



# NEWSLETTER

- Prioritize & Protect Your Assets with A Building Checkup
- BOMI Instructors Needed
- Celebrate the Season - Don't Miss BOMA's Biggest Event of the Year!

NOVEMBER 2018

# Upcoming Events

## 2018



**Friday, December 7<sup>th</sup>**

New Member Orientation - 11:30 AM  
1515 Market St., 9th Floor Conference Room  
*By Invitation Only*

**Wednesday, December 12<sup>th</sup>**

Holiday Networking Event - 5 PM  
Vie | 600 N. Broad St., Philadelphia, PA 19130  
*See pg. 7 to register*

**Saturday, December 22<sup>nd</sup>**

Our Brother's Place - Breakfast & Lunch Services  
*\*Must be 18 years or older to participate\**

**All Committee Meetings are by invitation only and take place at the BOMA Office unless noted otherwise.**

**Interested in participating on a committee?**

Log onto your member portal and click on Committees & Groups to learn more or join.

## 2019



**Tuesday, January 3<sup>rd</sup>**

Executive Committee Meeting - 8:30 AM

**Thursday, January 10<sup>th</sup>**

Board of Directors Meeting - 8:30 AM

**Tuesday, January 15<sup>th</sup>**

Joint Real Estate Forecast Luncheon  
*Philadelphia 201 Hotel*

**January 18<sup>th</sup> - 22<sup>nd</sup>**

2019 BOMA International Winter Business Meeting  
*Turnberry Isle Resort | Aventura, Florida*

**Saturday, January 22<sup>nd</sup>**

Our Brother's Place - Breakfast & Lunch Services  
*\*Must be 18 years or older to participate\**





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Jim Smolarski, Regional Vice President  
Mid-Atlantic

1760 Market Street | Philadelphia, PA 19103  
215-399-3960 | James.Smolarski@aus.com



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# WELCOME NEW MEMBERS

## Regular Members

**Lisa Acampora (Asset)**  
**Parkway Corporation**

150 N. Broad St., 10th Flr  
Philadelphia, PA 19102

215-640-3811 lacampora@parkwaycorp.com

**Michael Anthony (Additional)**  
**Reading Terminal Market Corporation**

51 N. 12th Street  
Philadelphia, PA 19107  
215-922-2317

mc-anthony@readingterminalmarket.org

**Kris Delfino**  
**Stonehenge Advisors**

4328-42 Ridge Avenue, Suite 104  
Philadelphia, PA 19129  
215-320-3777 kris\_d@stonehenge.bz

**Chris Gallen**  
**BPG Management Company**

3843 West Chester Pike  
Newtown Square, PA 19073  
610-355-3218 cgallen@bpgltd.com

**Chris Gowen**  
**Reading Terminal Market Corporation**

51 N. 12th Street  
Philadelphia, PA 19107  
215-922-2317

c-gowen@readingterminalmarket.org

**Joseph Kauffman (Facility)**  
**Gift of Life Family House**

401 Callowhill Street  
Philadelphia, PA 19123  
215-858-1961

jkauffman@donors1.org

**Matthew Masceri (Additional)**

2 Liberty Place  
50 South 16th Street  
Philadelphia, PA 19102  
215-778-1733 mmasceri@2libertyplace.com

## Regular Members continued

**Erin McTighe**  
**PECO**

2301 Market Street  
Philadelphia, PA 19103  
(215) 841-6839 erin.dolan@exeloncorp.com

**Brendan White**  
**Colliers International, Inc.**

1801 Market St, Suite 500  
Philadelphia, PA 19103  
(215) 928-7513 brendan.white@colliers.com

## Associate Members

**Robert Deckert**  
**Buttonwood Co., Inc.**

PO Box 500  
Eagleville, PA 19408  
610-631-7701 rdeckert@buttonwoodinc.net  
*Buttonwood Company, Inc. has offered professional services for over 40 years in the commercial painting industry. Our company specializes in all types of projects including Historic, Institutional, Retail, Entertainment, Hospitality and Industrial.*

