

## **2020 BOMA BOARD OF DIRECTORS ELECTION CANDIDATE PROFILES**

The following information has been provided to BOMA by the BOMA members who wish to serve on the 2020 BOMA Buffalo Board of Directors. These profiles are provided in an attempt to give you insight into the qualifications and interests of each candidate. Candidate's names are listed in alphabetical order by last name and there are no special endorsements inferred by the position on this page.

### **SIX (6) PRINCIPAL MEMBER CANDIDATES**



#### **Sarah Cudmore**

Property Manager, Ciminelli Real Estate Corporation

Sarah Cudmore brings over 15 years of experience in customer service and sales to her position as Property Manager at Ciminelli Real Estate Corporation. Her role includes overseeing facilities management of key portions of Ciminelli's managed portfolio, maintaining positive customer/tenant relationships, supervising vendor contracts, and facilitating property projects. She oversees building operations for approximately 500,000 sq ft of commercial properties within Ciminelli's current portfolio.

Sarah has a 10-year history with the Buffalo Building Owners and Managers Association (BOMA), including one 3-year term serving on the board. She currently serves as Chair of the Programs Committee, as well as on the Holiday Party Committee. She previously served on the Membership and Awards Committees.

Sarah is currently working toward her Real Property Administrator (RPA) designation from the Building Owners and Managers Institute (BOMI). She has a Bachelor's Degree from LeMoyne College and a Master's Degree from Canisius College. She enjoys running, traveling, theme parties, and spending time with family. Sarah and her husband Donovan live in Williamsville with their two children.



**Gregory P. Gawrys**

Vice President of Facilities and Purchasing  
BestSelf Behavioral Health, Inc.

Gregory P. Gawrys is the Vice President of Facilities and Purchasing for BestSelf Behavioral Health (BBH) where he is a member of the Senior Management Team. He has been with the agency since 2005. In that time, Gregory has created positions for 30 employees that assist him in overseeing Construction, Maintenance, Janitorial, Purchasing, and Fleet Management for the agency.

BBH is the largest Behavioral Health provider in the WNY area with 23 locations and 950+ employees. Additionally, Gregory worked in Construction Management/Manufacturing for 20 years prior to BBH in the areas of Manufacturing, Sales, Safety & Health, as well as Purchasing. He is a native to the Buffalo area where he and his wife raised two boys that are gainfully employed in the WNY area. Gregory received a BBA from Medaille College. He has been an active BOMA over the past year and has enjoyed attending the monthly meetings. Gregory also participated in the BOMA National Convention this past June in Salt Lake City and had the opportunity to attend educational sessions and learn more about the benefits BOMA brings to the commercial real estate industry. Gregory sincerely wishes to serve BOMA Buffalo as a Board member and asks for your vote during the 2019 elections.



**Crystal Guash**

Assistant Vice President, Property Management  
McGuire Development Company

Crystal Guash is the Assistant Vice President, Property Management at McGuire Development Company where she provides property management, construction support, and superior tenant service for the company's portfolio properties. Crystal manages a team of property managers and administrative staff to execute the process of maintaining and creating value in real property consistent with the owner's objectives through the

efficient balance of tenant and owner relations, financial budgeting and expense control, risk management and all other operational aspects of the property with the highest standards of professional ethics. She also serves as administrator for the company's web-based operations system and spearheads process improvement initiatives to increase productivity and efficiency. Crystal first started at McGuire as a Dispatch Operator, assisting the property management team with daily tasks and coordinating maintenance and repair requirements for the entire portfolio. She very quickly impressed leadership members with her skillset, knowledge, and go getter personality, and has since been promoted three times in her five years with the company.

Crystal has degrees in Building Management & Maintenance and Environmental Design in Urban Planning, graduating with honors from the University at Buffalo. Crystal was involved in the rehabilitation of an estate in South Buffalo, where she worked with Americorps, ECC City Campus, historic preservationists, and members of the Buffalo Common Council through an internship at City Hall. Her previous professional experience includes various customer service management positions. Crystal is a proud native of the Buffalo area and is a member of many community organizations, devoting much of her time to volunteer efforts. Crystal is very involved in the operations of her church, The Bread of Life, providing services and coordination of marketing, music performance, and child education programs. She is also a dedicated member of a team for Aids Walk Buffalo, an annual event that supports Evergreen Health Services of WNY. Crystal lives happily with her cat Penelope. She believes she can bring a fresh perspective to the BOMA board and is incredibly grateful for the opportunity to become more involved in such a worthwhile organization.



