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May 2 - 15, 2017  
Section E



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Wallingford EDC



Bud Hammer  
Atlantic  
Westchester, Inc.



Julia Davis  
Riot PR, LLC



Bonnie Hagen  
Bright Energy  
Services



Mark Barnhart  
Town of Fairfield



Melissa Kops  
Pirie Associates

## Fairfield/Westchester Counties Spotlight

### Enterprise Corporate Park Kingston, NY

Property of the Month

NY PAGES 6E-7E



### Yonkers Industrial Development Agency

IDA of the Month

NY PAGE 2E



Executive of  
the Month  
NY PAGE 5E



Alan Pollak  
Evergreen Insurance



## Owners, Developers & Managers News Briefs

### YONKERS, NEW ROCHELLE AND WHITE PLAINS

#### BOMA Westchester holds mayor panel



Shown (from left) are: Kevin Plunkett, Mike Spano, BOMA Westchester president William Bassett, Noam Bramson and Thomas Roach.

**WHITE PLAINS, NY** The 2017 outlook for Westchester County's cities was the focus of a special panel discussion presented by the Building Owners and Managers Association of Westchester (BOMA). The panel included Yonkers mayor Mike Spano, New Rochelle mayor Noam Bramson and

White Plains mayor Thomas Roach. Deputy county executive Kevin Plunkett was the moderator. The mayors provided their perspective on the future of development and job growth in their cities. The luncheon program was held April 13<sup>th</sup> at the Reckson Metro Center.

### Crystal Window & Door supplies N.J. high-rise building

**HACKENSACK, NJ** Crystal Window & Door Systems, the national manufacturer, has supplied a new rental apartment building – The Vue – with 883 energy efficient windows and doors. Located at 295 Polifly Rd., The Vue is a modern design seven-story mid-rise with views from all of its 80 one and two-bedroom apartments.

The project's floor to ceiling glass wall views were created by combining several Crystal aluminum products of varying sizes in a variety of configurations. The aluminum window wall systems used the Crystal Series 5600 two and three-lite sliders, Series 5100 fixed windows, Series 1400 swing terrace doors, and Series 1240 sliding patio doors. The windows and doors were combined using a variety of Crystal mullion systems, allowing the window wall to span building openings up to 212" in width and 96" in height.

"New residential projects such as The Vue are now frequently designed with expansive window walls, and Crystal architectural products, with clean contemporary styling, are perfect for this application," said Blaise Benevenga, New Jersey-New England regional sales manager. "We are supplying more and more window wall systems for new properties, and our numerous mullion options speed and simplify installation."

The project called for 228 architectural rated Crystal Series 5600 aluminum two and three-lite sliding windows. These strong durable 3-1/4"



frame depth sliders boast 0.093" wall thickness sill extrusions, 1" insulating glass units (IGUs), continuous sash clip lock pull rails, stainless-steel dual sash rollers and a stainless steel-reinforced roller track. The Series 5600 has an outstanding HS-AW40 (AW50 in 86" x 68" test size) AAMA rating. The sliding windows were equipped with 4" sash stops for safety.

The Crystal Series 5100 was numerically the major product used in the The Vue's construction, with 574 units supplied. This heavy-duty 3-1/4" frame depth aluminum window is AAMA F-AW100 rated with a 1" insulating glass pocket. The Series 5100 fixed picture window has a unique male/female frame mulling system reducing installation time and costs to combine window configurations without compromising overall integrity.

### COMPANIES CHOSEN TO PRESENT BY CON EDISON

#### Bright Energy/Atlantic Westchester selected to speak at BuildingsNY

**MANHATTAN, NY** Leading energy efficiency experts, Bonnie Hagen, chief operating officer of Bright Energy Services (an environmental consulting and implementation firm) and Bud Hammer, president of Atlantic Westchester (a commercial and industrial HVAC company), were selected by Con Edison to speak at this year's BuildingsNY event at the Jacob Javits Center. As both companies are Con Edison Market Partners, Hagen and Hammer's presentation about "Putting Your Building on an Energy Diet" was well attended by facility owners and managers. Their Ted Talk style presentation began with an interactive video about an energy efficiency project the two award-winning companies had recently done together. Hagen and Hammer shared the details of the energy diet for this three-building campus for a house of worship in Westchester County New York. The audience was intrigued to learn about all the energy conservation measures implemented for the HVAC and lighting systems as well as the accommodating annual energy savings and Con Edison and NYSEERDA rebates totaling over \$100,000.

Hagen & Hammer's presentation helped the audience to understand how to cut back on a facility's energy usage in order to reduce its operating expenses and get financial incentives from the utility by comparing the effort to people trying to cut back on salty foods and sweets in order to lose weight. Everyone knows that losing weight not only makes you look better, but it results in other positive health effects like improved concentration, sleep, cardiovascular and respiratory health, and more. Even with all the benefits, most people don't know where to begin to start such an effort. Additionally, when most people start the effort



Shown (from left) are: Bonnie Hagen of Bright Energy Services and Brian Hoffman of Atlantic Westchester.