**Neil Block**  
**Cairone Construction Company, LLC**

1236 Imperial Road  
Jenkintown, PA 19046  
856-362-3628 neil@caironebuilds.com  
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**Emily Japngie**  
**Crystal Technologies Group, Inc.**

1566 McDaniel Drive  
West Chester, PA 19380  
484-881-3530 ejapngie@crystaltechnologies.com  
*A technology consulting firm specializing in connectivity, cloud and managed professional services for the commercial real estate industry.*

Please note update from September Newsletter:

**Cynthia Cottrell (Additional)**  
**Nightingale Realty**

1500 Market St., Suite LM 525 Philadelphia, PA 19102  
215-665-9797 ccottrell@thenggroup.com

Referred by: John McCullough, Nightingale Realty

# WELCOME NEW MEMBERS

## Associate Members continued

### **Todd Fenstermaker** **ENGIE Resources**

795 East Lancaster Avenue  
Villanova, PA 19085  
610-316-8587 todd.fenstermaker@engie.com  
*Retail electricity supply, renewable energy, efficiency  
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### **Kimberly Spusta** **General Aire Systems**

P.O. Box 110  
Darby, PA 19023  
610-532-3077 kspusta@genairesys.com  
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Distributor and Service  
Company dedicated to providing solutions in HVAC and  
specialty air filtration applications, replacement products and parts  
for our equipment and a full complement of services  
associated with the products we supply.*

### **Patrick Abrams** **Grant Facility Management**

188 Fries Mill Road, Suite F-2  
Turnersville, NJ 08012  
856-516-8043 pabrams@grantfacility.com  
*Integrated Facility Management Company*

### **Matthew Levinson** **Hispanic Ventures, LLC.**

100 N. 20th St., Suite 300  
Philadelphia, PA 19103  
609-344-5300 matl@hispanicventures.com  
*Hispanic Ventures, Inc. was formed in 1984 as a quality  
commercial painting and wall covering contractor. Hispanic Ventures  
has a broad range of clientele from government to public and private  
developers and owners.  
Our portfolio of projects includes schools, hospitals, stadiums, offices,  
museums, retail stores, casinos and hotels. Hispanic Ventures is fully  
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### **Diane Padlo** **J.J. White, Incorporated**

5500 Bingham Street  
Philadelphia, PA 19120  
215-722-1000 x 1042 dpadlo@jjwhiteinc.com  
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### **Jim Magnatta** **OPS Security Group**

1500 S. Columbus Blvd., Suite 6  
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888-406-6661 jmagnatta@opssecuritygroup.com

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### **Rick Kinard** **R&R Power Cleaners**

920 N. 48th Street  
Philadelphia, PA 19131  
267-975-3814 rrpowercleaners@gmail.com

### **Marcy Guerra (Additional)** **Tozour Energy Systems**

3606 Horizon Drive  
King of Prussia, PA 19406  
610-962-1600 mguerra@tozourenergy.com

### **Daryl Landgraf (Additional)** **Veolia North America**

2600 Christian Street  
Philadelphia, PA 19146  
267-825-3523 daryl.landgraf@veolia.com

### **James Kucera** **Zebby Sulecki, Inc.**

452 Parkway Drive  
Broomall, PA 19008  
610-359-6350 jkucera@zebbysuleckiinc.com





STAR SPONSOR



December 12th

at **VIE**

600 N. Broad Street  
Philadelphia, PA 19130  
**Doors Open at 5 P.M.**

Member\* \$115 | Non-Member \$145

\*Members must be logged on to  
receive member rate.

You are cordially  
invited to the **2018**  
**BOMA PHILADELPHIA**  
**HOLIDAY NETWORKING EVENT**

**December 12, 2018 5 PM**

**VIE**  
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Group Code: **BOTBOTA**

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## DONATION REQUEST

As we move into the holiday season, Bethesda Project has asked BOMA Philadelphia members to help again by donating gift cards for the clients at Our Brother's Place. If you are able to contribute, the clients at Our Brother's Place is asking for \$25.00 gift cards to either Target or Walmart. The gift cards will be needed by 12/14/18 for their party the following week.



