



May 2009

BOMA of Greater Rochester



BOMA of Greater Rochester would like to keep you aware of various educational offerings designed to enhance and advance the careers of real estate and facility professionals. Courses are offered by several leading providers of education, in a variety of learning styles from traditional seminars and courses, to online and audio seminars.

BOMA / BOMI

<http://www.boma.org/TrainingAndEducation/upcomingeducation/>

BOMA SUSTAINABLE OPERATIONS SERIES 2009 (WEBINARS) (\$125.00 Member / \$175.00 Non-Member)

Courses are from 2:00 - 3:30 PM

Mar 18	Course 1: Making Sense of Sustainable Operations
May 13	Course 2: Strategies for Reducing and Reusing Building Resources
July 22	Course 3: Rethinking Recycling—Beyond Paper and Cans
Aug 19	Course 4: How Green Is My Building? Tools for Measuring the Total ROI of Sustainability

BOMA INTERNATIONAL WEBINARS

Webinars (\$125.00 Member / \$175.00 Non-Member):

May 7	Pandemic Preparedness: Guidance for Building Owners and Managers
June 10	BEEP Seminar 5: Valuing Energy Enhancement Projects and Financial Returns
Sept 16	No Mention of Money: Understanding the Economic Impact of “Non-financial” Lease Clauses
Oct 14	The Road to Renewals: Keeping Tenants Happy in a Depressed Economy
Nov 11	BEEP Seminar 2: How to Benchmark Energy Performance
Dec 2	BEEP Seminar 3: Energy Efficient Audit Concepts and Economic Benefits

Ongoing E-Webinars (\$150.00 Member / \$200.00 Non-Member):

- Property Condition Assessments (Mini-Course)
- Preparing Buildings for Sheltering in Place (Mini-Course)
- Mold in Commercial Buildings (Mini-Course)
- Comprehensive Building Security Planning (Mini-Course)

On-Demand Webinars (\$125.00 Member / \$175.00 Non-Member):

- Managing Tenant Improvements
- Risk Management Through Emergency Planning
- Recruiting and Retaining Talent
- 10 Ways to Manage Any Tenant Problem
- Operating and Managing Mixed-Use Properties
- How to Manage an Aging Building
- Recognizing and Managing Tenant Financial Distress
- Escalations Made Easy: Understanding Gross Ups, Expense Caps and Capital Amortization

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BOMA / BOMI (CONT)

Recorded Audio Webinars (CD and Resource Packet: \$59.00 Member / \$75.00 Non-Member):

- Business Continuity Planning: Getting Started
- Communication Trends: How Will They Affect Your Building
- Emergency Preparedness for Natural Disasters
- Emergency Preparedness in the Wake of the 9/11 Commission Report
- Greening Buildings Toward the Bottom Line
- New Tools for Your Management Toolbox: Tactics, Techniques, and Tips
- Preparing Buildings for Sheltering in Place
- Sarbanes Oxley and the "New" Due Diligence: Compliance Guidance
- Tenant Councils: A New Tool to Improve Tenant Satisfaction
- Terrorist Screening: Yes, It's Your Job
- Testing Your Emergency Plans: Are You Really Ready?
- The New Energy Bill: Tax Deductions for Energy Efficient Construction

AMERICAN TRAINCO

www.AmericanTrainco.com

(R) = Rochester / (S) = Syracuse / (B) = Buffalo

June 1-2 (S) Maintenance Planning & Scheduling

June 3-4 (B) 7:30 AM Registration • 8:00 AM-4:30 PM Course • 12:00-1:00PM Lunch
\$985 per student, both days

June 15-16 (S) Boiler Operation, Maintenance & Safety

7:30 AM Registration • 8:00 AM-4:30 PM Course • 12:00-1:00PM Lunch
\$490 each day or \$980 both days

July 7-8 (S) Basic Electricity for the Non-Electrician

7:30 AM Registration • 8:00 AM-4:30 PM Course • 12:00-1:00PM Lunch
\$490 each day or \$980 both days

July 9-10 (S) Electrical troubleshooting & Preventive Maintenance

7:30 AM Registration • 8:00 AM-4:30 PM Course • 12:00-1:00PM Lunch
\$985 per student, both days

CCIM INSTITUTE

http://www.ccim.com/education/ccim_education_index.html

May 30-31 CI Intro : Introduction to Commercial Investment Real Estate Analysis

Aug 6-7 CI Intro : Introduction to Commercial Investment Real Estate Analysis

Sep 30-Oct 1 CI Intro : Introduction to Commercial Investment Real Estate Analysis

Verona, NY

Rochester, NY

Buffalo, NY

FACILITIESNET

<http://www.facilitiesnet.com/webcasts/>

Webcasts (Available On-Line) (Free unless otherwise indicated)

- **The New Market For Alternative Energy**
- **The Touch-Free Restroom: Increased Efficiency at a Reduced Cost**
- **Cool Roofs: Reaping the Energy and Environmental Benefits**
- **Data Center Reliability: The Biggest Risks and How to Take Them**
- **Green Cleaning: A Partner in Green Goal Setting**
- **The Role of Controls in Improving HVAC Performance**
- **Efficiency on the Move: Portable Heating and Cooling**
- **Saving Energy with Total Light Management**

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FACILITIESNET (CONT)

