



## **Real estate managers pressured to grow net operating income**

July 14, 2011 - Connecticut

### **Greater Hartford BOMA**

President's Message As we settle into the summer routine-vacation, day trips, dinners outside, relaxed time schedules - I would like to remind the BOMA members to put into their 2012 budgets their membership dues for BOMA/Greater Hartford. Although we can see "the light at the end of the tunnel", it's still important to stay connected to BOMA/Greater Hartford and BOMA International. This was evident at the BOMA International Convention that was held at the end of June. The attendance at this convention was the 2nd largest one. Attendees came from all over the world to meet their fellow BOMA colleagues, attend education sessions, hear from great speakers, and learn about the new products and services the Allied members have to offer. To see what happened at the Convention, go to [www.boma.org](http://www.boma.org).

The 2011 EER offers the tools and technology you need to effectively manage your building. The best-performing office buildings in the industry participate in and depend on the benchmarking data found in the Experience Exchange Report (EER) from BOMA International and Kingsley Associates. Use the custom data analysis to improve your asset's performance. Purchase the EER Now! Measuring building operating performance has never been easier. The online EER allows you to track income and expense performance of assets in hundreds of markets with just a few quick mouse clicks. Custom searches allow you to examine specific types of assets, such as MOBs, corporate facilities, all electric buildings and building characteristics, including building age, height and tenant types. Go to BOMA International's web site to learn more about purchasing this valuable tool: [www.bomaeer.org](http://www.bomaeer.org).

During the summer months, the staff of BOMA/Greater Hartford and the committees will meet to plan the TOBY Awards Dinner, the fall educational programs, the 2nd Annual Softball Tournament with BOMA/Southern CT and the holiday social. The fall will be a busy time of the year for the Association, and a great time to join BOMA/Hartford. If you join in September or October, your dues will cover the remaining months of 2011 and all of 2012. This will allow you to attend all of the fall events at the member rate, receive information from both BOMA/Greater Hartford and BOMA International, and purchase reports and information from

BOMA International at the discounted member rate.

If you wish to learn more about BOMA/Greater Hartford, I invite you to attend one of the programs as a guest of the Association. You will get a chance to meet some of the best commercial real estate people in the Hartford area and hear from some great speakers. Contact Sharon Moran in the executive office (860-243-9691) or visit the web site at [www.bomahartford.org](http://www.bomahartford.org) to see what's coming up.

Enjoy the summer and I look forward to seeing you in September.

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