## Companion Services Group

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# EXPERT CORNER

## Building Checkup



As buildings age they become more inefficient, which can mean unnecessary, out of pocket expenditures every month; whether it is paying higher utility bills or constantly paying to repair outdated and failing equipment such as boilers and chillers.

Having a Building Condition Assessment performed by a Professional Engineer or Registered Architect is especially important for aging facilities. It is imperative to the overall health and future of your building and bottom line to conduct a “check-up” every 3-5 years.

This assessment will help identify and prioritize required maintenance, repairs and upgrades to select building systems and prepare an estimated budget. This allows property managers and building owners to move forward in developing an appropriate work program that maintains and protects the value and integrity of the property. This can translate into various repairs and savings on monthly utility bills.

### Building Envelope

The building envelope includes: the roof, windows, façade and exterior doors. The Engineer will inspect the roof and façade systems to make sure there is no damage, cracks or leaks.

### Energy Audits

Is your building energy efficient and utilizing the most eco-friendly practices and materials? Or has time affected your operations and made them inefficient? A professional can perform an ASHRAE Energy Audit. Building owners elect to have an energy audit performed typically when they want to reduce energy consumption and costs, replace equipment or systems whose costs may be deferred by energy incentive programs. They can also help to reduce the building’s carbon footprint, find savings that can be directed to other capital improvement projects and meet energy saving requirements in programs such as the 2030 district.

The energy audit typically focuses on the building’s envelope design (i.e. windows, insulation systems, sealing, etc.) heating, cooling, ventilation systems, lighting and equipment operations. There are four (4) types of energy audits: Preliminary Energy Use Analysis (Benchmarking), Level 1 (Walk-Through Analysis), Level 2 (Energy Survey and Analysis) and Level 3 (Investment Grade Energy Audit).

### Air Quality

Having an efficient and properly functioning HVAC system is not only good practice but it ensures a healthy, well-ventilated working environment for tenants and employees; which studies show have a direct relationship on worker productivity and tenant happiness.

### Efficient Lighting & Plumbing Products

Lighting and plumbing fixtures have the most direct contact with the end user. Often times these items also increase building operational costs as they age. Reviewing occupant trends and incorporating new technologies may reduce overall energy demand. High efficiency lighting and plumbing products are becoming the new standard in the building and construction industry and the incorporation of these items will help keep operating costs to a minimum.

An assessment will provide invaluable information that will assist in evaluating cost-benefit of repairs, lifespan of the common elements and return on investment for the future. It is also good practice to make sure the building is functioning properly to meet the ever-changing energy codes and new practices to maintain a safe place to work and live.

This Expert Corner was brought to you by Jessica Vail & Alan Jalón of **The Falcon Group**  
**Alan Jalón**, AIA, NCARB, LEED AP | Senior Architect | [ajalon@falconengineering.com](mailto:ajalon@falconengineering.com) | (215) 245-7600



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BOMI International is the trusted source for education in the property and facility industries. Each year, BOMA Philadelphia provides two courses per semester for students to complete their curriculum in either the RPA (Real Property Administrator), FMA (Facilities Management Administrator), SMA (System Maintenance Administrator) and SMT (Systems Maintenance Technician).

We are **seeking instructors** for the following courses/designations:  
**SMA/SMT Designation**  
**Law & Risk Management**

If you or someone you know may be interested in learning more about becoming an instructor please contact Cynthia Lee or call the BOMA office at (215) 567-1775.

Instructor receives all course materials and a stipend for each completed course. Class schedules are made at the instructor's discretion and availability. Instructors should have a general understanding of BOMI program.