Presenting "How to Put Your Building on an Energy Diet" at the Con Edison Pavilion. Shown (from left) are: Cathy Hoffman of Atlantic Westchester, Bud Hammer president of Atlantic Westchester, and Bonnie Hagen, COO of Bright Energy Services.

to diet, they also find it difficult to keep going. Hagen and Hammer showed the audience where to begin to put a building on an energy diet and how to keep it on the diet so that it has long lasting positive effects. Besides the reduction in energy usage and costs, the positive effects also include a consistent and comfortable environment for the occupants. The excitement in the audience of building owners and managers was palpable as after the

presentation, many waited on line to ask questions or ask for consultations for their buildings. David Pospisil, the program manager, Commercial & Industrial Energy Efficiency Programs at Con Edison who was running the Con Edison Pavilion at the NY Buildings show later posted on LinkedIn, "Thank you both for your great presentation. Let us know how we (Con Edison) can help you convert leads from the show to energy projects."

### CH2M recognized for contributions to \$9.6b annual U.S./Poland economic exchange

**MANHATTAN, NY** The Consulate General of the Republic of Poland in N.Y. recognized leaders of the multibillion dollar U.S. - Poland economic exchange during the 3<sup>rd</sup> Annual Polish-American Business Gala. 300 representatives of leading U.S., European, and Polish business organizations attended the event organized by the trade and investment section of the consulate. The U.S.-based engineering and project management firm CH2M and an online education platform Brainly.com received the 2017 Friend of the Polish Economy awards.

"The continuously increasing trade and economic exchange between Poland and the U.S. totals more than \$9.6 billion annually and includes import and export of construction, industrial,



Shown (from left) are: Maciej Golubiewski, Sabina Kirmek and Howlie Davis.

and chemical materials and machinery; construction services; software, IT, and online media services; aircraft and military equipment; and food products and consumer goods. In addition, the investments by Polish companies in the U.S. - ranging from copper mines to building automation and software development firms - exceed \$2 billion and have created in excess of 3,000 jobs," said Maciej Golubiewski, consul general of the Republic of Poland in N.Y.

The global engineering and project management firm CH2M is based in the U.S., while the online education platform Brainly.com, the world's largest social learning community of 80 million students in 35 nations, is based in Krakow and NYC.

For full story visit [nyrejournal.com](http://nyrejournal.com)



## Fairfield/Westchester Counties Spotlight

# Do you have building efficiency envy? Discover your building's hidden treasure



**Bud Hammer**  
Atlantic  
Westchester, Inc.

### Do you have building efficiency envy?

Efficiency can be defined as the ratio of useful work performed in a process to the total energy expended.

In this day and age, we are all trying to increase efficiency in our every day busy lives for the single purpose of accomplishing more in less allowable time. Translated to a building, can we squeeze the same if not more out, from less input? If so, we have increased our efficiency! The world is moving at a fast pace and technology is advancing at a faster pace than any of us can keep up with. The good news is that this presents fantastic opportunities for all of us to improve our building efficiency.

Whether you own/operate a commercial building or rent an apartment, you can enjoy the potential of increased energy efficiency, thanks to awareness and technology. Solar

**Whether you own/operate a commercial building or rent an apartment, you can enjoy the potential of increased energy efficiency, thanks to awareness and technology.**

electricity generation, LED lighting, natural gas for heat and hot water, building management control systems that wake buildings up and put them to sleep based on occupancy are a few examples of how to improve building efficiency. There's juicy fruit hanging all around us. Simply stated, the most efficient light is the one that's not turned on.

Thanks to technology and the Internet of things, energy is now something that can be easily measured. Similar to a car whose dashboard provides key performance indicators (KPI's) to its driver (gas mileage, tire pressure, how many miles to the next destination, etc.), a building can also provide feedback in a dashboard format to let you know how it's performing in real time. The adage that you can't manage something you can't measure is true and that has dramatically changed in building technology.

In our area, electricity is expensive compared to other parts of the country and thanks to a growing population that wants their spaces air conditioned, the electricity supply dwindles during those hot, endless summer days. Blackouts and aged infrastructure have forced us to pay attention to the



**Bonnie Hagen**  
Bright Energy  
Services

reality of the situation and technology and awareness education have allowed us to find solutions.

### Put your money where your mouth is...

Known as a true challenge to check the integrity of a concept, the local utility through a directive from the Public Service Commission has been offering the marketplace subsidies and incentives to improve building energy efficiency performance. So

much, in fact that investing in making a building more efficient has turned into a profit center for many building owners that can take advantage of the incentives and technology. The building that becomes less expensive to operate, while being upgraded to modern day convenience improves to the point that the property becomes more desirable to potential tenants and many are willing to spend more per s/f to inhabit. In business, it's generally accepted that you have to spend money to make money. If an entity is willing to help offset your investment, isn't it worthwhile to at least consider the options particularly if the result is great benefit to your bottom line and can also help the

asset preservation and appreciation? Another indirect benefit of improving building efficiency is increasing the competitive advantage over non-efficient buildings.

