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PRESIDENT'S MESSAGE



Having attended the BOMA Canada meetings held this January in conjunction with the BOMA International Mid Winter Conference, I'd like to take this opportunity to highlight some of the business covered.

Recommendations submitted to BOMA Canada from our Executive have been attended to, including: a financial accounting from BOMA International regarding expenses attributed to and funding for staffing and operations of the BOMA Canada office in Ottawa; establishing a singular line of reporting by the Executive VP of BOMA Canada to the Directors of BOMA Canada vs. the former dual reporting

arrangement that included BOMA International; and establishing a course of action to improve communication and liaison between BOMA Canada and the regional BOMA offices and members.

On February 4, 2002, Deb Cross, formerly Executive Director for BOMA Ottawa, will become the Executive Vice President for BOMA Canada, replacing Russ Carrigan who recently resigned. I believe that Deb's appointment will prove to be the turning point in advancing the profile and value of BOMA Canada. Arrangements are also underway to locate the BOMA Canada office within the BOMA Ottawa region offices. This move will compliment the function and effectiveness of BOMA Canada.

On the subject of advocacy, we're reminded that BOMA Canada was successful in achieving the deferral of CFC phase out to coincide with a major overhaul of the chiller. Members are encouraged to budget this requirement accordingly. BOMA Canada's Strategic Energy Committee was successful in getting Measurement Canada to place a moratorium on enforcement of Sub-metering Standards for commercial buildings. The proposed Standards would have dictated a costly conversion of a majority of sub-meters currently in use. BOMA's committee is working with Government and industry to achieve an acceptable standard for sub-meters.

Additional national advocacy issues are expected to include post September 11, 2001 insurance coverage and cost, electrical deregulation issues and continuing attention to telecommunication/building access. I'm very pleased with the changes and direction of BOMA Canada and believe our membership will benefit through its association.

Sincerely,

A handwritten signature in black ink, appearing to read 'Don Weber'. The signature is stylized and fluid, with a long horizontal stroke extending to the right.

Don Weber
President

GET ON THE SAME PAGE AS BOMA

Have you checked out BOMA's new web site recently? If not, take a second to log on to www.boma.bc.ca. Here's a sample of some of the key information you will find on various pages:

- **EVENTS** – If you want to know who the next luncheon speaker is or when Buildex is happening, go to the events page. You can register on line.
- **AWARDS** – Time to start planning for the 2002 awards. Click on the list of previous TOBY, EARTH & PINNACLE recipients.
- **MEMBER AREA** – This page has a “*members only*” section, which we keep for you and not the public. In here you'll find a comprehensive directory of all BOMA members and the classified section. With most of our corporate members, we have a direct link to their web sites - so getting background info is really easy. Also in this section, under “Articles”, are valuable industry reports, which you can download. We know you keep your BOMA newsletters but, just in case, they're archived for you to view at any time. ***Forgot your password? Just call the BOMA office.***
- **EMERGENCY RESOURCE CENTRE** – Added following September 11th, this page has loads of good information in case the need arises.
- **PUBLICATIONS** – Check out the vast array of research publications produced by BOMA International. If you want to advertise, click on rates.
- **CONTACTS** – Go here to reach the BOMA leadership.
- **WHAT'S NEW** – Always a new tidbit here and we change it often.
- **LINKS** – We separated this into three groups: Real estate, Government and Industry. We continually add the most appropriate sites to assist your cyberspace navigation. You'll have quick access to about 50 destinations.
- **CAREERS** – Our industry is very transient. We want to help with your employment needs. Member companies can post job opportunities and view potential candidates on the career page. It's simple to use and FREE.

Make www.boma.bc.ca your home page. We want our site to become your portal to the commercial real estate industry.

NEWS BRIEFS

Norampac sells its Paper Recovery Plants

Norampac Inc., a BOMA member, entered into an agreement to sell all assets of its Paper Recovery Division to Metro Waste Paper Recovery Inc.

The combined organization will have operations in Western Canada, Ontario and the northeast U.S. This change in ownership comes with a name change to Metro Materials Recovery Inc. Phone, fax and addresses will stay the same, with the exception of the Burnaby head office, Surrey and Victoria Plants.

BOMA's Recycling Program continues without change. Soon you will be hearing about an expansion of the program to include paper storage.

New Industrial Measurement Standard

BOMA International and The American National Standards Institute (ANSI) have joined forces to create a new measurement standard for calculating the rentable area in commercial industrial buildings.

