



2021 BOMA Buffalo Awards Program Awards Presentation Script

Photo Gallery

Real Estate Leadership Award (posthumously)

Mark Hamister, Founder and CEO of Hamister Group

For both lifetime residents and people who have recently become part of our community, we know what a special place Buffalo is. We're now seeing the area start to reach the potential that has been hoped and dreamed about for many years – and achieving that potential is in no small part due to the courage and foresight of the private real estate development sector. Our award winner played a huge role in this effort and this award is one small way that BOMA Buffalo and our members can honor his legacy.

Mark E. Hamister used "maxed out credit cards and a dream" in the late 1970s to acquire his first assisted living facility and was soon well on his way to building a company with more than 500 people and annual revenues of more than \$80 million dollars. With hotels spread across three states and senior residence facilities in 5 states, Mr. Hamister blazed a trail of opportunity and new challenges in the real estate world, always keeping his Buffalo roots close with multiple operations in Western New York. The company has also pursued opportunities in self-storage and mixed-use real estate including the 10 Lafayette Square Tishman Building in Buffalo, the company's corporate headquarters.

Mr. Hamister met and welcomed every new employee that worked at the Buffalo headquarters of Hamister Group, no matter their role. He made frequent trips to each hotel and senior living facility where he spoke to the staff and listened to their concerns and questions. He was often described as a larger-than-life personality who was deeply involved in the business that he created and nurtured over 44 years.

Mark Hamister's roots were planted firmly in Western New York and his dedication to the area earned him numerous local awards including the Buffalo Business First Lifetime Achievement Award and Entrepreneur of the Year for New York State. He was a family-man who cared deeply for his own and made everyone in the company feel like a part of it. Honesty, Integrity, Work Ethic, Accountability, Respect and Trust are company values that Mr. Hamister lived every day.

Brian Lipke of Gibraltar Industries told the Buffalo News about Hamister's membership in the Group of 18, an informal group of local organizational leaders started by the late M&T Bank Chairman Bob Wilmers and the late Buffalo News Publisher Stanford Lipsey. This group of leaders and visionaries influenced decision-making in Buffalo and significantly shaped the city.

Mr. Lipke said "Mark was very active in politics in Western New York and supported numerous candidates on both sides of the aisle in an effort to put the best candidates in office and make Western New York as good a

place as it could possibly be.” He described Mr. Hamister as very generous and charitable, and a "consummate businessman" who had "a quiet way of supporting issues and making things happen."

It is our honor today to present the 2021 BOMA Buffalo Real Estate Leadership Award to Mark Hamister. Accepting the award will be Mark's son and Hamister Group CEO Daniel Hamister.

BOMA Project of the Year

M&T Bank Tech Hub

In June 2019, M & T Bank announced they would occupy 13 of the 38 floors of the redeveloped Seneca One Tower becoming its largest tenant by opening an industry leading TECH HUB. This new Tech Hub anchors an Innovation Corridor that runs through the heart of the city's downtown, from Canalside to the Buffalo Niagara Medical Campus.

Designed by Wendel Architects and Engineering, The HUB is a \$58 million commitment to Buffalo and a major investment by M & T bank in its future as it will house 1,500 M & T technologists at its full capacity. The Tech Hub space includes collaborative workspace and a full floor for a TECH Academy utilizing a modern design style emphasizing flexibility and adaptability. Built for talented, creative people and tech-forward companies to come together to share ideas and solve problems, the Tech Hub will increase the velocity of tech development and solution delivery. Its flexible design also enables enhanced workplace health and safety.

The HUB also provides a space for a collaborative regional effort to provide free skills training through the WNY Tech Skills Initiative which is already active and has a capacity of up to 3,000 people to participate.

Buffalo Mayor Byron Brown commented that “the TECH HUB at Seneca One is transforming Buffalo by creating technology jobs, encouraging tech firms to locate here, and developing tech training programs for our community. It's an exciting, tech-driven path to inclusive growth. The potential of the TECH HUB is boundless...”