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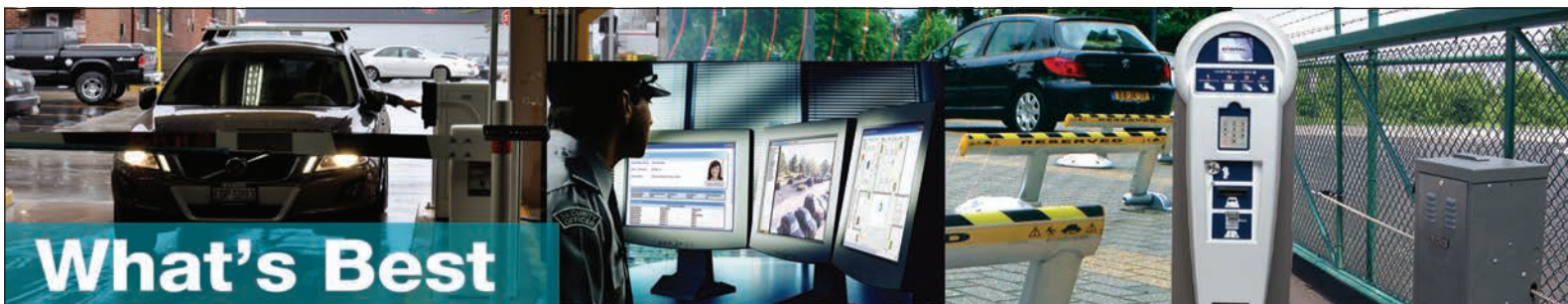
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**We spend 90% of our time indoors.**  
It's imperative that our buildings are designed to promote occupant health and wellbeing. On Dec 7, Green Building United will host a half-day event, Building For Wellness. Learn the methods used in both the WELL and Fitwel building standards to bring health to the forefront of building design through improved daylighting, increased access to healthy foods, intentional floor layouts, and more.  
<http://bit.ly/buildingforwellness>

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BUILDING  
UNITED**





## *Center City News: Bike Rack Option*

The Center City District is offering BOMA's CCD members the opportunity to participate in a matching grant program for the installation of combination planters / bike racks. The location can be on your sidewalk or plaza area.

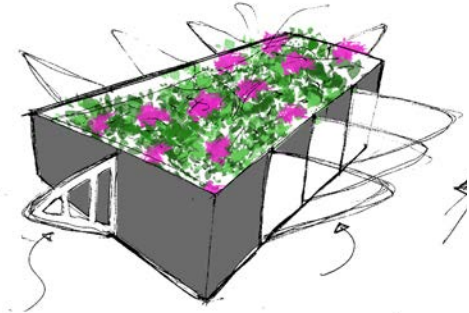
Below are some examples of the combination units.



**OFF THE SHELF  
SECURABIKE**



**MODULAR  
UNITS**



**LARGE PLAZA UNIT**

The Center City District is willing to assist property owners with the siting issues, arrange for installation, and defray some of the capital costs. The property owners are responsible for the costs of maintaining the landscaping in planters.

The following is a quick summary of the program:

- CCD staff will meet with the owner on site and evaluate the location. The owner and CCD will agree on the number of units, their locations and figure out the means of installation (securing them at the site). CCD will provide a final price quote for the unit + installation.
- CCD and the property owner will split the capital costs 50/50 (CCD has a state grant for this transportation investment)
- The property owner will agree to cover the landscape maintenance costs (watering, plant maintenance and replacement) and the CCD will arrange for maintenance on a regular basis.

If you have a location that could benefit from increased beautification and function, this is a great opportunity to solve both concerns. Logistical assistance from the Center City District is available.

Bike racks are in high demand and increasing everyday with our tenants. Their availability is fast becoming an expectation. Don't miss a chance to upgrade an amenity and improve the look of your property.

Please contact the Center City District if you are interested in exploring your options.

As always, please don't hesitate to contact the BOMA Office.

A special thank you to Paul Levy, President & CEO of CCD for alerting our members to this opportunity.