Unlike office space, industrial buildings have never had a standard for measuring space before. The standard will have two methodologies for making the calculations (to the outside building face and to the building drip line).

For more info or to get a draft copy of the Standard (which is in the approval stage), contact Scott MacIntosh at smacinto@boma.org.

Will Border Security Threaten Trade?

A recent *Infoline Report* broached the subject: "Is Trade Threatened by Security?" The longest undefended border in the world is between Canada and the United States. Since September 11th, security at the border has increased significantly and this slowdown could have serious effects on trade.

The movement of merchandise and people has slowed. Everyone is familiar with the long waits. A United States' anti-terrorist bill says that border patrols, customs and immigration officials at the border will be tripled. Hopefully this will help the congestion and flow of goods.

Last year BC exported \$22.2 billion of commodities to the United States. Imports reached \$13.3 billion of goods from the U.S. To put this into perspective, BC's second largest trading partner is Japan, with whom we exported \$4.8 billion worth of goods, and imported \$6.4 billion from last year.

Some people think Canada and the United States should consider creating a North American perimeter. Others think it is more likely that Canada and the U.S. will work together to coordinate security, while keeping their policies separate.

There is no question that security needs to be increased. However, this may come with consequences and the importance of trade between Canada and the United States remains of high importance.

BOMA CORPORATE SPONSORS 2002

PLATINUM

Western Pacific Enterprises Ltd.

GOLD

Milani Plumbing Drainage & Heating Ltd.
Metro Materials Recovery Inc.

SILVER

Intercon Security Ltd.
Trane British Columbia
Otis Canada Inc.
BEST Facilities Services Ltd.
Imperial Parking Canada Corp.

BRONZE

Morguard Investments Limited
Clarica Life Insurance Company
The Cadillac Fairview Corporation
Edwards, a Unit of SPX Canada Inc.
Corporate Electric Ltd.
ABM Janitorial Services Co. Ltd.
Energrated Systems Consultants
Scandinavian Building Maintenance
Schindler Elevator Corporation
Honeywell Limited
Pagliaro Construction Ltd.
Group Telecom
Siemens Building Technologies Ltd.
Canada Place Corporation
Theodor Sterling Associates Ltd.

BOMA Sponsorship is a hot item. All 23 spots were gone within six weeks. If you think your company would be interested in becoming a corporate sponsor for 2003, plan ahead and put it in your budget for next year.

BOMA would like to recognize the hard work of our **Sponsorship Committee:**

Gail Gossen, Committee Chair
Outsource Property Management Services

Ann Behnish
Sun Life Financial

Kathy Ireland
Manulife Financial

Glenda Onstad
Dundee Realty Management

Susan Steeves
Seeton Shinkewski Design Group





Could it be Michael Andretti?



It's BOMA's First VP Richard Anderson!

When on vacation, you're supposed to relax and "get off the fast track".

Not **Richard Anderson** (President, Hunter McLeod Realty). He spent his holiday at the Sears Point Raceway near Sonoma California - learning how to race at 100 miles per hour on the real fast track!

According to Richard, "It is awesome to come screaming down the track at full throttle, wait to the last second, then slam on the brakes and gear down from 4th gear to 1st to take the hairpin turn, all in what seems like 50 or so feet!"



Canucks Special Ticket Offer

BOMA and Orca Bay are working together to offer members a great seat sale to the

Canucks vs. Los Angeles game

Thursday, April 11th

See flyer insert for details



BOMA BC was presented with a **Membership Achievement Certificate** for positive membership growth in 2001, at the Winter Business Meeting in January. (Photo: Don Weber, BOMA BC President with Sherwood Johnston III, President of BOMA International)

A New Home for the Holidays

What a way to kick off the first luncheon at the Delta Pinnacle Hotel. BOMA's Holiday Charity Luncheon on Friday, December 14th was a huge success with a total of 450 people, thanks to the larger ballroom. **Kim Lister**, TA Management and **Peter Hoemberg**, Trane BC, were our MCs for the afternoon.

Rock Paper Scissors, a hilarious local improv team, had everyone in stitches as they joked about the real estate industry. BOMA members Bill Bourlet, Marlene Chamberlain, Wendy Davenport and Steve Normann showed great sportsmanship when pulled on stage!

The grand prize (one week cruise to Alaska for two) was won by Joe Gushue of Standard Life. Other prizes included a weekend water rafting trip, DVD player and certificate for two on the Starlight Dinner Train.