### Where/How do you begin?

HVAC systems and building lighting combined consume most of the energy in a building. Speak to your local utility rep, HVAC or electrical service provider, and/or lighting/energy consultant to have them help assess the opportunities in your existing building. Many of us have been educated and trained to work together to help achieve the best return for the investment. We can help measure the efficiency performance in an existing facility and identify improvements

with investment cost and return on investment. Coupled with "low cost" financing, we are trained to help repurpose operating budgets to help pay for the improvements without a negative change to cashflow. In some cases, we can demonstrate how the investment becomes positive cashflow! You may be sitting on a goldmine of opportunity and we are all ready to help you dig up that gold.

Bud Hammer is the president at Atlantic Westchester, Inc., Bedford Hills, N.Y., and Bonnie Hagen is the chief operating officer at Bright Energy Services, Brooklyn, N.Y., with a satellite office in White Plains, N.Y.

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## Fairfield/Westchester Counties Spotlight

# Shippan Landing continues lease-up: Waterfront complex ideal for creatives and Millennials



**Julia Davis**  
Riot PR, LLC

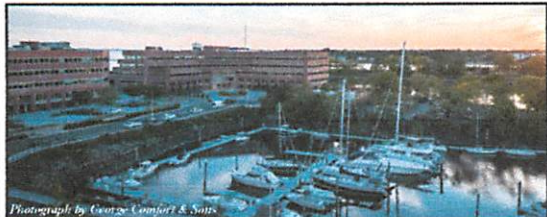
Shippan Landing – a waterfront complex in Stamford, CT, offers a day-time paradise for office tenants—with breathtaking views of the Stamford Harbor. This development on the water is ideal for creative types and Millennials, complete with outdoor gathering spaces, sports courts and a beer garden overlooking the water. The complex is rounded out by a brand new fitness center, cafeteria, conference center and shuttle service to the train station and downtown Stamford.

A joint venture comprised of George Comfort & Sons and Angelo Gordon & Co., Shippan Landing consists of six class A office buildings situated on 17 acres at the Stamford Harbor waterfront, tucked away on a piece of land surrounded on three sides by an active marina. The complex recently underwent a complete reimagining, transforming it into a contemporary and collaborative environment that capitalizes on the spectacular views of the harbor, named recently by Architectural Digest as #9 on its list of the Most Breathtaking Office Views Around the World.

Lease-up continues at a steady pace including recent deals with Vineyard Vines, the clothing retailer known for its distinctive designs; Octagon, one of the world's top agencies for sports and entertainment marketing and talent management; MKDA, a leading commercial space planning and interior design firm; Cubico, a renewable energy infrastructure company; and YES Network, one of the most watched regional sports networks in the country. Additionally, George Comfort & Sons has had strong interest in the remaining 250,000 s/f of space currently available at the complex.

"We acquired Shippan Landing in 2012, recognizing that the site was unlike any other office property in the Northeast. The buildings had 'good bones' but needed an infusion: new ownership, fresh capital and a vision to create an office paradise on the Stamford waterfront," said Peter Duncan, president and CEO, George Comfort & Sons. "The result is spectacular."

Also at Shippan Landing, George Comfort & Sons recently opened Workpoint, a unique take on traditional co-working spaces geared to creatives, media professionals and solopreneurs. Workpoint is the first-of-its-kind to incorporate a 1,000 s/f multi-camera studio, which allows production professionals to create



Photograph by George Comfort & Sons

streaming content on a range of platforms, including satellite media tours, live news broadcasts, video conferencing and telecommunications. The control room has complete capabilities for post-production editing, recording and playback, equipped to work with multiple software platforms which will continue to evolve. The television

and media studio located at Workpoint is an attractive amenity at Shippan Landing, and was a draw for Octagon and other new tenants.

In addition to opening up the sight lines to increase the already great views of the marina, Stamford Harbor and Long Island Sound, George Comfort & Sons created communal

areas for employees to meet and work outdoors. The beer garden was added, along with the new addition of sports courts and bocce courts for tenants to use in the warmer weather.

George Comfort & Sons also built a brand new fitness facility, conference center, and cafeteria with outdoor seating at the complex, and provides two shuttles going back and forth to the train and downtown Stamford. Additional renovations include the installation of new windows, HVAC systems, designer lobbies, elevator cabs, restrooms and landscaping.

"These improvements were thoughtfully completed to attract creative-type tenants who appreciate the waterfront atmosphere for their younger workforce, which prefers


a collaborative environment and a lively community," added Dana Pike, senior vice president, George Comfort & Sons.

Shippan Landing is the perfect place to work – a lively world within the Stamford Harbor offering complete work-life synergy.


#### Project Team:


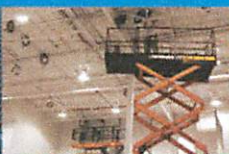



Architecture firm Perkins Eastman was responsible for designing the master plan; A.P. Construction handled the base building work; and MPFP LLC designed the landscape architecture at the property. Additionally, MKDA designed and Blackwell Construction built the office interiors.

Julia Davis is managing partner at Riot PR, LLC, New York, N.Y.



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