- **How Green Data Centers Cut Costs and Raise Reliability**
- **Automated Building Controls: Maximizing Energy Performance**
- **Sustainable Restroom Solutions: Saving Water, Boosting Performance**
- **Longer Life at a Lower Cost: How Spray Polyurethane Foam Decreases a Roof's Life Cycle Cost**
- **Energy Efficient Lighting Technologies**
- **Automated Building Controls: Specifications to Boost Energy Efficiency**
- **Green Interiors: Higher Productivity for the Long Term (\$99)**

FRED PRYOR SEMINARS

<http://www.pryor.com>

- May 13** **Team-Building, Mentoring, and Coaching Skills for Managers & Supervisors**
8:30 AM Registration • 9:00 AM-4:00 PM Course • 12:00-1:00PM Lunch
Rochester Plaza Hotel, 70 State Street, Rochester, New York
\$149 per person; \$139 pp for groups of 5+
- May 29** **The Ultimate Supervisor**
8:30 AM Registration • 9:00 AM-4:00 PM Course • 12:00-1:00PM Lunch
Rochester Plaza Hotel, 70 State Street, Rochester, New York
\$129 per person; \$119 pp for groups of 5+
- June 9** **How to Communicate with Tact and Professionalism (2 days)**
8:30 AM Registration • 9:00 AM-4:00 PM Course • 12:00-1:00PM Lunch
Radisson Hotel Airport, 175 Jefferson Road, Rochester, New York
\$299 per person; \$279 pp for groups of 5+
- June 23** **Managing Emotions Under Pressure**
8:30 AM Registration • 9:00 AM-4:00 PM Course • 12:00-1:00PM Lunch
Radisson Hotel Airport, 175 Jefferson Road, Rochester, New York
\$99 per person; \$89 pp for groups of 5+
- June 24** **How to Deal With Unacceptable Employee Behavior**
8:30 AM Registration • 9:00 AM-4:00 PM Course • 12:00-1:00PM Lunch
Radisson Hotel Airport, 175 Jefferson Road, Rochester, New York
\$149 per person; \$139 pp for groups of 5+

INSTITUTE OF REAL ESTATE MANAGEMENT

www.irem.org

IREM Webinars

- May 14** **Developing an Asset Management Disposition Plan**
2:00 - 3:00 PM \$49 for IREM Members • \$99 Non-Members
- May 20** **Sustainability in Existing Buildings: The Five Things You Need to Know (Part 1 of 5)**
2:00 - 3:00 PM Free for IREM Members • \$35 Non-Members
- May 27** **Financial Analysis Spreadsheet Demonstration—Enhanced Version!!!**
3:00 - 4:00 PM Free for IREM Members • \$35 Non-Members

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LORMAN EDUCATION SERVICES

<https://www.lorman.com>

May 13 Managing Construction Projects
Clarion Riverside Hotel, 120 Main Street East, Rochester, NY
8:30 AM - 4:30 PM \$349 per person

NATIONAL SEMINARS TRAINING

<https://www.NationalSeminarsTraining.com>

May 19 Developing Your Emotional Intelligence
Radisson Hotel, 175 Jefferson Road, Rochester, New York
8:30 AM Registration / 9:00 AM - 4:00 PM Class \$199 per person

May 20-21 Human Resources and The Law
Holiday Inn Airport, 911 Brooks Avenue, Rochester, New York
8:30 AM Registration / 9:00 AM - 4:00 PM Class \$499 per person

May 26 Management Skills for First-Time Supervisors
Holiday Inn Airport, 911 Brooks Avenue, Rochester, New York
8:30 AM Registration / 9:00 AM - 4:00 PM Class \$179 per person

May 27 Communicating with Tact and Skill for Managers and Supervisors
Holiday Inn Airport, 911 Brooks Avenue, Rochester, New York
8:30 AM Registration / 9:00 AM - 4:00 PM Class \$179 per person

June 9 How To Be an Outstanding Communicator
Rochester Plaza Hotel, 70 State Street, Rochester, New York
8:30 AM Registration / 9:00 AM - 4:00 PM Class \$179 per person

June 23 Essential Skills of Dynamic Public Speaking
Radisson Riverside Hotel, 120 East Main Street, Rochester, New York
8:30 AM Registration / 9:00 AM - 4:00 PM Class \$249 per person

ROCHESTER BUSINESS ALLIANCE

<https://www.rochesterbusinessalliance.com/core/events/events.aspx>

Courses held at 150 State Street, Rochester, NY

May 14 Credit Issues and Customer Bankruptcies
(Delivered by Paul S. Groschadl, Esq. and Robert S. Attardo, Esq.- Woods Oviatt Gilman LLP)
8:00 AM - 10:00 AM \$25 Member • \$50 Future Member

June 5 Managing Time & Priorities (Delivered by Robert Brancato)
8:30 AM - 4:30 PM \$195 Member • \$265 Future Member

June 9 OSHA Record Keeping (Delivered by Edna Smith)
8:30 AM - 12:30 PM \$125 Member • \$165 Non-Member

June 11 Dealing with Difficult Personalities (Delivered by Sequetta Wright)
8:00 AM - 12:30 PM \$125 Member • \$165 Future Member

June 17 Personal Effectiveness (Delivered by Sequetta Wright)
8:30 AM - 4:30 PM \$195 Member • \$265 Future Member

**For more information on these educational offerings, or to bring an offering to our attention,
please e-mail Steven Savoca, RPA at ssavoca@konarproperties.com**