

Welcome BOMA Members and Colleagues!



Building Owners & Managers Association

Annual Business Meeting

November 18 at 12:00 pm . Virtual Zoom

It's great to see you!

2020 BOARD OF DIRECTORS

Officers



President
Andrea Harvey
Parkland Professional Park, LLC



Vice President /President Elect
Michele Messina
TM Montante Development



Treasurer
Chris Colvin, EIT
Wendel



Secretary
Jessica Boeckel, LEED GA
Ciminelli Real Estate Corp



Executive Director
Jennifer Aiple
BOMA Buffalo

2020 BOARD OF DIRECTORS

Directors



Joe Arlotta
MJ Mechanical Services



Sarah Cudmore
Ciminelli Real Estate Corp.
(Executive Committee)



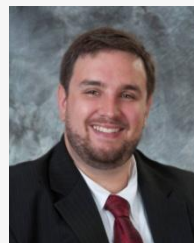
Stacey Fonagy
National Fuel Gas Co.



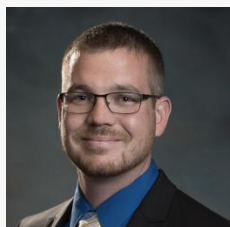
Gregory P Gawrys
Bestself Behavioral Health
(Vice President Elect)



Emily McNulty
Roy's Plumbing, Heating
& Cooling



Zach Melas
Ciminelli Real Estate Corp.



Bill Rasi, CPP
Allpro Parking LLC.



Joe Szabo
Uniland Development Co.

Committees

Government Affairs

Chair: Zach Melas
Andrea Harvey

Codes & Standards

Chair: Don Erb, BOMA Fellow, RPA,
FMA

Awards Program

Chair: Kevin Hassen
Jennifer Aiple
Andrea Harvey
Paul Muck, LEED AP
Diane O'Donnel

Education

Chair: Jessica Boeckel, LEED GA
Jennifer Aiple
Tina Coppins, RPA
Susan Heimiller, RPA
Paul Muck, LEED AP

Golf Outing

(Co-chair) Stacey Fonagy
(Co-chair) Mike Farrell
Jennifer Aiple
Joe Arlotta
Chris Colvin
Jeff Embow
Andrea Harvey
Kevin Hassen
Jeff Kelly
Emily McNulty
Steve Vanuga

Holiday Party

Chair: Michele Messina
Jennifer Aiple
Sarah Cudmore
Andrea Harvey
Lois Richter

Member Communications

Jennifer Aiple
Susan Heimiller
Kevin Hassen
Emily McNulty

Membership

Chair: Joe Arlotta
Zach Melas
Jennifer Aiple
Mike Farrell
Kevin Hassen

Programs

Chair: Sarah Cudmore
Jennifer Aiple
Melissa Geiger
Paul Hagan
Jeff O'Bannon
Rick Serra

Election Results

2021 BOMA Board of Directors

Congratulations to our newly elected board members!



Tina Coppins, RPA
Property Manager
AppleTree Business Park



Joe Arlotta
Customer & Business Development
MJ Mechanical Services Inc.

2020 Began with MOMENTUM!

January meeting



Installation of newly elected board members



Mickey Kearns, Erie County Clerk shares thoughts on the Green Light Law

Education Program Rollout

Building Owners & Managers Institute



Independent Institute for Property
and Facility Management Education

Real Property Administrator (RPA)
Facilities Management Administrator (FMA)

Two courses completed:
Design Operations and Building Maintenance
Part 1 and 2

February was even better!

Build Up Buffalo

An Owner/Architect/Contractor Symposium



500 Pearl St. /Aloft Hotel
Case Study Panel



Conventus
Case Study Panel



Local Economy and
Business Climate Panel



AIA Buffalo/
Western New York



March...COVID-19

We pulled together
- even while apart -
and continued to
safely learn,
support and
inform...



