



Philadelphia Building Managers and Operators Association

May 2010 Newsletter

Promoting goodwill and networking between building owners, managers, and contractors. Educating all people involved in the operations of maintaining office buildings.

Have a great summer



The important thing to remember about exercise is to start slow and then gradually taper off.

PLEASE SUPPORT OUR VENDORS. THEY SUPPORT PBMOA

PRESIDENT'S MESSAGE

PBMOA would like to thank everyone who donated, sponsored, volunteered and attended our Monte Carlo Night on April 22nd. With all your generous donations, we were able to raise \$3,500.00 for PAL. We exceeded our expectations for the event and we even had fun doing it. This just proves what a great group of members we have to dig deep in our pockets when we are all facing tough economic times.

We look forward to next year's event and hope to make it even better. These proceeds will be presented to PAL at our June 10th meeting.

Best Regards

Phillip Filippello

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More photos will be posted on the website soon



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Member Updates

Don't forget, we are a networking organization. If you would like to post any information to the newsletter and/or website, please send it to Kirstin Harrington (kharrington@401pmi.om).

Welcome New Members- Thank you for joining and supporting our organization.

Marty Rosica, Hawks & Company- Commercial HVAC & Energy Services

Rob Busby, Busby Supply, LLC-Lighting-Chemicals & Insulation Products

Mike McCullough, County Action Restoration- Water, Fire, Sewer and Mold Mitigation Services

David Rainsford, Associated Steam Specialty Co- Heating and Cooling Supplies

Dean Bianchi, Melrose Enterprises Ltd- Exterior Building Repair Contractor

New positions

Chuck LoMagro- is now with Valcourt Building Services

Christy Metz is now with LWC City

Chris Naughton- Now owns his own company Green Lighting and Paper

Kathy Wilkens is now with Ciminelli Real Estate Corporation



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Congratulations to our golf winners.



1st Place Foursome with a score of 60 (10 under par)

Mike Wersta
Chris Naughton
Greg Baumgardner
Gino Pagatelle

2nd place Foursome with a score of 61 (9 under par)

Pete Brown
Tony Hughes
Jeff Niesseu
Jim Torrance

Most Honest Foursome

Sam Mattei
Bob Crosky
Phil Fillippello
Gary Rubin

Closest to the Pin on #4 – Sam Mattei- 6' 8"

Longest Drive on #13 – Chris Naughton

Close but no car award goes to Bill Criticos - Only 4' 6" away from winning a 2011 Lincoln MKZ



(The ball is next to the leaves. **SO CLOSE.** Sorry Bill)

Thank you to everyone who attended and made this another successful event for PBMOA.
Pictures will be posted soon to the website.



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CUSTOM METAL RESTORATION, INC.

June Blast

June 10th, 2010

1735 Market Street (Mellon Bank Center) Atrium

5:00-8:00 p.m.

Dave Campoli, REIT Management & Research to accept the proceeds from our Monte Carlo Event

This is our final meeting of our calendar year. We will resume meeting in September 2010.

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The business card for Elliott-Lewis features a grey header with the company logo (a stylized 'EL' in a red circle) and the name 'Elliott-Lewis' in a black, sans-serif font. Below the header is a photograph of a city skyline at night, with the text 'RESPONSE YOU CAN DEPEND ON' overlaid in white, bold, capital letters. The bottom section of the card is white and contains the following text: 'Rod McGhee', 'Account Development', '2900 Black Lake Place, Philadelphia PA, 19154', 'rmcghee@elliottlewis.com', 'www.elliottlewis.com', 'phone: 215.698.4404', and 'fax: 215.698.4436'.

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Dear Members,

Below is the ballot list of nominees for 2010/2011 PBMOA session. Please take the time to review the selection, cast your vote and return the ballot. Please fax your completed ballot back to 215-659-9158 or email to Gary Rubin (gary@pleasecallagain.net) by June 4, 2010.

If you are not in agreement with the nominees there is a blank line for an alternate selection.

The new officers and Board will be announced at the June 2010 Dinner Meeting.

