

ROC Members Enjoy Special Privileges

Position yourself for greater business success with these valuable council member benefits...

- **ROC Meetings**—Custom-developed based on your interests and needs, the two ROC-exclusive programs—a spring meeting and a fall meeting—are designed as 2 1/2 day retreats that foster networking, information exchange and high-level education from foremost experts. Topics have included mixed-use development, economic forecasts, technology trends, property investment partnerships, utilizing tenant councils, recruiting new talent, green building and sustainability issues, and more. ROC networking events are also scheduled at BOMA's Annual Conference (June) and Winter Business Meeting (January), including private sessions with keynote and other featured speakers.
- **Face-to-Face Networking**—ROC gatherings set the stage for frank discussions in confidential settings and help you establish personal contacts that you can rely on all year long...for years to come.
- **Information Exchange**—Feel the need to brainstorm with your peers? ROC members rely on one another for business advice and readily share their own experiences and expertise.
- **ROC Listserv**—Need some advice on a particular issue? Your ROC friends are only an email away. This well-used business tool makes information-sharing among ROC members easy and convenient.
- **Increased Stature**—ROC membership is prestigious and your participation on the council demonstrates your high level of professionalism and expertise to your colleagues, customers and tenants.

In today's competitive business setting, it's rare to find a network of high-level executives so willing to share business advice, strategies and experiences with their industry peers.

That's what makes participation in the BOMA Regional Owners Council so valuable.

JOIN US...



Isn't it time for you to join this elite group?

The Regional Owners Council

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THE Regional Owners C O U N C I L

Indispensable networking

and information exchange

for owners or equity partners

of single or regional

market commercial real

estate companies

BOMA
International



Make Connections that Make Sense for Your Business

Owner and equity partners of single or regional market commercial real estate companies have unique business needs and challenges. That's exactly why the BOMA International Regional Owners Council (ROC) has been created—to provide high-level professionals like you with a forum within BOMA to share experiences, discuss strategies, compare notes and learn together. It's all about helping one another enhance their businesses and success.

Gain Valuable Business Resources

This one-of-a-kind networking group is comprised of a collection of influential members from all across North America. What's more, it encompasses all facets of the commercial real estate industry—including owners and equity partners, third party fee managers, brokers, and developers. The diverse participants freely share new ideas and solutions from a variety of markets and perspectives. Just imagine the advantages of having direct access to each council member and the collective knowledge and wisdom of the entire council.

CASE STUDIES— What Do Your Peers Say About ROC?

As COO of Advance Realty Group, Mr. Padavano's primary responsibilities are to provide the vision and leadership needed to successfully and profitably grow the operating company servicing a portfolio of assets in excess of 5 million square feet in the mid-Atlantic through Northeast United States markets. He also directs the business operations for a total employee base of more than 115 associates in the areas of human resources, information technology, insurance and risk management and acquisitions due diligence processes among others.



Kurt R. Padavano, RPA, CPM, FMA, SMA
Chief Operating Officer
Advance Realty Group
Bedminster, NJ.

"ROC is one of the first and most trusted resources when I need information or advice on a business issue. The ability to participate in a network of professionals and senior executives from small and midsize real estate firms in a non-competitive format is a serious professional and business asset. The contacts I've made and the information they've shared on a wide variety of challenges has been a tremendous resource for me in growing a business.

"ROC members don't think twice about sharing their own experiences. There's a real desire to help each other."

The countless times that I have posted a question on the council listserv, I've gotten a dozen or more responses within 24-48 hours. These responses have been so pertinent and well-conceived that they have saved me considerable time and money. ROC members don't think twice about sharing their own experiences. There's a real desire to help each other. It's always nice to have a professional network, but this one comes with added value on the business side—relevant and current value.

I appreciate that I can interface with professionals from other regions and gain their unique perspectives on their markets. The level, quality and open nature of ROC's information-exchange make it almost too good to be true. But, true it is and we all benefit from that."

Ms. Reuter's affiliation with PICOR began with the firm's opening in 1985. As one of eleven principals, she is responsible for operations and finance for this third-party real estate brokerage and management firm. In addition, she leads the Property Management Division, managing over 3 million SF in greater Tucson and Southern Arizona.

"There are so many reasons to join ROC. The most valuable benefit for me is knowing that I have a core group of business friends with like situations that I can call on for everything. I can count on high-level opinions from people I respect on business issues—CEOs, COOs and others invested in the process or product. Whether the discussions are about transactions, operations, compensation and benefits or a variety of other issues, I know I can count on my friends to offer sound business solutions. This group's synergy is amazing.

"I can count on high-level opinions from people I respect on business issues."

ROC is an exclusive, but welcoming, group. I feel at home with my fellow council members and look forward to our time together. I appreciate that our programs enable us to tour mid-level markets, unique projects, and interact with local market professionals, allowing us to understand their market dynamics. Plus, the quality of the educational programming is outstanding. For a small group like ours, it is rare to get the high caliber of speakers we've had at our programs. And, ROC membership offers other elite privileges. At BOMA International's 2005 Conference, for example, ROC members were invited to join Tom Ridge for a private, informal Q&A session. ROC is one resource that is worth its weight in gold."



Barbi Soriano Reuter, RPA
COO/CFO
PICOR Commercial Real Estate
Tucson, AZ