Congratulations to Wendel and to M & T Bank on receiving the 2021 BOMA Buffalo Project of the Year Award

2021 BOMA AWARD for BOSS of the YEAR

William T. Held, Held's Janitorial Services

The 2021 BOMA AWARD for BOSS of the Year is awarded to a boss in the real estate service vendor industry who is described by employees as a kindhearted, loyal and generous man who puts his employees first.

Our nominee is always ready to talk with and assist his employees. He hires from special focus organizations including Goodwill and local veterans' associations. This Boss has rewarded his employees with supermarket gift cards for their hard work during COVID.

Weekly office treats and celebrations of birthdays and special occasions are a regular staple of this boss's efforts.

This winner is always trying to be innovative and creative for his employees and his customers. His business has been the only janitorial firm at Seneca One since it was completed. This boss oversees an operation of over 500 employees but is never too busy to answer his employee's questions.

One of our winners' employees was in the hospital for 28 days and he visited every day at lunchtime. He never wavers from that concern for his staff. One employee had an ill dog, and our winner has assisted his employee with the costs for the veterinarians and related other expenses.

In summary, our winner is described as not just a boss...but he is family.

William "Billy" Held - congratulations on the love and appreciation your team has for you and please come forward to accept the 2021 BOMA Buffalo Boss of the Year Award

Innovative Development of the Year Award **Hampton Inn Buffalo-Amherst**

As the largest suburb in Upstate New York, Amherst is known locally as a hub of professional and academic activity. Recognizing the potential to expand its sports tourism sector at the Northtown Center athletic complex, the Town of Amherst issued a request for proposals (RFP) in 2017 for the development of an on-site hotel.

In reviewing the RFP, the winning company learned that a unique segment of the Northtown Center's programming were athletes with other abilities, including USA Hockey's sled hockey team and amateur sled hockey groups. To better support all potential guests, the developer explored creating a hotel with Universal Design, an emerging standard for socially responsible design that enables and empowers a diverse population by improving human performance, health and wellness, and social participation.

Opened in 2020, the 107-room Hampton Inn Buffalo-Amherst is a hospitality trailblazer as the first Universal Design hotel in North America and across Hilton's global portfolio. Located at 1601 Amherst Manor Drive, The Hampton Inn Buffalo-Amherst welcome athletes and their families, corporate travelers, prospective students and alumni to the University at Buffalo, and Western New York tourists.

The hotel features special amenities to serve sports teams including a large breakfast buffet, state of the art fitness center, and meeting/banquet facilities for up to 80 people. It also includes an indoor pool, laundry room, a lobby shop featuring local merchant The BFLO Store merchandise, two patios, a fire pit, and a paved walkway to the Northtown Center. The hotel is owned and operated by Uniland Development Company with the facility managed by Uniland Property Manager Jennifer M. O'Connell.

Congratulations to Uniland Development Company on receiving the 2021 Innovative Development of the Year

Adaptive Reuse Project of the Year Award **HANSA**

The nature of work is changing dramatically as more workers and organizations adapt to growing demand for diverse workspace and greater work/life integration. These trends were supercharged during COVID-19 as employees and employers reassess how and where business is conducted. The HANSA workspace at 505 Ellicott Street in downtown Buffalo is addressing this new paradigm with a homegrown approach that celebrates the

Queen City's industrial heritage and local artists. HANSA is Latin for guild, meaning people uniting for a common purpose.

Opened in the summer of 2020, HANSA is a two-story, 32,000-square-foot hub of coworking and shared office space, event and meeting facilities, retail, and residential activity. A bland industrial garage has been transformed into a community asset strengthening the Ellicott corridor between downtown Buffalo and the Buffalo Niagara Medical Campus.

In 2021, HANSA earned its first national recognition as the first coworking and shared office center in North America to be isUD Certified (innovative solutions for Universal Design). The isUD designation is a standard for ensuring inclusivity and focuses on spaces that eliminate barriers while elevating users' experience by improving performance, health and wellness, and social participation. HANSA is one of Uniland's premier downtown facilities.