**This information was brought to you by the Government Relations Committee.**

# AROUND THE INDUSTRY



**SSH REAL ESTATE CELEBRATES EAST MARKET GRAND OPENING**  
 Congratulations to our friends at SSH Real Estate on the much-anticipated grand opening of East Market. Now a premier destination in Center City, East Market is a dynamic mixed-use property featuring luxury residential units, renovated office space and expansive retail options, including an organic grocery store, a fitness club, multiple dining spots, shopping and more. Pictured here are BOMA members celebrating with fellow member **Jeffrey Engel**, SSH Real Estate Senior Property Manager, at the early November Grand Opening event.



HUB OF  
HOPE

**2018 Benefit for the Hub of Hope**

Thursday, November 1, 2018 Loews Philadelphia Hotel



## BOMA PHILADELPHIA, A PROUD SPONSOR OF BENEFIT

BOMA Philadelphia was a proud sponsor of the 2018 Benefit for the Hub of Hope in early November. The event supports Project HOME and the essential services they provide for those struggling with homelessness and addiction in Philadelphia. Contributions help the staff and volunteers at the Hub of Hope engage homeless individuals with vital services, counseling, job training and more.





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# BOMA Philadelphia

## SPOTLIGHT MEMBER



**FRANK  
CIANFRANI**  
Chief Engineer  
*MRP Realty*

Interview conducted by:

*Cathy Ashcroft,*

*Schnoll Painting Corp.*

Communications Committee Member

Many of you may know Frank as the Chief Engineer at the Bourse Building for MRP Realty. What's really astounding to note though is Frank's history with the Bourse. He is the fourth generation of Cianfrani's to work at the Bourse! His great-grandfather, grandfather and father worked in the building for a combination of over 90 years with the Kaiserman Family who were the original owners of the Bourse. The families still remain close to this present day.

Frank has 22 years in the industry of property management and worked under his dad when he was 19 years old in the same building. One of the interesting parts of his job is always meeting new people, learning new things and interacting with the tenants on a daily basis; he is a people-person.

BOMA has helped shape Frank's career by meeting new members who have become friends; making opportunities to challenge his career goals; and being involved in worthwhile causes.

Frank is a licensed electrician, loves to sing just for fun and actually tried out for America's Got Talent! Early thoughts of his career path for Frank was to be an Architect but different paths were chosen and now he works in one of the most Historical buildings in Philadelphia.

He has 3 wonderful children, Frank Jr., Brayden and Ryleigh and enjoys his time spent with them.



# COMMUNITY INVOLVEMENT COMMITTEE

## *Our Brother's Place*

Thank you to all of the BOMA Philadelphia family and friends that came out to volunteer on Saturday, 11/24, at Our Brother's Place. With the temperatures dropping, the shelter has been very busy and those needing meals has risen.

We served 131 for breakfast a meal of French toast with warm maple syrup, fluffy scrambled eggs, turkey sausages and oranges. Lunch was cheeseburgers with lettuce and tomatoes, potato chips, soda, chocolate chip cookies and a hot apple cranberry bread pudding! One hundred and thirty five men left with full bellies!



**BREAKFAST CREW**

From left to right:  
 Joe Discepola, *Kirkbride Center*  
 Kayte Faux, *BPG/360*  
 Jennifer Stearn, *Limbach Services*  
 Talim Johnson, *Liberty Property Trust*  
 Bill Dillon, *Liberty Property Trust*  
 Tariq Johnson, *Liberty Property Trust*  
 Veronica Johnson, *Liberty Property Trust*  
 Jamal Johnson, *Liberty Property Trust*  
 Troy Jeffries, *Jenkintown Building Services*  
**Co-Chair** Deanna Ballinger, *JLL* (not pictured)

**The Community Involvement Committee is always seeking more volunteers to join the wonderful group of volunteers. For this particular volunteer program, you must be 18 years or older to participate.**

