



465 Main Street, Suite 130
Buffalo, NY 14203-1713
Ph: 716.856.3801
info@bomabuffalo.com
www.bomabuffalo.com

2019 OFFICERS

President

Andrea Harvey

Parkland Professional Park, LLC

Vice President

Michele Messina

TM Montante Development

Immediate Past President

Paul Muck, LEED AP

Newmark Knight Frank

2019 DIRECTORS

Joe Arlotta

MJ Mechanical Services

Jessica Boeckel, LEED GA

Sinatra and Company Real Estate

Chris Colvin, EIT

Wendel

Sarah Cudmore

Ciminelli Real Estate Corp.

Stacey Fonagy

National Fuel Gas Corp.

Marty Houck

McGuire Development Co.

Michael Lawler, Member at large

Unyts

Zach Melas

Ciminelli Real Estate Corp.

Emily McNulty

SERVPRO of the Southtowns

Patrick Phillips, CPP

Allpro Parking LLC

Executive Director

Jennifer L. Aiple, MBA

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

Federated with



January 2019

Dear Commercial Real Estate Professional:

Thank you for your interest in the Building Owners & Managers Association (BOMA) Buffalo. 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 Buffalo and International Membership Directories
- Continuing educational opportunities, designation and certificate programs
- Involvement with BOMA committees locally, regionally and nationally
- Access to comprehensive marketplace research data (Experience Exchange Report)
- BOMA International Magazine, publications and discount programs
- 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 consider becoming a BOMA member. 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

Co-chair: Joe Arlotta

MJ Mechanical Services, Inc., jarlotta@mjmechanical.com

Co-chair: Zach Melas

Ciminelli Real Estate Corporation, zmelas@ciminelli.com

Debora Kowalski, BOMA Buffalo Member

GP Pro\ Georgia-Pacific. LLC, Deborah.kowalski@gapac.com

Kevin T. Hassen, BOMA Past President

Uniland Development Company, khassen@uniland.com

John Greene, RPA, BOMA Past President

Uniland Development Company, jgreene@uniland.com

Sarah Cudmore, BOMA Director

Ciminelli Real Estate Corporation, scudmore@ciminelli.com

Mike Farrell, BOMA Director

Constellation Energy, Mike.Farrell@constellation.com

Richard Serra, BOMA Past Director

Allpro Parking, LLC, RSerra@allproparking.com

2019 BOMA MEMBERSHIP APPLICATION

LOCAL ASSOCIATION ADDRESS

Building Owners and Managers Association of Buffalo, Inc.
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 Code	
Office Phone	Mobile Phone	Email	
TYPE OF BUSINESS	COMPANY WEBSITE ADDRESS	HOW LONG IN BUSINESS	NUMBER OF YEARS IN FIELD

DEMOGRAPHIC INFORMATION (REQUIRED)

1. Occupation (check one)

- Building Owner
- Building Manager
- Facility Manager
- Property Manager
- Asset Manager
- Architect
- Appraiser
- Purchasing Agent
- Leasing Agent/Broker
- Investor
- Engineer
- Developer
- Other _____

2. What is your primary type of business or organization? (check one)

- Property management
- Real estate management
- Manufacturer
- Banker
- Real estate broker
- Insurance
- Communications services
- Real estate investment
- Distributor/rep.
- Government
- Utility
- Education
- Architect
- Consultant
- Contractor
- Health care
- Association
- Other _____

3. How many square feet of office space do you manage? (check one)

- Less than 50,000
- 50,000 – 100,000
- 101,000 – 300,000
- 301,000 – 600,000
- 601,000 – 1 million
- Over 1 million

4. How many buildings do you, not your company, manage? (check one)

- 1
- 2-5
- 6-10
- 11-20
- 21-50
- Over 50

5. What types of properties do you represent? (check all that apply)

- Government buildings
- Medical buildings/hospitals
- High-rise commercial Office
- Low-rise commercial office
- Suburban buildings/ office parks
- Shopping centers/malls
- Schools, colleges, Universities
- Office condominiums
- Parking facilities
- Warehouses
- Hotels
- Other _____

6. Where are your properties located? (check all that apply))

- Downtown Buffalo
- Erie County - Suburbs
- Erie County – South towns
- Allegheny County
- Cattaraugus County
- Chautauqua County
- Niagara County
- Orleans County
- Wyoming County
- _____

TOTAL BUILDING RENTABLE AREA

Sq. Ft.

