Rise Recycling program and divert more than 1,600 tons of paper monthly. This is equivalent to saving 4800 cubic

yards of landfill space and 27,200 trees. Paper represents nearly 80 percent of an office building's waste stream. Because less energy is required to manufacture recycled paper than virgin, the recycling achieved by association members equates to savings each month of: 11,000 barrels of oil; 11.2 million gallons of water; 6.5 million kilowatt hours of energy; and 96,000 pounds of air emissions.

Congratulations to our participating members for making San Francisco a role model for other cities.

BOMA San Francisco Salutes



S H O R E N S T E I N

Shorenstein Realty Services support of BOMA San Francisco as a 2002 Silver Corporate Sponsor demonstrates its belief in the value of BOMA's advocacy, professional development and information services for commercial real estate professionals.

Recycle More and Save Money with Food Scrap Composting

San Francisco Leads the Country with More than 1,300 Businesses Composting

By Jack Macy, San Francisco Department of the Environment

San Francisco businesses can recycle not only their paper, cardboard, bottles and cans, but also all their compostables – including food scraps, food soiled paper, waxed cardboard, wood crates, and plant trimmings – through an innovative composting collection program, developed in partnership between the City and Norcal. Restaurants, caterers, cafes, juice bars, floral shops, grocery stores, hotels, office buildings, hospitals, universities, schools, churches, and other institutions across the city are joining this successful program. This program benefits the environment by returning nutrients to soils and saves businesses money too.

Golden Gate Disposal & Recycling and Sunset Scavenger Companies provide customers with special green collection containers, ranging in size from 32 gallon toters to cubic yard dumpsters to large roll-off sized containers, for collecting separated compostables up to seven days per week. The collected food scraps are delivered to Norcal's Jepsen Prairie Organics Composting Facility in Vacaville, where material is mixed, ground, and composted for about two months using enclosed Ag-Bags for aerated high temperature composting. The material is then turned in curing piles for another month and then screened to three-eighths of an inch or less. The compost is marketed to landscaping and agriculture users, including San Francisco Bay Area organic farmers, retail outlets and highway erosion control projects.

Staff training, along with monitoring, trouble-shooting and other assistance is provided to help businesses participate easily. As an incentive to participate, businesses pay for the collection of compostables at a discount of 25 percent off the regular commercial garbage rate. Many participants have significantly reduced their landfill trash volumes, often 50% and up to over 90%, and thereby reduce their disposal costs.

For example, the restaurants Scoma's, Lulu and Jardiniere are all diverting over 90 percent of their

waste. Scomas converted its four-cubic-yard compactor to daily composting pickup, while Lulu has a 20-cubic-yard dedicated organics compactor collected twice a week. "It is fantastic having this program and long overdue in the restaurant business," says Steven Scarabosio, Scomas' chef. "It is just as simple as making a choice and we feel great about it and want to recycle even more."

Jardiniere, a first place winner of the "Golden Dumpster" CORY (Commercial Recycling of the Year) award last year, tripled its diversion when the composting program was added to its previous recycling efforts and saved over \$600/month on its garbage rate. "There isn't anything I've done since getting married that has made such good sense," says Larry Bain, Jardiniere's sustainability manager. "We are very excited by the opportunity to live our commitment not to throw stuff away. We help complete the cycle by serving food from a farmer that uses compost from our food scraps."

Large hotels have also really benefited from composting, such as the Fairmont and Westin Saint Francis hotels through recycling their large quantities of food scraps have not only saved money but also virtually eliminated compactor odor and liquid back-up problems. The Hilton Hotel, the largest hotel on the West Coast with 1,900 rooms, recently converted its huge food and beverage service to the food collection program. The California Culinary Academy is also a big contributor to the program and the future chefs they train learn how easy it is to participate in food composting.

"This program is intuitively simple to learn, and can fit in the confines of even the smallest kitchens," says Chris Levaggi, recycling program manager for Golden Gate Disposal and Recycling Company. "We say we'll take anything that used to be alive.

Diversion rates of up to 90 percent are not uncommon at participating restaurants."

