



Buffalo, NY 14203-1713
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www.bomabuffalo.com

OFFICERS

President

John Greene, RPA

Uniland Development Co.

1st Vice President

Paul Muck, LEED AP

Newmark Grubb Knight Frank

2nd Vice President

Andrea Harvey

Parkland Professional Park, LLC

Secretary/Treasurer

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TM Montante Development

Immediate Past President

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University at Buffalo

Michael Farrell

Constellation Energy

Jennifer Flood

Buffalo Niagara Medical Campus

Al Grabowski, RPA, FMA, LEED AP

Ciminelli Real Estate Corp.

Susan Heimiller, RPA

CB Richard Ellis/ Buffalo

Michael Lawler

Unyts

Richard Serra

Allpro Parking, LLC

Executive Director

Jennifer L. Aiple

Serving the counties of
Erie, Niagara, Allegheny,
Cattaraugus, Chautauqua,
Orleans and Wyoming

Federated with



www.boma.org

Dear Commercial Real Estate Professional:

Thank you for your interest in Greater Buffalo Building Owners & Managers Association (BOMA). BOMA is a federated chapter of BOMA International and commercial real estate's number one business solutions provider and support network. Our active group of approximately 120 members enjoys the following benefits:

- Monthly Meetings (Luncheons, building tours and networking events)
- Annual BOMA Awards event, Golf Outing, Membership and Holiday Social
- Seminars and educational presentations
- Membership in BOMA International
- BOMA's Who's Who Membership Directory
- Continuing educational opportunities, designation and certificate programs
- Opportunity to get involved in committees
- Access to comprehensive marketplace research data (Experience Exchange Report)
- BOMA International Magazine, publications and discount programs
- Greater Buffalo BOMA LinkedIn Group for networking
- Ability to share information with industry colleagues via member email blasts

Please accept this invitation to attend our next monthly meeting as our guest. The Events Calendar can be found at www.bomabuffalo.com. As a non member, you are entitled to attend two meetings per year, and your first meeting is on us! Please contact the BOMA office and we will register you for your first meeting.

We hope you will review the enclosed information and give it serious consideration. If you have questions, please contact a membership committee representative listed below. To get your membership started immediately, please complete the enclosed membership application and return with your payment. We look forward to seeing you at future events!

The BOMA Membership Committee

Jennifer Aiple, BOMA Buffalo Executive Director
info@bomabuffalo.com

Sarah Cudmore, BOMA Buffalo Member
Service Contract Sales, Great Lakes Building Systems,
sblanchard@glbs-inc.com

Mike Farrell, BOMA Buffalo Director
Business Development Manager, ConstellationEnergy,
Mike.Farrell@constellation.com

Kevin T. Hassen, BOMA Buffalo Past President
Property Manager, Uniland Development Company
khassen@uniland.com

Debora Kowalski, BOMA Buffalo Member
GP Pro I Georgia-Pacific, LLC
Deborah.kowalski@gapac.com

Richard Serra, BOMA Buffalo Director
President, Allpro Parking, LLC
RSerra@allproparking.com

2016 BOMA MEMBERSHIP APPLICATION

LOCAL ASSOCIATION ADDRESS

Building Owners and Managers Association / Greater Buffalo
 465 Main Street, Suite 130
 Buffalo, NY 14203
 Office: 716.856.3801
 info@bomabuffalo.com

NOTE: Please return to local association's address at left. Dues information provided by local association.

LOCAL REPRESENTATIVE INFORMATION (PLEASE TYPE OR PRINT)

FIRST NAME		MIDDLE INITIAL	LAST NAME DESIGNATION(S)	
TITLE				
COMPANY				
ADDRESS				
CITY		STATE/PROVINCE 9 DIGIT		ZIP/POSTAL CODE
TELEPHONE	Mobile Phone	FAX	INTERNET E-MAIL	
TYPE OF BUSINESS	COMPANY WEBSITE ADDRESS	HOW LONG IN BUSINESS		NUMBER OF YEARS IN FIELD

DEMOGRAPHIC INFORMATION (REQUIRED)

