Chapter Monthly Luncheon
The Sheraton, 12 Noon, February 17, 2004

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Topic: Real Estate Due Diligence: Environmental Site Assessments
by Ray Tierney, BT2, Inc.

For the February 17th Luncheon program: Ray Tierney, principal and co-founder of BT2, Inc. will present on Real Estate Due Diligence - Environmental Site Assessments (ESAs), i.e., the environmental issues involved with buying and selling real estate. He’ll review the regulations and philosophy behind deciding when to conduct ESAs, the types of ESAs, their components, and costs. He will also include the types of environmental problems that may be encountered, and the engineering, regulatory, and funding options for addressing them.

BT is an environmental engineering and science consulting firm that has earned a solid reputation with clients and regulatory agencies through efficient, common-sense environmental solutions. With environmental management concerns growing, the firm offers tested problem-solving skills and expert knowledge to answer the most challenging environmental questions.

BT is headquartered in Madison, Wisconsin, a nationally recognized center of technological development. We have considerable experience and knowledge in the environmental field, supplying the specific expertise needed to provide clients with high-quality, cost-effective engineering and science services.

Since 1991, BT has built a business around the ability to help clients adapt to change and seize the opportunities it creates.

Help Us Get it Right!

From the Meeting Planning & Reception Committee: A reminder to please RSVP to the IFMA office your lunch reservation no later than the Friday before the monthly chapter meeting. This is the day the final count is given to the Sheraton, and we want to be able to provide enough seating for everyone. Thank you for your cooperation, it is appreciated by all.

Sponsorship Drive Off to Good Start

While we miss Karyn Biller and her past efforts for the Sponsorship Drive, we have to make a good showing to continue all the hard work she did. Our goal is $15,000 so keep those pledges coming. A BIG thank you to the sponsors listed below for getting us off to a good start. Here are the sponsorships we have at this point.

GOLD - $1,000
Dayton’s Commercial Interiors
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SILVER - $500
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Emmons Business Interiors
Foremost Farms USA
Pellitteri Waste Systems

FRIENDS OF IFMA - $100
Tel Adjust (NEW IN 2004)
J.F. Cook (NEW IN 2004)
The planning for the Tri-Chapter is well under way. This year we are planning a three-day event. On Sunday, April 25th we have arranged for a tour of the renovation of Camp Randall, followed by a social.

On Monday, April 26th will be the annual Tri-Chapter event, which has a theme this year of “Celebrate the Environment.” We will be hosting the Tri-Chapter at the new Quality Inn on Fish Hatchery Road.

Then on Tuesday, April 27th the plan is to hold a CFM Review class led by CFM’s from the three chapters. Again this will be at the Quality Inn. So mark these dates on your calendar.

Not only is this year’s Tri-Chapter event being planned by the “Tri Chapters,” it will have “Tri” events that you can choose from. You will be able to choose which events you want to attend. More information will be forthcoming.

- Chuck Gifford, President
Homeland Security Dept. launches cyber alerts
In the wake of the damage caused by Bagle and MyDoom email worms, the U.S. Dept. of Homeland Security launched a National Cyber Alert System on Jan. 28 to warn people about potential Internet and computer virus attacks.

Email messages infected with the MyDoom worm at the end of January were intercepted in 142 countries and may have affected more than one million computers, but the damage in dollars is unknown. In 2003, computer viruses cost global businesses $55 billion, according to a Jan. 16 Reuters News Service report quoting antivirus software maker Trend Micro Inc. The price tag for cyber damages and the cost of prevention are expected to rise. Analysts for International Data Corp. predict the world market for secure content management, including antivirus software and Web filtering, will reach $6.7 billion by 2007.

Architects, Real Estate Brokers Rank Among Bad Drivers
Architects and real estate brokers rank fourth and fifth, respectively, in an automobile insurance industry study of the most accident-prone drivers. The study by Quality Planning Corp. of San Francisco, Calif. tracked more than a million drivers over 22 months and was featured in the Feb. 2 issue of USA Today’s “Snapshots.”

Students, medical doctors and attorneys ranked first, second and third for the most accidents per year. Architects also ranked fifth for the most speeding violations, behind students (first), enlisted military (second) manual laborers (third) and politicians (fourth). Cautious facility managers failed to make the list of daredevils and speed demons.

Smartphones Replacing PDAs
As the sales of personal data assistants (PDAs) are declining, smart cellphones are outselling them at a rate of two to one, USA Today reported Jan. 29. Early smartphones were “more phone than organizer,” but newer models work more like PDAs, making them more attractive to consumers. Phone carriers also are offering great deals to entice people to buy. Also, the replacement time for phones is shorter than the lifespan of the average PDA, which explains the stagnation in sales.

Security Spending Still Not a Priority
Since the terrorist attacks of Sept. 11, 2001, the median increase in corporate spending on security has been a mere 4 percent, according to The Conference Board of New York.

“It’s hard to get new spending going on anything that doesn’t yield an immediate profit when the economy is sluggish,” Conference Board Senior Research Associate Thomas E. Cavanagh was quoted as saying in Securitas Magazine last year.

The Conference Board surveyed 199 security directors, 52 risk managers and 80 information technology security officers in the United States and found that only 7 percent of companies have increased security budgets by 50 percent or more. It comes as no surprise that companies in the Northeast, especially New York City and Washington, D.C., are spending more than the rest of the country.

Developers Downsize for Small Business Needs
Buildings and business parks offering smaller spaces to suit the needs of smaller businesses appears to be a growing trend in an economic downturn, The Wall Street Journal reported in its Property Report section on Jan. 28. While large corporations are trying to sell properties to free up capital, many smaller businesses are looking to invest in their own real estate purchases while interest rates are low.

The article quotes New York-based real estate services firm Cushman & Wakefield as saying that, last year, developers built about 8.5 million square feet of office space and 34 million square feet of industrial space on speculation. Only a small portion of that was aimed at smaller users interested in buying space, the article says.
First Class Mail

Address Correction Requested

IFMA Madison Chapter Calendar of Events

March 2004
9 Executive Board Meeting
16 Environmental Recycling
  Madison Environmental Group
  – Sonya Newenhouse
? Crescent Building Tour

April 2004
13 Executive Board Meeting
20 Suzuki Challenge tabletop Luncheon
25 Camp Randall Renovation Tour ~2:00?
25/26/27 Tri-Chapter
  Quality Inn/Tour/CFM review

May 2004
11 Executive Board Meeting
18 Sponsorship Luncheon
? Lambeau Tour?
? New Members’ Brunch?

June 2004
8 Executive Board Meeting
15 Business Luncheon
? Mallard’s Game – Duck Pond
? Circles of Excellence Kickoff?

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