May Luncheon Speaker a Big Hit:

Comedian Greg Schwem Gets Rave Reviews from Members

BOMA members were treated to a hilarious presentation of "Comedy with a Byte," Comedian Greg Schwem's light-hearted look at the business world. The audience really appreciated the fact that the comedian did his "homework" about BOMA, and integrated that knowledge into his routine. In fact,

some thought he knew more about BOMA than many of our members. It's been a tough year in the commercial real estate business, and it was nice to spend a few hours with colleagues and friends and laugh about technology and how we use and mis-use it in the workplace.



New Members Jude Wellington & Stacy Ford of Cort Furniture Rental enjoy themselves at the luncheon.



President Ken Perry, Comedian Greg Schwem & Exec. VP Marc Intermaggio

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Help us make this an event to remember! We need your help in underwriting the expense of the activities planned by the host association as well as coordinating volunteers. If you are interested in participating, please contact Host Committee Chair Lisa Vogel at lvogel@rreef.com.



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BOMA California Protects Member Interests:

BOMA Opposes Plan to Mandate Wage, Benefit Levels for Services in State Leased Buildings

BOMA opposes Assembly Bill 1357 pertaining to personal services contracts. BOMA represents over 2,500 commercial office properties throughout the state, which contain nearly 600 million square feet of leaseable space.

This bill would require that, among others, building owners doing business with state government such as leasing office space for state offices, must pay specified wages and benefits to those individuals the owner engages through personal services contracts. These personal services may include janitorial workers, custodians, window cleaners and security guards among others.

AB 1357 will cost the State substantially more money to house state operations when no other alternative is available. As a tenant, the state of California must share in the building's operating costs either through rent or escalations to the rent. If services such as janitorial or security services are statutorily pegged to a particular standard, and that standard results in higher wages and costlier benefits than would otherwise be provided to those workers, the State and other tenants will bear the brunt of those higher costs, especially when the State cannot move those operations into state-owned facilities.

AB 1357 will raise the cost of doing business to small and medium businesses housed in buildings, which also lease space to the State. Approximately 60 to 65% of multi-tenant office buildings lessees are small businesses. As a tenant, these small businesses will

incur increased operating costs just as the State, as a tenant, will absorb. When you consider the fact that tenants are already having to cope with their share of outrageously high energy costs incurred in office buildings, the addition of these added wages and benefits will make rents unaffordable for some, and for others, place them in an uncompetitive position.

AB 1357 makes a sham of any collective bargaining process. By tying wage and benefit levels to a

predetermined standard, this bill sets a floor from which collective bargaining for the specified personal services begins. For those enti-

ties representing personal service workers in these buildings, the only way to bargain will be up from that floor, while owners or the contractors they hire will have little choice but to defend the floor.

Moreover, once a wage and benefit package is agreed to for buildings housing state operations, employee unions will use that as a standard for workers in all buildings whether they lease space to the State or not. In essence, the collective bargaining process is useless in this situation. BOMA believes that it is a shame that the right which unions fought so hard to achieve - collective bargaining - should now be trashed by proposals such as AB 1357.

AB 1357 will lead to a shortage of private office space to house state operations, and necessitate huge capital outlays to construct new state-owned office buildings, even in those instances when doing so makes no economic sense. Whenever the economy picks up, building owners always seek to jettison under-performing leases. Leases to the State are usually less



lucrative than leases to non-governmental entities. However, under the provisions of this bill, what is now a lease of marginal profitability (if profitable at all) will be deemed as a major loss center, which owners will shed at the first possible moment. The State will have little choice but to purchase or build new facilities for these homeless operations.

In short, AB 1357 is a terribly flawed measure, which seeks to statutorily establish wage and benefit levels that may have little or no relationship to the market value of the work being done. Therefore, BOMA must oppose this bill.

BOMA Fights Property Tax Reassessment That Would Create "Split Roll" Intent Contained in SB 1662 (Peace)

BOMA is opposing, unless amended Senate Bill 1662. The bill by Senator Peace expresses the Legislature's intent to revise statutes pertaining to the property tax assessment practices associated with nonresidential property. The statement includes an expression to reassess property values each time more than 50% of ownership shares in the entity that has title to the property changes hands, notwithstanding the fact that the entity holding title has not changed.