- | | | | | |
|---|---|---|---|--|
| 1. Occupation (check one)
<input type="radio"/> Building Owner
<input type="radio"/> Building Manager
<input type="radio"/> Facility Manager
<input type="radio"/> Property Manager
<input type="radio"/> Asset Manager
<input type="radio"/> Architect
<input type="radio"/> Appraiser
<input type="radio"/> Purchasing Agent
<input type="radio"/> Leasing Agent/Broker
<input type="radio"/> Investor
<input type="radio"/> Engineer
<input type="radio"/> Developer
<input type="radio"/> Other _____ | 2. What is your primary type of business or organization? (check one)
<input type="radio"/> Property management
<input type="radio"/> Real estate management
<input type="radio"/> Manufacturer
<input type="radio"/> Banker
<input type="radio"/> Real estate broker
<input type="radio"/> Insurance
<input type="radio"/> Communications services
<input type="radio"/> Real estate investment
<input type="radio"/> Distributor/rep.
<input type="radio"/> Government
<input type="radio"/> Utility
<input type="radio"/> Education
<input type="radio"/> Architect
<input type="radio"/> Consultant
<input type="radio"/> Contractor
<input type="radio"/> Health care
<input type="radio"/> Association
<input type="radio"/> Other _____ | 3. How many square feet of office space do you manage? (check one)
<input type="radio"/> Less than 50,000
<input type="radio"/> 50,000 – 100,000
<input type="radio"/> 101,000 – 300,000
<input type="radio"/> 301,000 – 600,000
<input type="radio"/> 601,000 – 1 million
<input type="radio"/> Over 1 million

4. How many buildings do you, not your company, manage? (check one)
<input type="radio"/> 1
<input type="radio"/> 2-5
<input type="radio"/> 6-10
<input type="radio"/> 11-20
<input type="radio"/> 21-50
<input type="radio"/> Over 50 | 5. What types of properties do you represent? (check all that apply)
<input type="radio"/> Government buildings
<input type="radio"/> Medical buildings/hospitals
<input type="radio"/> High-rise commercial Office
<input type="radio"/> Low-rise commercial office
<input type="radio"/> Suburban buildings/office parks
<input type="radio"/> Shopping centers/malls
<input type="radio"/> Schools, colleges, Universities
<input type="radio"/> Office condominiums
<input type="radio"/> Parking facilities
<input type="radio"/> Warehouses
<input type="radio"/> Hotels
<input type="radio"/> Other _____ | 6. Where are your properties located? (check all that apply)
<input type="radio"/> Downtown Buffalo
<input type="radio"/> Erie County - Suburbs
<input type="radio"/> Erie County – South towns
<input type="radio"/> Allegheny County
<input type="radio"/> Cattaraugus County
<input type="radio"/> Chautauqua County
<input type="radio"/> Niagara County
<input type="radio"/> Orleans County
<input type="radio"/> Wyoming County |
|---|---|---|---|--|

TOTAL BUILDING RENTABLE AREA	Sq. Ft.	BUILDING OFFICE AREA	Sq. Ft.	BUILDING RETAIL AREA	Sq. Ft.
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I UNDERSTAND THAT BY PROVIDING MY MAILING ADDRESS, EMAIL ADDRESS, TELEPHONE NUMBER, AND FAX NUMBER, I CONSENT TO RECEIVE COMMUNICATIONS BY OR ON BEHALF OF BOMA VIA REGULAR MAIL, EMAIL, TELEPHONE AND/OR FAX.

I hereby request membership in the Building Owners and Managers Association

APPLICANT SIGNATURE	DATE OF APPLICATION
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DUES SCHEDULE:

REGULAR _____ \$610 REGULAR ADDITIONAL _____ \$420
 ALLIED _____ \$610 ALLIED ADDITIONAL _____ \$420

_____ 95 % OF 2016 DUES IS TAX DEDUCTIBLE

NOTE: A percentage of your 2016 dues payment to BOMA International is deductible for federal income tax purposes as an ordinary and necessary business expense. Contributions or gifts to BOMA International are not deductible as charitable contributions.

2016 Greater Buffalo BOMA Sponsor Program

The Greater Buffalo BOMA Sponsor Program is designed to provide BOMA member companies with increased visibility and awareness, and to effectively communicate their corporate message. Your participation and generosity helps to support the many programs and initiatives of Greater Buffalo BOMA.

PLATINUM SPONSOR (\$5,000) unlimited sponsorships available	GOLD SPONSOR (2,000) unlimited sponsorships available	SILVER SPONSOR (\$1,000) unlimited sponsorships available	BRONZE SPONSOR (\$500) unlimited sponsorships available	ANNUAL WEBSITE SPONSOR (\$1,500) one sponsorship available	BOMA BUZZ SPONSOR (\$550) one sponsorship available
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ALL GOLD SPONSOR BENEFITS PLUS:

ALL SILVER SPONSOR BENEFITS PLUS:

ALL BRONZE SPONSOR BENEFITS PLUS:

Company logo and active link to your company website on the sponsor page of www.bomabuffalo.com for 2016 calendar year.

TOP BANNER AD with company logo, website link, and brief company description on all main BOMA Buffalo website pages for the remaining 2016 calendar year.

TOP BANNER AD with company logo, website link, and brief company description on all remaining monthly BOMA Buzz e-newsletters for the 2016 calendar year.