**Zach Melas, LEED AP**

Director of Procurement  
Ciminelli Real Estate Corporation

Since starting at Ciminelli Real Estate as an intern nearly 15 years ago, Zach Melas held the role of Property Manager for several years before moving into his current role of Director of Procurement, where he coordinates major purchasing events, manages vendor compliance, and provides change management leadership for subcontracted work and purchase programs. Zach also provides supervisions to a team of managers, administrative personnel and field technicians, manages several inter-departmental meetings and participates in the pursuit of new business. Since this change in roles, Zach has embraced his position as a consummate problem-solver for the Property Management team, searching for new ways to streamline or optimize value for both building owners and customers. The sourcing program created and implemented by Zach has been utilized yearly in the procurement of millions of dollars of goods, services and supplies associated with the locations managed across the Ciminelli footprint, resulting in countless process

improvements and cost savings for clients. He has played a primary role in the transition of over 500 locations in 4 states, closely managing logistics and planning of each conversion.

Zach is a graduate of Case Western Reserve University in Cleveland, obtaining a Bachelor of Science degree in Business Management. He is both a national and local member of the Institute of Supply Management (ISM-Buffalo). In 2014, he was awarded "Property Manager of the Year" by BOMA Buffalo, which he has been a member of since 2007. Since starting on the BOMA Board in 2017, Zach has led both the Membership and Government Affairs committees, and helped support the organization, as he's done with Ciminelli, through his ingenuity, relationship-building and desire to improve the discussion surrounding our community. He lives in Kenmore with his wonderful wife Trish, his adorable baby son Henry, and their two lovable old puppies, Sammy and Daisy.



**Bill Rasi, CPP**

General Manager  
Allpro Parking LLC

Bill joined Allpro Parking in November, 2013 and has proven to be a valuable asset to the organization. As General Manager, he oversees the daily operations of approximately 80 Buffalo and Jamestown parking facilities, including surface lots, garages, and valet services encompassing a workforce of over 250 employees. Supervising the daily operations of such a large and diverse portfolio requires Bill to demonstrate exceptional management skills which make him an excellent candidate for the BOMA Board. Bill has attended many BOMA events and is eager to use his expertise to support the objectives of BOMA Buffalo.

He holds a Bachelor of Science degree in Childhood Education and Geography from SUNY Oneonta as well as a Master of Science degree in Curriculum and Instruction from Buffalo State College. Prior to working for Allpro Parking, Bill was a teacher at The Tapestry Charter School. He resides in Williamsville, NY with his wife Natalie, daughter Ava, and son Steven.



**Joseph Szabo**

Senior Property Manager  
Uniland Development Company

Joseph Szabo joined Uniland Development Company in 2011 as the Physical Plant Manager for the company's commercial and residential portfolio comprising six million square feet of corporate offices, industrial and retail facilities, and 136 multi-family residential units. He managed the selection and ongoing contracts with outside vendors for regular maintenance, significant upgrade and replacement projects. These include landscaping projects, snowplowing and removal services, and other property and building services for daily maintenance and operations of buildings and grounds. In his current role as Senior Property Manager, Mr. Szabo manages more than one million square feet of office, industrial, flex and multi-family properties in Western New York. He is responsible for budgeting, capital planning and execution, lease administration and maintaining customer relationships. Joe's expertise includes, but is not limited to vacant / undeveloped land management, exterior / outdoor maintenance, service contracts and specifications, landscape, rubbish, trash, waste management, snowplowing, removal and de-icing, security services, window washing, janitorial services and pavement maintenance.

Joe has been a BOMA Buffalo member since 2017 and attends monthly member meetings. He is interested in serving other commercial real estate colleagues as a BOMA Board member.

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