Congratulations to Uniland Development Company on receiving the 2021 BOMA Buffalo Adaptive Reuse Project of the Year award.

Property Manager of the Year

Luke Cusack, Savarino Properties

The winning nominee in the category of Property Manager of the Year had what might be a record of 16 letters of recommendation for him for the award. Some of the comments included:

"professionalism is the attribute that best describes our property manager"

"presents himself in manner that exudes confidence, leadership and respect"

"handled the covid 19 pandemic issues with the utmost professionalism and delivered a daily update with interesting information, links and other news"

"leads by example and rolls up his sleeves spending countless hours doing the difficult work needed "

"I have worked with the manager as both a commercial and residential tenant and have always been nothing but pleased"

"always calm, friendly and responsive"

"he is passionate about what he does and also goes out of his way to help promote local businesses"

"four words come to mind about the winner" according to one letter the committee received "Conscientious, Caring, Compassionate and Communicative".

"Nothing short of a 'Rockstar' for us as a tenant"

Our winner returned to Buffalo in 2015 after living downstate for 20 years and joined Savarino Properties. He immediately became their "property management point person" in all relationship issues and financial reporting and planning services as well. "The effort put in every day is incredible" according to Julia Spitz from Savarino. That effort rose above and beyond during covid.

Congratulations to “Rockstar” Vice President from Savarino Properties, Luke Cusack, 2021 BOMA BUFFALO Property Manager of the Year.

Vendor of the Year

Grove Roofing Services

Our nominee has been described by customers as responsive and professional in every dealing whether it be repairs or consultation or new work.

They are prompt and thorough from their management to their onsite technicians.

The leaders of this company are said to go out of their way to make customers feel like partners.

We are pleased to recognize Jeff and John Embow and Grove Roofing today.

Time and time again, Grove Roofing has provided excellent response, service and reporting on a wide variety of roof types to its customers. Andrew Wilkens and the entire service team have proven to be an essential and dependable counterpart building management teams they work with. Their customers speak highly of them and as one of them myself I can attest to the quality and professionalism of the company.

Congratulations to John and Jeff Embow and Grove Roofing on receiving the 2021 BOMA BUFFALO Vendor of the Year award.

Building Services Employee of the Year

Arnie Sobocinski, Ciminelli Real Estate Corporation

The Building Services Employee of the Year is a long-time employee and valued teammate at Ciminelli Real Estate Corporation. He joined the Property Management team as a Maintenance Technician in March 1996. The mechanical, HVAC, and electrical skills he possessed were a direct result of his early work experiences with Westinghouse, Pratt & Lambert, and MJ Mechanical. In addition to those skills, he remained dedicated to learning and improvement of his mechanical talents, and attended Erie Community College, Jamestown Community College, and the HVAC training program offered at the Carrier facility in Syracuse, NY.

A natural leader, our winner helped develop and expand his teammates' HVAC and mechanical knowledge. His strong technical skills, responsible nature, and collaborative attitude earned him a promotion to the Property Management team's Maintenance Supervisor in 2013. Since that time, the maintenance team has grown to a group of nearly 60 technicians, all benefiting from his thoughtful leadership.

A desire to give back to the community led to a position as adjunct professor at ECC in the Building Maintenance Degree Program, helping the next generation of maintenance professionals learn and grow. In addition to the teaching role, he has held a position on the Advisory Council for that program, providing insight and direction on curriculum, equipment and facilities. His contributions were recently recognized by the SUNY Erie Community College Board of Trustees who appointed him to another three-year term on the Advisory Council.

While the phrase may be “Jack of all trades but master of none”, Arnie Sobocinski of Ciminelli has proven that with enough motivation and dedication, it is possible to become a master of all trades.

Congratulations to Arnie Sobocinski on receiving the 2021 BOMA Buffalo Building Services Employee of the Year