2020 Webinars

Recordings: www.boma.org

- ✓ **Coronavirus Resources Roundup** (BOMA Georgia & The Association for Professionals in Infection Control and Epidemiology – 3/12)
- ✓ **COVID 19 – The Virus/Building Operations/Property Pandemic Response Plan Basics** (BOMA Seattle King County – 3/17)
- ✓ **Enhancing Real Estate Value. Developing Carbon Neutral Buildings Roadmap** (NYSERDA – 3/26)
- ✓ **Risk Mitigation, Planning and Preparing for Re-Occupancy** (BOMA Int'l – 4/8)
- ✓ **Maintaining Building Operations During Shutdown and Preparing for Re-Occupancy** (BOMA Int'l – 4/8)
- ✓ **Business Interruption** (BOMA Int'l, IREM, NAA and CCIM Institute – 4/7)
- ✓ **Impact of COVID 19 on Employers – CARES Act and stimulus packages** (Business Council of NY & NYSERDA – 4/16)
- ✓ **Managing The Tenant Experience during COVID-19** (BOMA Georgia – 4/23)
- ✓ **Re-entry: Important Tips from Your Building Service Providers** (BOMA Int'l, 4/29)
- ✓ **Getting Back to Work: Preparing Buildings for Re-Entry Amid COVID-19** (BOMA International – 5/6)
- ✓ **Financing Solutions for Energy Efficiency in Commercial Tenant Spaces** (NYSERDA – 6/18)
- ✓ **Working from Home & The New Hybrid Workspace** (Southtowns Audio Video – 6/25)
- ✓ **The Building Owner's Guide to Retro-Commissioning** (NYSERDA – 8/18)
- ✓ **Budgeting for a New Normal: What Should You Be Prioritizing?** (BOMA International – 8/25)

BOMA

is made for times like these

See how BOMA has supported members throughout the pandemic.

Whether essential personnel showing up for work under exceptional circumstances or working from home to prevent the spread of the virus, commercial real estate professionals are keeping our critical infrastructure safe during the COVID-19 pandemic. We're proud of our members' resilience and are honored to support their work through our efforts.

Voice of the Industry



Successfully lobbied at federal, state and local levels to classify CRE professionals as **essential personnel**.

Created a COVID-19 legislative **tracking tool** to monitor all COVID-19-related bills.



Prepared a comprehensive **analysis of the CARES Act**, including a flash call for members to explain the provisions pertinent to CRE.

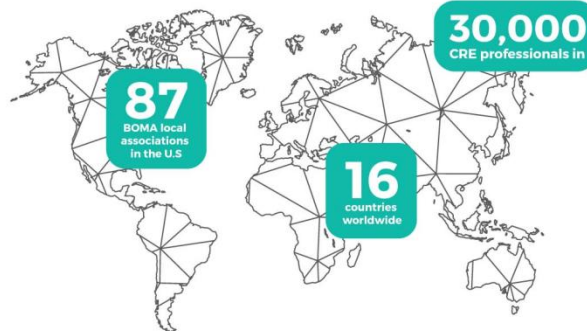
Regularly updating members on emerging **COVID-19-related legislative issues**.



Current federal lobbying activities include:

- **Tax credit** to help pay for additional cleaning expenses
- **Liability protection** for reopening businesses
- Inclusion of CRE in future **Paycheck Protection Program**
- **Pandemic risk/business interruption insurance** for future pandemics

Power of the BOMA Network



Crucial information sharing through hundreds of virtual information exchanges and socially distanced events.

BOMA International's first-ever virtual conference, held live and on demand, with:



1,500
attendees



61
exhibitors



20
education sessions

The event program and expo provided innovative solutions to navigate through the new normal.

Thought Leadership



Published **7 COVID-19 guidance documents** when the industry needed them.

With 28,000+ Total Downloads

JAN: What You Need to Know

FEB: Preparedness Checklist

MAR: Tenant FAQ

MAY: Preparing Buildings for Re-Entry
Operational and Management
Guidelines for Industrial
Properties

JUN: Preparing for
Emergency Evacuations

NEW! Pandemic Guide



14,000+ participants across 100s of webinars and virtual events on COVID-19-related topics.



40,000+ visits to our online Coronavirus Resource Center curating critical resources and vetting credible information.



Best-practice guidance that was distributed via the power of social media.