BOTTOM BANNER AD with company logo, website link, and brief company description on all main BOMA Buffalo website pages for the calendar year.

Four hole sponsor signs for the Annual BOMA Buffalo golf outing (\$400 value)

Four hole sponsor signs for the Annual BOMA Buffalo golf outing (\$400 value)

Logo listed in sponsor section of monthly BOMA Buzz monthly e-news for 2016 calendar year.

Identified as 2016 WEBSITE SPONSOR

Identified as 2016 BOMA BUZZ SPONSOR

Business card & company brochure included in each prospect and new member packet

One foursome for the Annual BOMA Buffalo golf outing (\$700 value)

Identified as BIRDIE SPONSOR at 2016 BOMA Golf Outing

Logo displayed on BOMA Sponsor sign and/or table tents at all remaining 2016 monthly meetings

ANNUAL WEBSITE SHOWCASE AD (\$700)
unlimited space available

ANNUAL BOMA BUZZ FEATURE AD (\$350)
unlimited space available

Opportunity to introduce the luncheon speaker at one 2016 monthly luncheon of your choice

Identified as EAGLE SPONSOR at 2016 BOMA Golf Outing

Logo displayed on all remaining 2016 monthly meeting invitations

Company logo, website link, and 5 word company/service description placed in a sidebar on all main BOMA Buffalo website pages and monthly newsletters for the remaining 2016 calendar year

Company logo, website link, and 5 word company/service description placed in Member Highlight section of all remaining 2016 monthly BOMA Buzz e-newsletters

Four BOMA Buffalo regular monthly luncheon tickets

Identified as BOGEY SPONSOR at 2016 BOMA Golf Outing

ANNUAL WEBSITE LOGO DISPLAY (\$450)
unlimited space available

BOMA BUZZ FEATURE AD (\$50)
unlimited space available

Identified as PLATINUM SPONSOR at 2016 BOMA Golf Outing

MEETING SPONSOR (\$250)
nine sponsorships available

One Monthly Meeting sponsorship to include:

- ◆ Two meeting tickets for sponsored meeting.
- ◆ Recognition as meeting sponsor with company logo on meeting invitation and in corresponding BOMA Buzz monthly e-news.
- ◆ Product/brochure table in meeting registration area
- ◆ Recognition by the meeting Chair in opening remarks
- ◆ 5 minutes at the podium at beginning of lunch program to highlight company and product/services
- ◆ Note: One lunch sponsor per monthly meeting. Sponsorships will be determined on a first come, first serve basis and will be confirmed at the time the sponsorship fee is collected

Company logo with website link displayed in a sidebar of BOMA Buffalo Home Page for the remaining 2016 calendar year

Company logo, website link, and 5 word company/service description placed in Member Highlight section of **one** BOMA Buzz e-newsletter of choice

For sponsorship opportunities and inquiries, please call:



Jennifer L. Aiple
Executive Director
Greater Buffalo BOMA

Phone: 716.856.3801
info@bomabuffalo.com





2016 Board of Directors

Regular Members = Blue
Allied Members = Black

Officers

President	John Greene, RPA, Uniland Development Company
1 st V. President	Paul Muck, LEED AP, Newmark Grubb Knight Frank
2 nd V. President	Andrea Harvey, Parkland Professional Park, LLC
Sec/Treasurer	Michele Messina, TM Montante Development

Directors

Emily Delcamp, ServPro of the Southtowns
Don Erb, RPA, FMA, BOMA Fellow, University at Buffalo
Jennifer Flood, Buffalo Niagara Medical Campus
Mike Farrell, Constellation Energy
Al Grabowski, RPA, FMA, LEED AP, Ciminelli Real Estate Corp.
Susan Heimiller, RPA, CBRE/Buffalo
Michael Lawler, Upstate New York Transplant Services
Richard Serra, Allpro Parking, LLC

Immediate Past President

Kevin Hassen, Uniland Development Company



2016 Committees

Advocacy

Chair: Don Erb, RPA,FMA, BOMA Fellow
Andrea Harvey
Al Grabowski
Michael Lawler

derb@urh.buffalo.edu
harveyar@parklandprofessionalpark.com
agrabowski@ciminelli.com
mlawler@unyts.org

Awards Program

Chair: Paul Muck, LEED AP
Jennifer Aiple
Sarah Cudmore
John Greene, RPA
Kevin Hassen
Jeff O'Bannon
Lois Richter

paul_muck@praxair.com
info@bomabuffalo.com
scudmore@glbs-techweb.com
jgreene@uniland.com
khassen@uniland.com
jobannon@ciminelli.com
69delaware@wny.twcbc.com