BUILDING OFFICE AREA

Sq. Ft.

BUILDING RETAIL AREA

Sq. Ft.

I UNDERSTAND THAT BY PROVIDING MY MAILING ADDRESS, EMAIL ADDRESS AND TELEPHONE NUMBER, I CONSENT TO RECEIVE COMMUNICATIONS BY OR ON BEHALF OF BOMA VIA REGULAR MAIL, EMAIL, OR TELEPHONE.

I hereby request membership in the Building Owners and Managers Association

APPLICANT SIGNATURE

DATE OF APPLICATION

DUES SCHEDULE:

REGULAR _____ \$630 REGULAR ADDITIONAL _____ \$435

ALLIED _____ \$630 ALLIED ADDITIONAL _____ \$435

95 % OF 2019 DUES IS TAX DEDUCTIBLE



NOTE: A percentage of your 2019 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.

2019 BOMA Buffalo Sponsor Program

The BOMA Buffalo 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 BOMA Buffalo.

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 E-NEWSLETTER 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 2019 calendar year.

TOP BANNER AD with company logo, website link, and brief company description on all main BOMA Buffalo website pages for the remaining 2019 calendar year.

TOP BANNER AD with company logo, website link, and brief company description on all remaining BOMA Newsletters for the 2019 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 BOMA Newsletter for 2019 calendar year.

Identified as 2019 WEBSITE SPONSOR

Identified as 2019 BOMA Newsletter sponsor

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

One foursome for the Annual BOMA Buffalo golf outing (\$720 value)

Identified as BIRDIE SPONSOR at 2019 BOMA Golf Outing

Logo displayed on BOMA Sponsor sign and/or table tents at all remaining 2019 monthly meetings

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

ANNUAL BOMA E-NEWS FEATURE AD (\$350)
unlimited space available

Opportunity to introduce the luncheon speaker at one 2019 monthly luncheon of your choice

Identified as EAGLE SPONSOR at 2019 BOMA Golf Outing

Logo displayed on all remaining 2019 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 newsletters for the remaining 2019 calendar

Company logo, website link, and 5 word company/service description placed in Member Highlight section of all remaining 2019 BOMA newsletters

Four BOMA Buffalo regular monthly luncheon tickets

Identified as BOGEY SPONSOR at 2019 BOMA Golf Outing

Identified as PLATINUM SPONSOR at 2019 BOMA Golf Outing

MEETING SPONSOR (\$300)
Call to reserve a meeting date.

ANNUAL WEBSITE LOGO DISPLAY (\$400)
unlimited space available

BOMA E-NEWS FEATURE AD (\$50)
unlimited space 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 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 2019 calendar year

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

For sponsorship opportunities and inquiries, please call:

Jennifer L. Aiple
Executive Director
BOMA Buffalo

Phone: 716.856.3801
info@bomabuffalo.com





About BOMA Buffalo

Greater Buffalo Building Owners and Managers Association (BOMA) is a non-profit trade association, and a federated chapter of BOMA International. Our membership includes approximately 120 property professionals consisting of building owners, property managers, developers and other real estate professionals as well as associate members providing services and supplies to the commercial real estate industry. Our members own or manage over 52 million square feet of office, commercial, retail and industrial properties.

In representing our members and the business community to local and state officials, BOMA is able to speak as an industry-wide voice, providing a more powerful and dynamic representation, thus creating greater value to you, the building owner or industry professional.

Mission Statement

The Purpose of Greater Buffalo BOMA is to advance the professional ideals and facilitate the concerns of the building owners, managers and associated professionals in the Western New York area. In order to maximize our members' ability to positively affect the communities in which they operate we will:

Provide **NETWORKING** opportunities to develop communication between members as well as access to industry professionals and decision makers the benefit building ownership and operation.

Support **EDUCATIONAL** programs including professional designation tracks that will enable each member to be a more effective and valuable manager.

Thoughtfully **ADVOCATE** on behalf of membership to foster the health and growth of our local industry thereby benefiting the community.

Conduct **RESEARCH** and provide data that assist members in reaching the business objectives of their individual companies and our industry as a whole.

