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Greater Buffalo Building Owners & Managers Association Announces the 2014 BOMA Award Winners

(Buffalo, NY – September 17, 2014) – The Greater Buffalo Building Owners & Managers Association (BOMA) recently celebrated its annual BOMA Awards during a recognition luncheon at Acqua Restaurant. Over 80 BOMA members and colleagues attended to celebrate the outstanding performance of commercial real estate professionals and companies in eight categories.

The BOMA awards represent both the companies that help grow the Buffalo region by developing or renovating commercial buildings, creating jobs and servicing their tenants, and also the individuals who excel in their jobs and contribute to the success of their companies.

The complete list of 2014 BOMA Award recipients are as follows:

PROPERTY MANAGER OF THE YEAR Zach Melas – Ciminelli Real Estate Corporation, Inc.

Mr. Zach Melas joined Ciminelli Real Estate Corporation as a Property Manager in 2007 and currently manages over 250,000 of Class-A space in Western New York. Melas is a key member of the property acquisition and take-over team servicing a major financial client for Ciminelli. His efforts recently yielded a 98% satisfaction score in Ciminelli's annual tenant survey. In addition to his property management responsibilities, his procurement management work has secured over \$450,000 of vender cost saving through competitive bid, specification refinement and negotiation for the company over the past 18 months.

Melas has wisdom and knowledge beyond his years. He has an essential role on the Ciminelli team – this is not only shown in the results mentioned above but ask his colleagues around the room today and they will state that on many occasions they have sought and received solid guidance and advise on many issues throughout the Ciminelli portfolio. Imagine what he will do and be capable of when he reaches the old age of 30!

Melas earned his Bachelor of Science in Business Management and Entrepreneurial Studies from Case Western Reserve University in Cleveland, Ohio. He is a LEED Accredited Professional with the United States Green Building Council and will sit for his BOMI International Real Property Administrator (RPA®) designation before the end of 2014.

DISTINGUISHED SERVICE AWARD **Michael Farrell – Constellation Energy**

Famous poet Ralph Waldo Emerson once said, "Nothing great was ever achieved without enthusiasm."

When Mike Farrell joined Greater Buffalo BOMA in 1998, BOMA experienced his tremendous capacity for enthusiasm first hand, and soon realized the important role Farrell would have in BOMA. Shortly after joining BOMA Mike was elected to the Board and started taking an active role in the trade show, golf outing and membership committees.

Today, Farrell is currently serving his third...3-year term as a director, and continues to spread enthusiasm throughout BOMA. With his leadership, Farrell has taken the BOMA golf outing from good to great, exceeding expectations year after year, and he has helped our membership achieve more than 20% growth over the past few years! Farrell is a fixture at monthly meetings and is always one of the first to offer a helping hand. He leaves no stone unturned, and continuously shares new ideas to promote BOMA and help the association and our members.

Farrell just celebrated his 10 year anniversary at Constellation Energy and has consistently been one of the company's top performers. His regional sales manager, John Glynn, echoed many similar sentiments about Farrell. But the one that stands out the most is this, "Mike is very engaged in the success of his customers, colleagues and company and is accountable for everything that he does. He brings a passion to his job and it is obvious that he really enjoys the work he is doing. " Congratulations to Mike Farrell on receiving the 2014 BOMA Buffalo Distinguished Service Award!

ALLIED MEMBER OF THE YEAR **Great Lakes Building Systems**

Great Lakes Building Systems, Inc. is a complete Fire & Security System Integrator providing engineering/design, equipment, installation, project management and ongoing 24/7 service to businesses in Western and Central New York and other clients throughout the United States. Great Lakes Building Systems was founded on April 24, 2001 by John F. Wojdan, President, and William I. Blanchard, Vice-President. Between these two entrepreneurs, they have 58 years of experience in the Fire Alarm / Security Industry in Western New York and hold a NICET Level IV Certification and AAS in Fire Technology.

The founders of GLBS share a passion for professionalism and excellence in their industry. They realize the true value of building long term relationships with business owners and property managers. Business relationships that include more than just the sale of equipment, but the support that's required after the sale. The foundation of GLBS is just that, long term, satisfied customers.

Great Lakes affiliations include: National Fire Protection Association (NFPA), National Association of Fire Equipment Distributors (NAFED), National Institute of Certifying Engineers (NICET), Western New York Electronic Security Association (WNYESA) and Building Owners & Managers Association (BOMA). Great Lakes is Honeywell Integrated Security Silver Certified, a Notifier Diamond Dealer Award Recipient, a Honeywell Dealer of the Year Recipient and is Prowatch Enterprise Certified.

