



## **FOR IMMEDIATE RELEASE**

Contact: Jennifer Aiple  
Executive Director  
Greater Buffalo BOMA  
716.856.3801  
info@bomabuffalo.com

### **Greater Buffalo Building Owners & Managers Association Announces the 2015 BOMA Award Winners**

(Buffalo, NY – October 20, 2015) – The Greater Buffalo Building Owners & Managers Association (BOMA) celebrated its annual BOMA Awards during a recognition luncheon at Acqua Restaurant. Over 100 BOMA members and colleagues attended to honor the outstanding performance of commercial real estate professionals and companies in ten 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 2015 BOMA Award recipients are as follows:

#### **Project of the Year**

**HarborCenter**, Buffalo Sabres

The BOMA Buffalo Awards Committee has had an enviable task over the last few years. With the building boom going on around here, they have had a very hard time picking winners in this category. Now don't feel sorry for them – they are very pleased for this embarrassment of riches. Most of us would say "it's about time!" So this year the choice was a bit easier given the impact this project has made - both now and for the future.

HARBORCENTER is a 20-story hockey-themed mixed-use development occupying a full 1.7 acre city block. Its location and connection to the First Niagara Center and squarely on the Canal Side project make it perhaps the most visible sign of Buffalo's downtown renaissance. Terry and Kim Pegula's

commitment to Western New York and their love of hockey drove the design of this facility to be more than just another big building. With two NHL-regulation ice rinks, a high-performance off-ice training facility, 750 car underground parking spaces, a full-service hotel with retail & restaurant space and a tribute to Tim Horton, the Pegula's made a statement that Buffalo will truly become known as "Hockey Heaven".

And it's not just about the local jobs this facility provides, not just the world-class facility for local college and junior hockey; but also the tremendous draw this facility has already shown by hosting the NHL annual Scouting Combine, the NHL Entry Draft and the Ice Sledge Hockey World Championships. The hockey road now will always travel through Buffalo, bringing millions of dollars and thousands of people to the Queen City so they can see we're really a world-class destination with much more to offer than the occasional blizzard.

Stan Makowski Jr., VP/Arena Operations, accepted the award.

### **Property Manager of the Year**

**Jim Simpson**, Uniland Development

Jim Simpson is being recognized for his dedication and commitment to a career as a Property Manager. He currently manages a 975,000 sq. ft. portfolio of Class A office space, light Industrial warehousing and Uniland's newest product, The Glen at Sheridan Meadows Luxury Apartments.

Through his hard work he has helped elevate Uniland Development Company to one of the most successful development companies in the WNY area. Jim has a passion for quality service and always has a positive attitude that has developed many long term relationships with both his tenants and vendors alike.

Congratulations Jim Simpson, 2015 BOMA Buffalo Property Manager of the Year!

### **Building Engineer of the Year**

**Michael Kless**, Iskalo Development Corp.

Mike A. Kless joined Iskalo Development Corp. eleven years ago just as the Electric Tower was undergoing a dramatic and extensive renovation to transform it into a modern commercial building - insuring its treasured position in the Buffalo skyline and its prominence long term as a historical treasure in the City of Buffalo.

The success of the Iskalo efforts at the Tower are a result of many factors, but our BOMA Buffalo engineer of the year award winner has been a steady and dedicated part of that success. Mike took over as the chief engineer at the Tower in 2007 and he has been dedicated to the property and its tenants since. He's often at the property seven days a week and has learned and willingly shares the intricacies of operating the building as well as its storied history. Mike has worked not just to run the building but to improve the efficiencies and overcome the challenges that a 100 year old building can present. He often gives of his own time to tour groups, school groups and the architectural walking tours showing off the historic structure with great pride and depth of knowledge.

Mike is often praised by the tenants at the Electric Tower for his helpfulness and responsiveness in addressing tenant work requests. He has demonstrated that engineering is about tender loving care as well as operational smarts. Mike has possessed a Chief Stationery Engineer license for the past 20 years and worked tirelessly over the same time to earn 3 Associates Degrees and a Bachelor's degree - all while working full time. Mike has also started working on a Master's Degree at Buffalo State.

Congratulations to Michael Kless, 2015 BOMA Building Engineer of the Year!

### **Member of the Year**

**Mark Messina**, National Fuel Gas

It is with great pleasure that we honor Mark Messina with the Distinguished Service Award. Mark has been an employee of National Fuel Gas for 37 years, with the past 25 as the Assistant Manager of Land and Facilities. He is responsible for the operation, maintenance and budget for more than 20 facilities throughout Western New York. Mark can always be counted on by his peers and never gives less than 110 percent. His most recent accomplishment was overseeing the construction of a new corporate training facility in West Seneca.