Greater Buffalo BOMA.....Always **NEAR**



2019 Board of Directors

Regular Members = Blue
Allied Members = Black

Officers

President	Andrea Harvey, Parkland Professional Park, LLC
Vice President	Michele Messina, TM Montante Development
Treasurer	(open seat)
Secretary	(open seat)

Directors

Joe Arlotta, MJ Mechanical Services, Inc.
Jessica Boeckel, LEED GA, Sinatra and Company Real Estate LLC
Chris Colvin, EIT, Wendel
Sarah Cudmore, Ciminelli Real Estate Corporation
Stacey Fonagy, National Fuel Gas Supply Corporation
Martin Houck, McGuire Development Company
Emily McNulty, SERVPRO of the Southtowns
Zach Melas, Ciminelli Real Estate Corporation
Patrick Phillips, CPP, Allpro Parking, LLC

Executive Director

Jennifer Aiple, MBA, BOMA Buffalo

Immediate Past President

Paul Muck, LEED AP, Newmark Knight Frank



2019 Committees

Government Affairs

Chair: Don Erb, BOMA Fellow, RPA, FMA	derb@urh.buffalo.edu
Andrea Harvey	harveyar@parklandprofessionalpark.com
Michael Lawler	mlawler@unyts.org
Zach Melas	zmelas@ciminelli.com

Awards Program

Jennifer Flood	jfflood@bnmc.org
Paul Muck, LEED AP	paul_muck@praxair.com
Jennifer Aiple	info@bomabuffalo.com
Sarah Cudmore	scudmore@glbs-techweb.com
John Greene, RPA	jgreene@uniland.com
Kevin Hassen	khassen@uniland.com
Lois Richter	manager@thegoldwynn.com

Education

Jennifer Aiple	info@bomabuffalo.com
Tina Coppins, RPA	tcoppins@amcap.com
Susan Heimiller, RPA	Heimiller.Susan@healthnow.org
Michael Lawler	mlawler@unyts.org

Golf Outing

(Co-chair) Mike Farrell	mike.farrell@constellation.com
Jennifer Aiple	info@bomabuffalo.com
Chris Colvin	ccolvin@wendelcompanies.com
Jeff Embow	jeff@groverroofing.com
Bob Flynn	bob.flynn@schuelepaint.com
Stacey Fonagy	FonagyS@natfuel.com
Andrea Harvey	harveyar@parklandprofessionalpark.com
Kevin Hassen	khassen@uniland.com
Emily McNulty	emily.servpro8217@verizon.net
Meghan Panepinto	MPanepinto@nfrinc.com
Rick Serra	RSerra@allproparking.com
Steve Vanuga	svanuga@AIBLC.com
Andrea Vasbinder	avasbinder@nfrinc.com

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2019 BOMA Committees (continued)

Holiday Party

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

mmessina@mcguiredevelopment.com
info@bomabuffalo.com
scudmore@ciminelli.com
harveyar@parklandprofessionalpark.com
69delawareave@choiceonemail.com

Member Communications

Chair: Patrick Phillips
Jennifer Aiple
Susan Heimiller
Kevin Hassen
Emily McNulty
Paul Muck

PPhillips@allproparking.com
info@bomabuffalo.com
Heimiller.Susan@healthnow.org
khassen@uniland.com
emily.servpro8217@verizon.net
paul_muck@praxair.com

Membership

Co-chair: Joe Arlotta
Co-chair: Zach Melas
Debbie Kowalski
Jennifer Aiple
Sarah Cudmore
Mike Farrell
Kevin Hassen

jarlotta@mjmechanical.com
zmelas@ciminelli.com
deborah.kowalski@gapac.com
info@bomabuffalo.com
scudmore@ciminelli.com
mike.farrell@constellation.com
khassen@uniland.com

Programs

Co-chair, Sarah Cudmore
Co-chair, Lois Richter
Jennifer Aiple
Paul Hagan
Peter Mack
Jeff O'Bannon
Rick Serra

scudmore@ciminelli.com
manager@thegoldwynn.com
info@bomabuffalo.com
phagan@ciminelli.com
pmack@fergusonservice.com
jobannon@ciminelli.com
rserra@allproparking.com

Nominating Committee

Marty Houck
Zach Melas
Patrick Phillips

mhouck@mcguiredevelopment.com
zmelas@ciminelli.com
PPhillips@allproparking.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