And we've never stopped offering our other member benefits, including extensive professional development resources, Career Center exclusive to CRE jobs, member rebate program through The Home Depot Pro, and much more at www.boma.org.

2020 Resources

- BOMA Buffalo Allied Members are Here to Help - 4/9
- The Building Owners Guide to Retro-Commissioning – 4/23
- **Guide #1:** What You Need to Know: Novel Coronavirus -How to prepare your tenants and your buildings - 2/25
- **Guide #2:** Coronavirus (COVID-19) Preparedness Checklist
- **Guide #3:** Coronavirus (COVID-19) Tenant FAQ - 3/25
- **Guide #4:** Getting Back to Work: Preparing Buildings for Re-Entry – 5/4
- **Guide #5:** Industrial Re-Set: Operational and Management Guidelines – 5/18
- **Guide #6:** Preparing for Emergency Evacuations – 6/19
- **Guide #7:** Getting Back to Work 2.0: Building Re-Entry Best Practices in a COVID-19 Reality – 10/23

2020 Education In-Person Seminars



Building Inspections and Permits (Rich Coburn, Supervisor Code Enforcement Officer, Town of Cheektowaga – 2/19)



2020 Education In-Person Seminars

Blueprint Reading 101 (Wendel – 3/11)



2020 Education In-Person Seminars



Climate Leadership and Community Protection Act (Phillips Lytle Energy Consulting Services – 9/21)



2020 Education In-Person Seminars



National Grid Programs (Energy efficiency, Infrastructure, Economic Development, Demand Response, Electric Vehicles – 10/18)



2020 Conferences

- **(Jan '20) Winter Business Meeting and National Issues Conference, Washington DC**

Zach Melas proudly represented Buffalo during congressional meetings. Don Erb attended as BOMA International Nominating Committee member!



- **(July '20) BOMA International Virtual Conference/2.0 The Reboot** (3 day virtual interactive conference, education, trade show, networking)
- **(Nov '20) BOMA International Medical Office Buildings and Health Care Real Estate** (2 day virtual interactive conference, education, trade show, networking).

2020 Golf Outing

Chestnut Hill Country Club . Sept 14th



***A fun-filled day
with over 120
golfers, volunteers
and sponsors!***

International Building Codes

“I highly recommend these books to companies that do a lot of renovation and new construction. The information helps you to consider design alternatives that can speed projects along, save money, or consider new costs for acquisition and redevelopment,”

- Don Erb, RPA, FMA, BOMA Fellow, BOMA Buffalo former president



Government Affairs

- Advocated for the Restoring Investment in Improvements Act. The provision was a bi-partisan effort included in the CARES Act. It incentivizes building improvements for a wide range of facilities, driving business for property owners and local contractors.
- BOMA Buffalo has met with over 50 local, state and federal elected officials to advocate core regional issues (historic tax credits, workforce development programs, and NYS Scaffold Law)

This progress ensures our member organizations are well represented and spoken for at every level of government.

Thank you Annual Sponsors!

Gold Sponsors



Silver Sponsor



Bronze Sponsors



SERVPRO of Buffalo-Tonawanda
SERVPRO of Amherst/Clarence
SERVPRO of East Erie County
716-694-9949



Looking Ahead into 2021

Membership

- No dues increase
- New member orientation planned for January
- BOMA International's focus on Industrial properties

Programs

- Virtual tours series
- Speed Networking (virtual)
- Panels focused on industry and well being of members and businesses
- Monitoring COVID restrictions and prepared to return in-person

Education

- BOMI and BOMA course offerings
- Continuing seminars
- BOMA International Webinars (live virtual and recorded)

Annual Golf Outing & Awards Program

Member Communications – Exciting new improvements coming!

2021 BOMA Conferences

- January 25-27, 2021

[2021 Winter Business Meeting](#)

Virtual Event

- April 28-30, 2021

**[2021 Medical Office Buildings &
Healthcare Real Estate Conference](#)**

Dallas, TX

- July 18-21, 2021

[2021 BOMA International Conference & Expo](#)

Boston, MA



THANK YOU FOR YOUR TIME!

Stay on line if you'd like to network!