Great Lakes has been a sponsor of the Greater Buffalo BOMA golf outing and the annual holiday party for numerous years. Sarah Cudmore from Great Lakes serves on multiple BOMA committees. They clearly value their BOMA membership and demonstrate that by their commitment of time and treasure. Congratulations to Great Lakes Building Systems - the 2014 BOMA Buffalo Allied Member of the Year Award!

BUILDING ENGINEER OF THE YEAR **Dennis Piskadlo – Uniland Maintenance Company**

Mr. Dennis Piskadlo started with Uniland in March of 1991. In those 23 plus years of service Piskadlo has learned and developed many skills at maintaining a large portfolio of properties. He has specialized in HVAC systems but is capable of handling any need from electrical to plumbing. From the early days he helped develop and institute HVAC preventative maintenance programs, researching and providing solutions to tough problems faced day to day. His expertise is valuable to the proper commissioning of HVAC systems in new buildings and projects.

Throughout the years, the one area Piskadlo has shined in is customer service, he has a very calm demeanor and takes the time to listen to his customers to insure they are being helped; he is a valuable asset to Uniland Development Company. In his current role of Maintenance Supervisor, he and his staff are in charge of maintaining the Buffalo portfolio of over 6 million square feet of commercial real estate. Through their dedication and Piskadlo's guidance the product quality stands up to the best.

Piskadlo started taking educational programs through the Refrigeration Service Engineers Society (RSES), where he also served as the local chapter Vice Chairman. He has completed countless seminars and training courses relating to the HVAC field in order to be well informed and trained to benefit the organization. Piskadlo also holds an Associate's Degree from ECC in Occupational Sciences. Congratulations to Dennis – the 2014 BOMA Buffalo Building Engineer of the Year!

PROJECT OF THE YEAR **Buffalo Niagara Medical Campus**

We often think of a "project" as one with a definitive starting and ending point. Not true for this year's winner which goes to the project that has made the greatest impact on the Greater Buffalo real estate industry. In the heart of Buffalo, a new approach to economic and social development is taking hold. The Buffalo Niagara Medical Campus is building on the assets of its world-class partner institutions – known for their clinical care, research and education – and complementing it with an environment that cultivates entrepreneurship and innovation. This collaboration of many partners is driving an economic resurgence for our entire region.

The Campus borders the diverse, historic neighborhoods of Allentown, the Fruit Belt and downtown Buffalo, and is home to ten major institutions and an ever expanding list of public and private institutions. Organizations on the Medical Campus employ a workforce of approximately 12,000 employees that is projected to grow to more than 17,000 by the year 2017. It's also driving vast investments in infrastructure, housing, transportation and revitalization of the surrounding community which will continue for many years to come.

The BNMC is the umbrella organization created in 2001 by the institutions located within the Medical Campus. The not-for-profit organization fosters collaboration among the member institutions, their employees, and the community; coordinates activities related to sustainable planning, development and enhancement of the 120-acre space; and works to create a distinct, innovative environment that provides opportunities for entrepreneurship and active and healthy living. By leveraging all of these assets the BNMC aims to achieve an ambitious vision of integrating energy, transportation, food systems, entrepreneurship, housing, education and jobs that will change Buffalo's future.

Patrick Whalen, Chief Operating Officer, accepted the award, joined by members of the BNMC team: Jennifer Flood, Patrick Kilcullen, Eric Zwolinkiewicz and Mark McGovern. Congratulations to the Buffalo Niagara Medical Campus on winning the 2014 BOMA Buffalo Project of the Year Award!

DEVELOPER OF THE YEAR

Sinatra and Company

Everybody loves a "hometown boy makes good" story. This year's Developer of the Year award winner fits that profile and is making the City of Buffalo a better place in the process.

Nick Sinatra started Sinatra and Company in 2009 and is focused on small to medium sized residential & commercial development of historic and distressed properties. Opportunity often knocks in the form of trash that other people see as treasure. Nick returned home after seeing that taking real estate development risks here would be easier and potentially less painful than in larger markets. Sinatra now has invested over \$20 million in projects and a portfolio of over 500 residential housing units and 350,000 square feet of commercial space including the Fenton Village – a mixed use facility at Main and West Ferry and the recently acquired Market Arcade building in the 600 block of Main Street.

Sinatra is also focused on rebuilding the community having joined the Say Yes Buffalo campaign for higher education by donating 10% of their profits from the monthly rental of high-end loft apartments being developed at the former Phoenix Brewery site at Washington and Virginia Streets. Clearly Sinatra's efforts are also succeeding in attracting capital from outside our area, which in turn will fuel other interest in the growing renaissance of our community.