Mark has been an active BOMA member since 2007 and also an integral part of BOMA Buffalo's annual golf outing and fund raiser. In 2010 Mark began co-chairing the golf outing (with Mike Farrell). He helped assemble an extraordinary committee and began hosting committee meetings at National Fuel. In 2011 Mark recommended a venue change to The Links at Ivy Ridge. With Mark's leadership and attention to detail the event has seen over 80% net growth and has sold out over the past two years. Mark has a keen eye for looking at the bottom line, but he also takes great pride in making sure BOMA members and their guests have an enjoyable and beneficial experience.

This year Mark introduced the idea of having ball markers made to help brand the new Buffalo BOMA logo! He went above expectations making trips to Rochester and across Erie County to pickup beverage donations, raffle items and sponsor signs. He also printed the event Program Book. His giving doesn't stop there...Mark introduced BOMA to the Hydrocephalus Association and was there for them to setup and support their 3<sup>rd</sup> annual HA Walk in September, along with his wife and grandson. Mark Messina is a class act and BOMA is grateful for all his contributions.

Congratulations Mark Messina, 2015 BOMA Buffalo Member of the Year!

**Allied Member of the Year  
Janitronics Facility Services, Inc.**

Jim Harris Sr. was thinking big when he started Janitronics Facility Services, headquartered in Albany, NY in 1972 as a local cleaning service. The company has since evolved into a seven branch, comprehensive cleaning, maintenance and management service but with a new approach: Thinking small by specializing in creating and sustaining a healthy indoor environment utilizing state of the art, effective 'cleaning systems' based on validated cleaning science research.

Janitronics places their focus on cleaning a work environment to maintain a high health standard. Another key component is continuous training and rigorous quality control. Janitronics has been able to contain costs by taking a systems approach that constantly improves, resulting in more cost-efficient processes anchored by sustainability practices. As a testament to their business model, Janitronics recently received a renewal of its Cleaning Industry Management Standard (CIMS) certification with honors.

Jim Harris Jr. says Janitronics' growth is a testament to how more and more organizations recognize the multiple benefits of meticulous cleaning procedures. Jim states, "As the experts in the science of clean, we'll continue to make sure our company's capabilities and values always match the needs of our clients." Janitronics has been a very committed and active member of BOMA Buffalo for nine years. Jim Coleman, the regional sales manager has served multiple terms on the Board of Directors, is an active member of the golf and programs committees and works tirelessly to garner financial sponsorships and hands on support for our events. BOMA Buffalo is a stronger organization because of the commitment of Jim Coleman and Janitronics. Janitronics' James Coleman, Business Development Manager, Bob Makin, Operations Manager and Alisen Applebaum, Customer Service Representative accepted the award.

## **Developer of the Year McGuire Development Company**

It's no secret that successful real estate developers grab hold of risk and force it into vertical constructions of steel, concrete & glass that they hope will make them money. The only way that money follows construction is when you build a trust and credibility in the industry where clients seek you out to solve their real estate needs. This year's award winner has established just such a reputation and the results speak for themselves.

McGuire Development was started by Frank McGuire as an outgrowth of his health care organization. In 2005 the real estate development arm of the business was reinvigorated, and 10 years later has an impressive list of successful projects completed as well as in the pipeline. Nearly 35% of their business is with not-for-profits; helping them achieve their real estate goals without taking advantage of their relative lack of knowledge of the industry.

Some of their projects include the renovation of a 6,000 sf former Catholic church into a community health center on the West side, rehabilitation of the former Sheehan hospital into Compass East – a state of the art professional office and STEM facility, developing the IBM Information Technology Hub in Key Center as part of the Buffalo Billion initiative, and building Campus Square – a new mixed-use facility at the north end of the Buffalo Niagara Medical Campus.

McGuire's holistic and transparent approach to development has allowed them to build the credibility needed to be successful in the Western New York real estate development industry. McGuire Development's James McGuire, CEO and Jim Dentinger, President accepted the award.

## **Sustainability Award Conventus, Ciminelli Real Estate Corporation**

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 Conventus building on Main Street at the northern entrance to the Buffalo Niagara Medical Campus is a center for collaborative medicine. Conventus is Latin for "coming together" and this building is a gateway for connecting & collaborating as well as a cornerstone for development on the

BNMC. The 350,000 square foot building has achieved LEED Platinum certification for its Core & Shell – making it the first of its kind in Western New York and one of only three in New York State. Combining a mixture of clinical, office, research & retail space, Conventus’ most outstanding sustainability feature is its 12,000 square foot “green” roof with drought-tolerant plants to reduce storm water runoff and energy use for cooling. The facility has low-flow plumbing fixtures that save more than 500,000 gallons of water a year over a comparable building. Construction waste was diverted from landfilling at a rate of 80%, and more than 50% of the building materials were manufactured from recycled material.

Denise Juron-Borgese, director of development & planning, accepted the award for Ciminelli Real Estate Corporation.

