



## **2019 Year in Review: Bud Hammer, Atlantic Westchester**

December 31, 2019 - Spotlights

Name: Bud Hammer

Company: Atlantic Westchester

What was your greatest professional accomplishment in 2019?

I was able to sell my first comprehensive HVAC service agreement to a long-term client to convert our relationship from a basic maintenance/break-fix relationship to a proactive, all inclusive, pay-one-price relationship where the performance and accountability of what we do is shifted to us.

What was your most notable project, deal, or transaction in 2019?

We replaced four old-style heating/ventilation units with new technology energy recovery ventilators in a vocational school auto shop. It was cutting edge technology and it is very exciting where our industry is headed with efficiency, energy code and ventilation compliance

What are your predictions for commercial real estate in 2020?

2019 in New York was an interesting year due to the Con Edison gas moratorium. The commercial real estate sector will need to adapt to new technology in new construction that doesn't rely on fossil fuel as the primary source of heat. Paying attention to construction quality from design to implementation is more important than ever before because of the complicated nature of systems being installed in new buildings and renovated spaces due to building and energy code requirements. It's an exciting time thanks to a robust economy, however there are some out there still learning the hard way because of their budget-only focus and taking short cuts on infrastructure build out. HVAC systems in buildings can be very expensive – first is the cost to install the systems and then it can be very punishing if it's not designed, installed or maintained properly over the life cycle. The real estate sector seems to be gaining an appreciation for things to be done properly the first time. However, I think we are in the early stages of learning and there will be many more sins committed due to a lack of oversight and accountability which will provide case studies of what to do and what not to do.

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