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## On pace for a great year, but always ready to adapt

February 14, 2013 - Connecticut

As I sit here trying to prepare for what's to come this weekend (Snowmageddon?) one concept keeps running through my mind, adaptation. Here in CT our forecast over the next 3 days runs the gamut. Everyone seems confident that we will get at least 6 inches of snow. Some people are saying a foot is guaranteed to cover the state. I have heard 1-2 feet and I have also heard predictions for up to 70 inches of snow "somewhere in Southern New England." At times like this, your ability to adapt can be the best tool in your belt.

If the conservative estimates are right and we get 6 inches of snow from Friday into Saturday, it's a pretty routine situation. Plow snow, shovel walks, and by the time all of the tenants are back by Monday, the snow might even be gone by then.

But what if 1'-2' is right? What if 70 inches is right? Well then we have a whole different ballgame. By the time rush hour on Monday arrives, we'd still be dealing with 5+ FEET of snow. There would be widespread power outages and road closures. We'd be doing emergency inspection of buildings, trying to figure out what is operational and what needs attention. We'll need to send communications out to all of our tenants to make sure they are informed of the situation at their offices.

Two completely different scenarios that require two completely different responses. So what do you do? As Property people, we do what we always do, plan for the worst and adapt off of that. If it's worst case scenario, you are ready. And if it's not, then you are still ready and it's probably going to be a lot easier than if the worst case hit.

As well as being a great tool in your "work belt," the ability to adapt today is integral. Whether it's at home, work, or at play, planning is important, but what happens when it doesn't go as you planned?

As I mentioned last month, I have a lot of great expectations and ideas for Greater Hartford BOMA this year, but what if things don't go as I planned? What if the program I had planned for next month falls through? What if it rains on our golf event? What if my TOBY entry doesn't score how I planned? These are all things that will require some degree of adaptation. And it just goes from there. What if we don't get the membership numbers we are looking for? What if the support we expected doesn't come through? Well, much like in your "day job" failure simply isn't an option. So we'll hope for the best, and be ready for the worst. And just because it worked that way today, doesn't mean it will work that way tomorrow. So, do yourself a favor, and be ready to adapt.

With 6 inches to six feet predicted within the next 48 hours, 30 buildings, 60 businesses, 1 school, my own child, family, and house to consider, I will be ready for whatever comes.

As for Greater Hartford BOMA, we are off to a great start to the year. Thanks to Siemens, EMCOR-New England Mechanical, CL&P, and Jessica Bailey from CEIA, we had a fantastic presentation at our January program. We have another great program scheduled for February with Michael Freimuth, the head of the Connecticut Region Development Authority, who is currently in the process of deciding who will be running the XL Center and Rentschler Field. It will be a great

program for sure. We are still on pace for a great year, but of course, we will always be ready to adapt.

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