### **Corporate Responsibility Award EnergyMark, LLC**

EnergyMark LLC, a locally based electric and natural gas supplier has exemplified the highest level of corporate and industry responsibility - both within their company and within their industry. While the Public Service Commission regulates suppliers such as EnergyMark, deregulation of energy supply has provided these companies with significant levels of freedom, requiring a matching level of corporate responsibility to put the interests of the customer ahead of the business.

EnergyMark has demonstrated their commitment to the highest levels of responsibility through:

- Being active on the NYS Public Service Commission’s Consumer Education Committee
- Board membership of the NYS chapter of the Independent Oil & Gas Association
- Membership in the Better Business Bureau with an A+ rating
- Offering internship programs through local universities
- Participating in the National Energy Marketers Association
- Financial support of charitable organizations including The Buffalo Rotary Foundation, Citi Mission, Meals on Wheels, Special Olympics, Goodwill Industries and Sisters Hospital Foundation.

EnergyMark’s support for their customers, their community and their industry makes them a great example of corporate responsibility being carried out every day. Gary Marchiori, EnergyMark President, accept the award.

**Special Achievement Award****Michael Jackson**, Embassy Suites Buffalo**Mason Herring**, Mueller Security

It was a gloriously sunny Saturday morning on August 22 in Buffalo. The Embassy Suites Hotel at the Avant was sold out and hundreds of guests were enjoying their breakfasts and preparing to experience a beautiful summer day in Buffalo.

Around 9 AM that morning, the on-duty Security Guard, Mason Herring, was at his post in the Avant office lobby scanning all of the security camera video feeds from the property when he noticed a young male in the Embassy Suites pool room. The youngster began having what appeared to be an epileptic seizure. Within seconds, he fell back, hit his head on the pool deck and fell into the pool, unconscious. Mr. Herring immediately radioed the hotel staff of the emergency.

Michael Jackson, the Embassy Suites Hotel's Front Desk Manager, heard the call. He ran up a flight of stairs and rushed into the pool room. Seeing the child at the bottom of the pool, he threw off his coat and dove in. Mr. Jackson was able to retrieve the guest and bring him to the surface. By this time, others had gathered on the pool deck, including the boy's uncle. Mr. Jackson and the uncle began CPR and continued until paramedics arrived.

The child, age 14 years, spent several days recovering at a local hospital. Mr. Jackson was invited by the family to visit the child in the hospital and, when he did, they posed for pictures. The child and his family are from out of state and were in Buffalo for a wedding. To the best of our knowledge, the youngster is fully recovered.

Mason and Mike, the most important work we do in real estate every day is taking excellent care of our tenants and guests. To say you did that in exemplary fashion would be an understatement. BOMA Buffalo recognizes your heroism, your dedication and your work ethic. Congratulations!

**Lifetime Achievement Award****Frank L. Ciminelli** (posthumously)

The Western New York real estate and construction industry is incredibly fortunate to have many high-quality individuals who have grown and shaped our skyline. BOMA is very proud to honor Frank L. Ciminelli with a Lifetime Achievement Award.

Frank L. Ciminelli was the youngest of 12 children. As a young boy, he assisted with various aspects of his father's concrete business, learning the trade while simultaneously completing his high school education. He eventually established his own concrete business which was incorporated in 1960 as the Frank L. Ciminelli Construction Company, now LPCiminelli, and founded Ciminelli Real Estate Corporation in 1981. Mr. Ciminelli was a lifelong and proud Buffalonian, and was a highly respected businessman who worked in the construction and real estate industries for over 65 years.

After graduating from Erie County Technical Institute in 1954, he started his own residential concrete business. He steadily grew the business and branched into commercial general construction and ultimately the largest general contractor/construction firm in Western New York. As Frank's interests continued to grow, he sold the construction company to his son, Louis, in 1987.

He was then able to turn his focus on building the business at Ciminelli Real Estate Corporation. Over the years, he developed commercial properties in Western New York and Florida, ultimately owning and/or managing a portfolio that now exceeds over 12,000,000 square feet in 4 states. His son, Paul, purchased the company in 2010.

Frank brought the same commitment to his involvement in civic and charitable organizations, a list of which would be much too lengthy to read. He gave his time, energy and financial assistance to well over 40 organizations over the years, but never sought acknowledgement or recognition. A photo with a friend he'd made along the way would be his reward. As many of you in this room know, Frank was an avid golfer, but he also loved fly fishing and gardening. What he most enjoyed, however, was the time he spent with his family and friends.

Frank passed away on Friday, December 26, 2014, after a lengthy illness. He was 80 years old. The impact he had on our community is immense and defies measurement. He was a man of his word, an astute businessman who came from humble beginnings, and a quiet philanthropist. "Mr. C." as he was known by most everyone is missed not only by his family, friends and employees, but by the hundreds - if not thousands - of colleagues in our industry whose lives he touched.

Jerry Mazurkiewicz, a long-time friend and business associate accepted the award on behalf of the Ciminelli family.

#### 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 115 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](http://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](http://www.boma.org).

###