Mark Campanella, Vice President, and Matt Connors, Vice President of Development, of Sinatra and Company accepted the award. Congratulations to Sinatra and Company on receiving the 2014 BOMA Buffalo Developer of the Year Award!

CORPORATE RESPONSIBILITY AWARD

Larkin Development Group

The Larkin Development Group has established a reputation for rebuilding and restoring the architectural fabric of Buffalo, New York. The Larkin story begins with the history of the neighborhood dating back to the early 1800's and the founding of the Larkin Soap Company and its connection to Darwin D. Martin and Frank Lloyd Wright.

When Larkin Development Group tapped into the spirit of innovation that began with The Larkin Company, they followed through on a commitment to create a healthy mix of uses and adaptive re-uses to provide a vibrant urban environment for businesses and the community to grow and prosper. They embraced the vision of creating a regional center where residents, employees and visitors, live, work and play – a Downtown for EVERYONE! There has been quite a buzz around town over the past few years, and we are seeing the surrounding area thrive from what the visionaries of Larkin Development Group have accomplished!

The Larkin District or Larkinville as its most well-known is located just east of the central core of Buffalo and is a prime business and residential location downtown. Larkin at Exchange offers an Urban Campus setting on over 10 acres. Inside the Larkin Building you will find amenities like a childcare center, fitness center, and a full service Café. In Larkin Square the community enjoys the Larkin Square Author Series, Live at Larkin Concerts featuring local musicians, the outdoor market, Food Truck Tuesday and a friendly game of Pickle ball among other activities. Tenants are also privy to the Lark 'N Ride Bicycle share program and Larkin Taxi. In addition, The Filling Station restaurant located in Larkin Square features on the outside wall, the story of the Larkin experience in historic images and current images of neighborhood residents who have in some way interacted with Larkinville.

Larkinville is a perfect example of corporate responsibility being carried out every day. Joe Petrella, Partner in Larkin Development Group was present to accept the award.

SUSTAINABILITY AWARD

B. Thomas Golisano Center for Integrated Sciences, Niagara University

This year's award winner is another in the growing line of facilities in Western New York that put sustainability high on the list of design criteria.

The B. Thomas Golisano Center for Integrated Sciences at Niagara University opened at the beginning of the fall 2013 semester and achieved LEED Gold certification in spring of 2014. The \$33 million dollar, 50,000-square-foot integrated science center houses 18 laboratories which are supported by designated areas for nuclear magnetic resonance, tissue culture, imaging, plant growth, radioisotope storage, and numerous other functions. Two of the labs, in particular, demonstrate the integrative nature of the building, with biology and chemistry possessing shared research labs that are arranged to increase collaboration between the scientific disciplines. In addition to the comprehensive laboratory space, the Golisano Center houses two classrooms on the first floor – a 56-seat lecture hall and a 20-seat seminar room. On the second floor is a 20-seat conference room.

At the Golisano Center, daylighting and views are available to over 90% of all building occupants. A rain garden planted with native plants captures and reuses rainwater from the roof and the site. The facility's low flow plumbing fixtures use 50% less water than a typical facility and 70% less energy compared to other science lab buildings. LEED Gold buildings have 19% lower maintenance costs, 27% higher occupant satisfaction and 34% lower greenhouse gas emissions.

The Center was made possible by a \$10 million lead commitment from Tom Golisano, founder of Paychex. Michael Freedman, Associate Director of Public Relations at Niagara University, was present to accept the award.

About Greater Buffalo Building Owners and Managers Association

Greater Buffalo BOMA is a not-for-profit trade association providing an array of services to commercial property professionals including education, networking opportunities, benchmarking data, legislative and regulatory advocacy and professional development. Greater Buffalo BOMA's membership consists of more than 100 real estate professionals including building owners, facility managers and developers, as well as companies that provide services and supplies to the industry. Greater Buffalo BOMA is a federated chapter of BOMA International. Learn more at www.bomabuffalo.com

About BOMA International

The Building Owners and Managers Association (BOMA) International is a federation of 93 BOMA U.S. associations, BOMA Canada and its 11 regional associations and 13 BOMA international affiliates. Founded in 1907, BOMA represents the owners and managers of all commercial property types including nearly 10 billion square feet of U.S. office space that supports 3.7 million jobs and contributes \$205 billion to the U.S. GDP. Its mission is to advance the interests of the entire commercial real estate industry through advocacy, education, research, standards and information. BOMA International is a primary source of information on building management and operations, development, leasing, building operating costs, energy consumption patterns, local and national building codes, legislation, occupancy statistics, technological developments and other industry trends. Learn more at www.boma.org.

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