This statement of intent is very troublesome, although it is only a statement of intent and not a specific change in law. The whole concept of a "split roll" form of property tax casts a pall over the economic viability of commercial, multi-tenant office buildings in this State. Many of the office buildings in California are owned by public corporations or Real Estate Investment Trusts (REITs), which sell ownership shares. The market for these shares is always active and there is substantial likelihood that 50% or more of these shares will change hands every couple of years if not sooner. Therefore, should SB 1662's intent statement be translated into actual law, commercial office buildings will routinely be reassessed with the trend being in the direction of higher values and higher property taxes.

BOMA contends that a 50% change in share ownership does not constitute a change in building ownership. Individual shareholders are not decision-makers for the companies in which they own shares. BOMA would argue that ownership is defined by the entity which maintains title and decision making authority over the use of the property, not by the number of minority shareholders there are in the corporation or Trust. Therefore, BOMA believes the underlying proposition as to when ownership changes and a new value should be placed on the rolls for a particular property, is flawed.

Commercial office buildings often provide as much as one-third of the property tax revenue in many communities. BOMA thinks this is already a substantial contribution to the tax base. Furthermore, little actual additional total revenue may be generated within a community vis-a-vis split roll as the higher taxes and subsequent rents drive business and business spending out of the State.

Some believe that the typical cycle of commercial property ownership transactions, being slower than the typical residential cycle of ownership changes has resulted in homeowners shouldering an increasing and unfair burden of the property tax. They point to the relative share of the total property tax each type of real estate contributes as a percentage of the entire property tax base. Moreover, they point to the fact that this has been the trend since the mid-1990's. What these pundits fail to point out is that during the recession of the early 1990's, commercial rents were cut in half and, therefore building values shrank concurrently. Residential values, while not rising during that period, remained relatively stable. Thus, when the recession ended, commercial buildings' assessed valuation started from a far lower point than did residential values when compared to the pre-recession period. Finally, with new housing construction seriously lagging behind demand, existing housing values have skyrocketed.

BOMA will continue to discuss these points with the bill's author.

BOMA Releases Compensation Survey Results

BOMA San Francisco just released results from its new Industry Compensation survey, covering professional and administrative positions in commercial real estate throughout the San Francisco Bay Area. The data is current as of May 2002. A free copy of the survey was provided to all participants. Members may purchase the 22-page report for \$45 plus tax and shipping.

In both base compensation and in bonus, the survey reflects a decline for some positions, but an increase in others, since BOMA's last survey in 1999. For example, the average base salary for a senior Bay Area real estate executive declined to \$116,717 in 2002 from \$153,087 in 1999, and the high base report-

ed for the same position declined from \$250,000 to \$176,400 over the same period. Bonuses reported for that position declined more than 50% since 1999. There was a similar dramatic compensation decline for the position of Leasing Specialist, and lesser declines for other positions. The positions of Director of Property Management, Property Manager, Building Manager, and Assistant Building/Property Manager saw an increase in average base salary.

BOMA's survey includes reports by county (San Francisco, San Mateo, Marin and Sonoma), years in the industry, years with present company, and square footage managed. To order a copy you may use the enclosed form or visit www.bomasf.org.

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We at City Park know all the ins and outs of the parking business because we live and breathe this stuff. In fact, we've recently rolled out an aggressive consumer marketing campaign. We're going after daily parkers, monthlies...everybody. And once they're in our lots and garages, we treat our customers like royalty. We also understand the city's new revenue tracking requirements better than anyone else. So if you have a garage, we want to fill it and make it perform for you. Give **Tim Leonoudakis** a call at **(415) 495-3909** and tell him that the BOMA Bulletin ad sent you. We go way back.

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Sfvotewatch.com is similar to fee-based systems used by top lobbyists to track federal and state legislation, but it is the only of its kind to be completely free and open to the public.

BOMA encourages its members to educate their tenants about the availability of this resource. The more our members and their clients know about the actions being taken by our political leaders, and how those actions impact business, the better.