Education

Jennifer Aiple
Tina Coppins, RPA
Al Grabowski, RPA, FMA, LEED AP
Susan Heimiller, RPA
Michael Lawler
Richard Ortiz

info@bomabuffalo.com
tcoppins@amcap.com
agrabowski@ciminelli.com
Heimiller.Susan@healthnow.org
mlawler@unyts.org
r.ortizsealmasterbuffalo4@yahoo.com

Golf Outing

(Co-chair) Mike Farrell
(Co-chair) Mark Messina
Jennifer Aiple
Jim Coleman
Patricia Corrigan
Bob Flynn
Andrea Harvey
Kevin Hassen
Meghan Thoin
Steve Vanuga

mike.farrell@constellation.com
messinam@natfuel.com
info@bomabuffalo.com
jcoleman@janitronicsinc.com
corriganp@usservicesinc.com
bob.flynn@schuelepaint.com
harveyar@parklandprofessionalpark.com
khassen@uniland.com
mthoin@nfrinc.com
svanuga@AIBLC.com

Holiday Party

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

mmessina@mcguiredevelopment.com
info@bomabuffalo.com
scudmore@glbs-techweb.com
harveyar@parklandprofessionalpark.com
69delawareave@choiceonemail.com

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2016 BOMA Committees (continued)

Member Communications

Chair: Susan Heimiller	Heimiller.Susan@healthnow.org
Jennifer Aiple	info@bomabuffalo.com
Charles Bickel	cbickel@certapro.com
Emily Delcamp	emily.servpro8217@verizon.net
Kevin Hassen	khassen@uniland.com
Paul Muck	paul_muck@praxair.com

Membership

Chair: Kevin Hassen	khassen@uniland.com
Jennifer Aiple	info@bomabuffalo.com
Sarah Cudmore	scudmore@glbs-techweb.com
Mike Farrell	mike.farrell@constellation.com
Debbie Kowalski	Deborah.KOWALSKI@GAPAC.com
Richard Serra	rserra@allproparking.com

Programs

Co-chair, Rick Serra	rserra@allproparking.com
Co-chair, Lois Richter	69delaware@wny.twcbc.com
Jennifer Aiple	info@bomabuffalo.com
Derek Banach	dbanach@stohlen.com
Jim Coleman	jcoleman@janitronics.com
Peter Mack	pmack@fergusonservice.com
Patricia McTiernan	pmctiernan@ciminelli.com
Michele Messina	mmessina@tmmontante.com
Jeff O'Bannon	jobannon@ciminelli.com

Scholarship

Chair: Paul Muck	paul_muck@praxair.com
Tina Coppins, RPA	tcoppins@amcap.com
John Greene, RPA	jgreene@uniland.com
Lois Richter	69delaware@wny.twcbc.com

Nominating Committee

John Greene, RPA	jgreene@uniland.com
Andrea Harvey	harveyar@parklandprofessionalpark.com
Kevin Hassen	khassen@uniland.com
Paul Muck	paul_muck@praxair.com



What Members Are Saying

"I have worked in the real estate management business for over a decade, and could validate that the job of a property manager is extremely challenging. One of the best resources I have for resolving issues that arise throughout the years is to contact colleagues I have met through BOMA.

Collectively, the Facility and Property Managers that are involved in BOMA have a tremendous amount of experience and knowledge; and I tap into this resource at every luncheon, board meeting, committee meeting, golf tournament, etc. This resource has tremendous value!"

Jeff O'Bannon
Director of Property Management
Ciminelli Real Estate Corporation

"National Fuel Resources, Inc. has enjoyed being a member of BOMA for years. BOMA has been a one stop source for the latest in property management insight and long-term business connections and its members share a one of a kind professional camaraderie. BOMA is one of those unique organizations that stays relevant to those who have been in business for years and also gives new members an energized introduction to the business world."

Catherine C. Wolf
Marketing Coordinator
National Fuel Resources, Inc.

"The contacts I have made; the relationships I have developed; and the resulting sales for our company have more than paid for my annual membership dues."

James D. Coleman
Sales Executive
Janitronics Facility Services

"Being a part of BOMA has allowed me to groom my people skills while absorbing many different points of views and solutions to every day issues. I have forged many relationships that have served me well in my Property Management career.

From an employer point of view, it is a training school of sorts. If a person involves themselves in the process of serving in positions on the Board of Directors, there is a progression of different posts available leading to serving as President of the organization. Each step along the way teaches responsibility, and knowledge is gained of different aspect of business involvement. This involvement bodes well for the employer as this involvement carries to all areas of employment. I would encourage all to consider getting involved. It is an experience you will keep with you for a long time."

A. Jack Osler RPA, FMA
Property Manager
Ciminelli Real Estate Corporation