\$3,800 was raised for **St. James Place** to help the homeless, and **\$11,500** worth of toys was donated to the **Toy Bank**.

Kim Lister has stepped down as Chair after being on the Christmas Committee for five terrific years. Thanks for all of your dedication, humor and Christmas cheer!



Kim Lister (MC and Chair of the Christmas Committee) with Alaskan cruise winner Joe Gushue.

BOMA Members Give to the Children

December 25th became a happy day for over 10,000 Lower Mainland children who did not expect to find anything under their tree on Christmas day. Thanks to the thoughtful gifts donated by BOMA members, The National Toy Bank Foundation was able to give an additional \$11,500 worth of toys and goodies.

The Toy Bank, which began in 1992, provides on-going, year-round services. Three times a year children are given complete wardrobes and a pack full of toys. At Christmas every child receives a gift package (\$100 value) and each family receives a food hamper. Other services include: birthday presents, school supplies and summer camp gear. New mothers receive cribs, car seats, strollers, maternity clothing, etc.

Their aim is to enhance current operations and implement new ideas and projects. The Toy Bank would like to work together with corporate and government initiatives. If you'd like info on sponsorship or partnership, contact Hazel Hoyle, Progression Administrator: 604-684-4333 or toybank@blaze.ca.

Thank you Christmas Committee – You did an outstanding job!

Kim Lister, Committee Chair
TA Management Ltd.

Wendy Davenport
Blind Date Industries Inc.

Joanna Domenis
Edwards, a Unit of SPX Canada Inc.

Terry Lake
Edwards, a Unit of SPX Canada Inc.

Wendy Schaub
Colliers International

Dennis Sweetnam
BEST Facilities Services Inc.

Russ Wentworth
Hyland Pacific Management



Hazel Hoyle of the Toy Bank stands next to the abundance of toys our members donated.



Kim presents the water rafting trip prize to the lucky winners.



Two of our members on stage with improv team Rock Paper Scissors.

Welcome New Members!

BOMA is pleased to welcome the following new members:

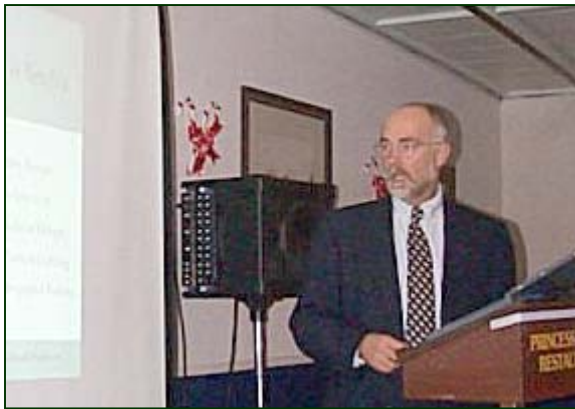
- ◆ Dave McLeod, **Angel Restoration**
- ◆ David Bossons, **BC Air Filter Ltd.**
- ◆ Chris Burke, **Goodbye Graffiti**
- ◆ Noel Keith, **Service Master**
- ◆ John McDonald, **Syncroservice Inc.**

New Year's Baby



Stephanie Setchell of Bentall Real Estate gave birth to BC's first baby of 2002.

Congratulations Stephanie, and best wishes to little Chelsea!



Greater Victoria Members Eagerly Join in the Holiday Spirit

The Princess Mary Restaurant has become a successful new venue for BOMA Greater Victoria's luncheons. Their guest speaker at the Christmas luncheon was Peter Laughin, VP Development, GMC Projects. He presented their new development "Upper Harbour Place", a state of the art office development with the latest data connectivity and infrastructure.

BOMA EVENTS CALENDAR

FEBRUARY

- 14** **Victoria Chapter AGM and Luncheon**
Speaker: Bob Beckett, Langford Fire Chief on "Lessons Learned from September 11th"
- 21** **New Members' Reception: Delta Pinnacle**
- 21** **Luncheon: Delta Pinnacle Hotel**
Speaker: Helmut Pastrick, Chief Economist, Credit Union Central of BC

MARCH

- 1-23** **RPA Course: Real Estate Investment and Finance**
- 21** **Luncheon: Delta Pinnacle Hotel**

APRIL

- 18** **AGM: Delta Pinnacle Hotel**
- 18** **Luncheon: Delta Pinnacle Hotel**

MAY

- 16** **BOMA BC Awards Ceremony: Delta Pinnacle Hotel**
- TBD:** **RPA Course: Risk Management and Insurance**