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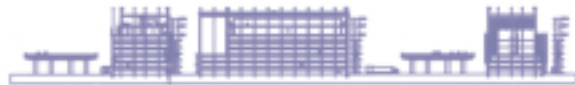
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Working Effectively with Your Security Provider:

Key Points From BOMA's May Seminar

By Eileen Griffin, Equity Office

On May 15, 2002, BOMA San Francisco, in conjunction with its Security Committee, conducted its second security-related panel discussion of the year. "Working Effectively With Your Security Services Provider" featured a panel discussion by local real estate professionals and table top displays by sponsoring companies. Thanks again to our sponsors, **ABM Security Services, Allied Security, Barton Protective of California, McMillan Security Systems, Pinkerton/Burns Security, Protection Services Industries, Sentinel Guard Systems, and Universal Protection Service.**

The panel discussion was moderated by Security Committee Chair, Eileen Griffin and the panelists included Joe Chiamparino, Director of Security and Safety for Boston Properties at Embarcadero Center and Co-Chair of the Security and Safety Committee; David Wall, Executive Vice-President with Fremont Properties; Stan Roualdes, Executive Vice-President of Property Management and Construction with Shorenstein Realty Services; Stephanie Bazzini, Managing Director for San Francisco and Marin with Equity Office Properties. The panelists discussed issues of concern to building owners and managers, especially in these post September 11 days.

David Wall opened the discussion with a presentation on Changes in Security Services Since 9/11. As Dave pointed out, everyone's idea of security has changed. But, with crisis comes change. Procedures building owners and managers never thought about before 9/11 are now part of everyday security procedures. One thing is certain, we cannot become complacent.

Stan Roualdes addressed security staffing and the importance of knowing your building staffing needs by performing proper analysis. Stan emphasized that the role of security in today's downtown office buildings has been dramatically transformed and we all need to accept that security costs will increase proportionately. Getting good talent will be an ever-increasing challenge.

Joe Chiamparino talked about the dual topics of Training and Post Orders, as well as, The Role of Security in Downtown Office Buildings. One of the very important points Joe made is that building owners and managers need to read their building post orders and make sure they are up to date. Monitoring your security provider's training programs is essential to ensure they meet the needs of your building. Live drills should be conducted throughout the year, not just during the required annual fire drill. An excellent point Joe made regarding overtime charges is for each of us to make sure we don't pay overtime on things that make up the hourly rate such as uniform cleaning, training, overhead & profit.

Stephanie Bazzini focused on security officer wages and contract preparation. The key to contract negotiations is making sure your security provider understands your expectations. Rely on your security provider to guide the needs of your property. Make sure your vendor explains the hourly cost in detail and as Joe said, building owners and managers should be sure to understand the overtime rates on their invoices. Another important point that Stephanie emphasized is that we all make sure that our building's pay scales for security officers provide adequate compensation to attract and retain the level of officers our buildings require.

Some excellent questions were brought up during the Q & A session that followed the panel discussion. Seminar attendees were encouraged to visit our sponsoring vendor displays at the break and following the panel discussion. BOMA San Francisco and the Security and Safety Committee wish to thank our panelists, our audience, and our vendor sponsors for their participation and support of this very informative and worthwhile seminar.

2002 Membership Growth

BOMA San Francisco would like to recognize and welcome the following Associate, Building and Student members who have joined in 2002. We invite all existing and new members to become active members, and participate on the various committees and task forces. For more information, visit our website at www.bomasf.org.

Associate Members

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Members on the Move



BRE PROPERTIES, INC. elected **Jeanne Myerson**, president & CEO of **The Swig Company**, to the company's board of directors. Myerson will serve on the board as an independent director and member of the audit committee, posts formerly held by Arthur G. von Thaden, who retired effective May 31, 2002. BRE Properties—a real estate investment trust—acquires, develops and manages apartment communities convenient to our Customers' work, shopping, entertainment and transit in the most economically vibrant markets of the Western U.S.

Trammell Crow Company is pleased to announce that **Brian Gleason** has joined the firm in San Francisco as a Senior Vice President in Corporate Advisory Services. Brian will be responsible for managing tenant representation assignments with users of industrial properties.

Huntsman Architectural Group is pleased to announce the advancement of some key members of their staff: **Susan Williams**, Principal, to Senior Vice President; **Mark Harbick**, AIA to Principal and Vice President; **Linda Hummel Parker** to Principal and Vice President; **Tom Abels**, AIA, Associate Principal, to Vice President; and **Keith W. Turner**, AIA, and **Aaron Vinson** have joined the ownership of the firm as Associate Principals.

Berding & Weil is pleased to announce that **Anthony Brown** and **Erica Brynes** have joined the firm as associate attorneys. Tony will be working with their litigation team while Erica has joined their transactional group. Both Tony and Erica will practice in Berding & Weil's East Bay office.

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