**JOIN US 12/22/2018  
for the final OBP of the year!**

**AS WE MOVE INTO THE HOLIDAY SEASON, BETHESDA PROJECT HAS ASKED BOMA PHILADELPHIA MEMBERS TO HELP AGAIN BY DONATING GIFT CARDS FOR THE CLIENTS AT OUR BROTHER'S PLACE. IF YOU ARE ABLE TO CONTRIBUTE, THEY ARE ASKING FOR \$25.00 GIFT CARDS TO EITHER TARGET OR WALMART. THE GIFT CARDS WILL BE NEEDED BY 12/14/18 FOR THEIR PARTY THE FOLLOWING WEEK.**



**LUNCH CREW**

From left to right:  
 Walt Roscoe, *GDI*  
**Co-Chair** Deanna Ballinger, *JLL*  
**Co-Chair** Jim Yannie, *Outside Unlimited*  
 Kayte Faux, *BPG/360*

## *Fun Fact:*

The Lunch Crew made the hot apple cranberry bread pudding on the fly! They came up with the recipe by using ingredients on hand at the OBP pantry.



EST. 1895

# THE BOURSE



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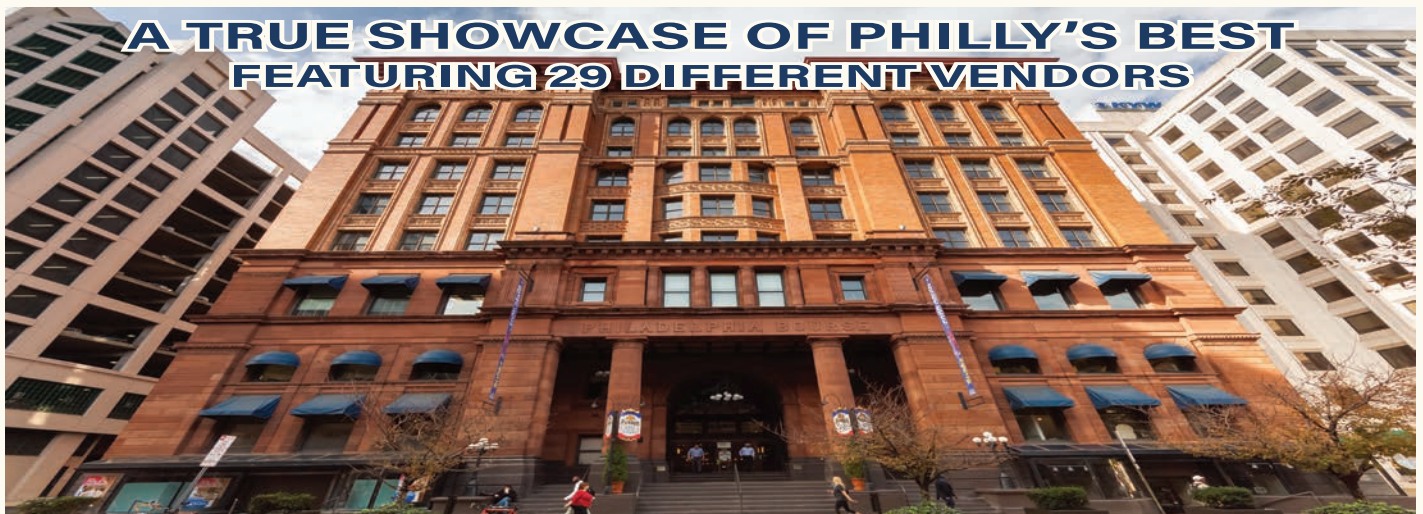


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There is no cost to enroll in the program. Rebates are distributed annually at the end of the rebate period, which runs through February, and annual purchases must total a minimum of \$25,000 to qualify. This program is for commercial accounts only and is open to all BOMA members, including associate members.

Enroll now and start earning money on your company's Home Depot purchases. Be sure to enter the program code **BOMA** when you register.

If you are already enrolled in the program, be sure your account and payment information is up-to-date so that you don't miss out on any savings or rebates.

**Sign up** today!



# PRO