Officers

	Yes	No	Alternate
President Phil Filippello REIT Management	_____	_____	_____
Vice President Kirstin Harrington, 401 PMI	_____	_____	_____
Treasurer Todd Smith, Energy Products	_____	_____	_____
Rec. Secretary Joan Stahley, U.S Equities	_____	_____	_____
Fin. Secretary Kayte Faux, Keystone Property	_____	_____	_____

Board

	Yes	No	Alternate
Jeff DeAngelis ,SSH Management	_____	_____	_____
Steve D'Angelo, REIT	_____	_____	_____

Sincerely,

Philip S. Filippello

PBMOA President

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The Four Methods of Decision Making

When you're deciding how to decide, it helps to have a way of talking about the decision-making options available. There are four common ways of making decisions: command, consult, vote and consensus. These four options represent increasing degrees of involvement. Increased involvement, of course, brings the benefit of increased commitment along with the curse of decreased decision-making efficiency. Savvy people choose from among these four methods of decision making the one that best suits their particular circumstances.

Command

Let's start with decisions that are made with no involvement whatsoever. This happens in one of two ways. Either outside forces place demands on us (demands that leave us no wiggle room), or we turn decisions over to others and then follow their lead. We don't care enough to be involved--let someone else do the work.

In the case of external forces, customers set prices, agencies mandate safety standards, and other governing bodies simply hand us demands. As much as employees like to think their bosses are sitting around making choices, for the most part they're simply passing on the demands of the circumstances. These are command decisions. With command decisions, it's not our job to decide what to do. It's our job to decide how to make it work.

In the case of turning decision over to others, we decide either that this is such a low-stakes issue that we don't care enough to take part or that we completely trust the ability of the delegate to make the right decision. More involvement adds nothing. In strong teams and great relationships, many decisions are made by turning the final choice over to someone we trust to make a good decision. We don't want to take the time ourselves and gladly turn the decision over to others.

Consult

Consulting is a process whereby decision makers invite others to influence them before they make their choice. You can consult with experts, a representative population, or even everyone who wants to offer an opinion. Consulting can be an efficient way of gaining ideas and support without bogging down the decision-making process. At least not too much. Wise leaders, parents and even couples frequently make decisions in this way. They gather ideas, evaluate options, make a choice, and then inform the broader population.

Vote

Voting is best suited to situations where efficiency is the highest value--and you're selecting from a number of good options. Members of the team realize they may not get their first choice, but frankly they don't want to waste time talking the issue to death. They may discuss options for a while and then call for a vote. When facing several decent options, voting is a great time saver but should never be used when team members don't agree to support whatever decision is made. In these cases, consensus is required.

Consensus

This method can be both a great blessing and a frustrating curse. Consensus means you talk until everyone honestly agrees to one decision. This method can produce tremendous unity and high-quality decisions. If misapplied, it can also be a horrible waste of time. It should only be used with (1) high-stakes and complex issues or (2) issues where everyone absolutely must support the final choice.

Let's explore which method to use at which time.

When choosing among the four methods of decision making, consider the following questions.

1. *Who cares?* Determine who genuinely wants to be involved in the decision along with those who will be affected. These are your candidates for involvement. Don't involve people who don't care.
2. *Who Knows?* Identify who has the expertise you need to make the best decision. Encourage these people to take part. Try not to involve people who contribute no new information.
3. *Who must agree?* Think of those whose cooperation you might need in the form of authority or influence in any decisions you might make. It's better to involve these people than to surprise them and then suffer their open resistance.
4. *How many people is it worth involving?* Your goal should be to involve the fewest number of people while still considering the quality of the decision along with the support that people will give it. Ask: "Do we have enough people to make a good choice? Will others have to be involved to gain their commitment?"

Source: Crucial Conversations. Patterson, Grenny, McMillan and Switzler. McGraw-Hill, 2002



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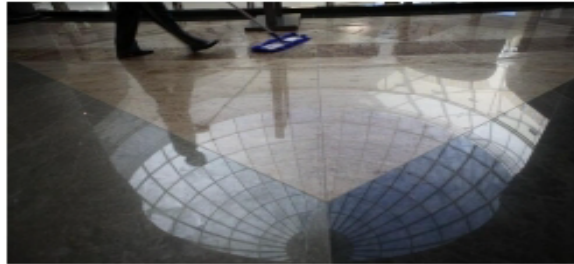
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We hope you are enjoying the electronic newsletter. If there is anything you would like to see added, please let us know. With a "new and improved" website and conversion to a web-based newsletter, PBMOA hopes to be a better resource for news, information, etc. useful to our members. You can also view this newsletter or any prior news letters on our website. If you would like a printed copy mailed to you every month, please contact Joan Stahley at 215-580-7352 or JStahley@septa.org