



FROM THE PRESIDENT

MARCH 2019



By Sheri Simpson
President
Dayton BOMA

With winter in full swing, I am sure you have been kept busy with all the things that winter brings, including cold temperatures, ice, and snow. On a better note, winter also brings BOMA International's Winter Business Meeting, held this year in sunny Miami, Florida. I am thankful for the opportunity to attend as I found many of the sessions not only informative but exciting. I have some data to share as well as some interesting trends.

I am sure we all feel overloaded by technology and communications, but did you know the average person checks emails 74 times a day and switches tasks on the computer 544 times a day?! I find that astounding. It directly impacts whether we do our jobs effectively and efficiently. A good way to declutter your email is to use a good subject line so your recipient knows what the email is about and to have your question in the beginning of the email rather than at the end of a lengthy explanation. If your point is at the end of the email, chances are that the recipient will tire of reading it and close it.

Stefan Swanepoel was our keynote speaker. I have heard him speak twice and his talks are always fascinating. Here's a question for you: What is the difference between technology and fear? About 25 years—a generation. Just think about it. Flying cars probably seem pretty far-fetched to most of us.

However, after seeing a video of a car that transformed into a helicopter-like flying machine, I can almost grasp that it could be a reality. If this does in fact become a reality during my lifetime, the next generation will only think of it as normal. Remember rotary dial telephones? I bet your kids don't know how to use one! Only one generation.

I learned some good ways to retain young talent in our industry is by mentoring, communication, and creating experiences. I heard some great ideas for creating experiences, including meeting at an Apple store to learn new technology together, going to a coffee shop and learning about coffee from a barista, and going to a microbrewery for a tasting and to learn about new beers.

What can we in Dayton BOMA change or do different, to better communicate and connect with each other? Is it the use of new apps to stay connected? Maybe it's taking time for a coffee date. There's nothing like staying in touch in person. That's one of the reasons I love our after-hours events. It is simply a time to relax and connect over appetizers and drinks. No pressure. No business. Just catching up with one another. Join me and let's find new ways to do this.

2019 DAYTON BOMA BOARD OF DIRECTORS



Sharon Rislund, Wes Eversole, Jennifer Shields, Sheri Simpson, Sean Turner, Tony Pinto, Karen Basista, Ryan Zeman (Not pictured: Alan Denny)

UPCOMING SPEAKERS AND EVENTS

March 12th – Theresa Busher, Public Affairs Specialist with the Social Security Administration will be joining us as our guest speaker in March. We will be meeting at the Kohler Center in Kettering.

April 9th – Our April membership luncheon will be held at the Kohler Center in Kettering. Our speaker this month will be Julie Sullivan, Executive Vice President of Regional Development with the Dayton Development Coalition.

May 1st–3rd – BOMA International Medical Office Buildings + Healthcare Real Estate Conference to be held in Minneapolis, Minnesota.

May 8th – BOMA Ohio Advocacy Day to be held at The Statehouse in Columbus. Look for more details in the coming months.

June 22nd–25th – BOMA International Annual Conference & Expo to be held in Salt Lake City, Utah.

July 29th – Dayton BOMA 34th Annual Golf Outing to be held at Walnut Grove Country Club. 9am shotgun start.

OUR MISSION

To advance a vibrant, commercial real estate industry through advocacy, influence and knowledge.



DAYTON BOMA BOARD

President: Sheri Simpson
Vice President: Karen Basista
Past President: Sean Turner
Secretary/Treasurer: Sean Turner
Principal Director: Tony Pinto
Principal Director: Sharon Rislund
Principal Director: Jennifer Shields
Associate Director: Alan Denny
Associate Director: Wes Eversole
Associate Director: Ryan Zeman

2019 COMMITTEE CHAIRS

Membership: Karen Basista
(937) 956-7832
karen.basista@culmenservices.com

Government Affairs: Dave Wallace
(937) 865-7084
david.wallace@reedelsevier.com

Newsletter: Nancy Ferrara
(937) 299-2662
nancy@bomadayton.org

Programming & Education:
Nancy Ferrara
(937) 299-2662
nancy@bomadayton.org

Community/Membership Interaction:
Nancy Ferrara
(937) 299-2662
nancy@bomadayton.org

Emergency Preparedness: Becky Edgren
(937) 401-9700
bedgren@puroclean.com

 bomadayton.org

DID YOU KNOW?

The Building Owners and Managers Association (BOMA) International is a federation of 88 BOMA U.S. associations and 18 international affiliates.

Founded in 1907, BOMA represents owners and managers of all commercial property types including 10.5 billion square feet of U.S. office space that supports 1.7 million jobs and contributes \$234.9 billion to the U.S. GDP.

Its mission is to advance a vibrant commercial real estate industry through advocacy, influence and knowledge.

Learn more at boma.org.

KEY FACTS ABOUT INFLUENZA (FLU)

Flu Symptoms

Flu can cause mild to severe illness, and at times can lead to death. Flu usually comes on suddenly. People who have flu often feel some or all of these symptoms: fever*, cough, sore throat, runny or stuffy nose, body aches, headache, chills, fatigue and sometimes diarrhea and vomiting (*not everyone with flu will have a fever.)

How Flu Spreads

Most experts believe that flu viruses spread mainly by tiny droplets made when people with flu cough, sneeze or talk. These droplets can land in the mouths or noses of people who are nearby. Less often, a person might get flu by touching a surface or object that has flu virus on it and then touching their own mouth, nose or possibly their eyes.

Period of Contagiousness

You may be able to pass on flu to someone else before you know you are sick, as well as while you are sick. People with flu are most contagious in the first 3-4 days after their illness begins. Some otherwise healthy adults may be able to infect others beginning 1 day before symptoms develop and up to 5 to 7 days after becoming sick. Children and people with weakened immune systems might be able to infect others with flu viruses for an even longer time.

Onset of Symptoms

The time from when a person is exposed and infected with flu to when symptoms begin is about 2 days, but can range from 1 to 4 days.

Complications of Flu

Complications of flu can include bacterial pneumonia, ear infections, sinus infections and worsening of chronic

medical conditions, such as congestive heart failure, asthma, or diabetes.

People at High Risk from Flu

Anyone can get flu and serious problems related to flu can happen at any age, but some people are at high risk of developing serious flu-related complications if they get sick. This includes people 65 years and older, people of any age with certain chronic medical conditions (asthma, diabetes, or heart disease), pregnant women, and children younger than five years.

Preventing Seasonal Flu

The first and most important step in preventing flu is to get a flu vaccine each year. Flu vaccine has been shown to reduce flu related illnesses and the risk of serious flu complications that can result in hospitalization or even death. CDC also recommends everyday preventive actions (like staying away from people who are sick, covering coughs and sneezes and frequent handwashing) to help slow the spread of germs that cause respiratory (nose, throat, and lungs) illnesses, like flu.

Modern ENTRANCE SYSTEMS, INC.

SALES & SERVICE

WE SERVICE ALL MAKES OF AUTOMATIC, MANUAL, SWINGING, SLIDING, OR REVOLVING DOORS

24 HOURS – 7 DAYS

 **besam**

 **IR Schlage Wyreless Access**

 **BEA**
We open up New Horizons

VON DUPRIN

DOR-O-MATIC



AAADM
Certified Inspectors
American Association of
Automatic Door Manufacturers

"SERVICING THE DAYTON & CINCINNATI AREAS SINCE 1958"

513-241-1565
CINCINNATI



937-431-8141
DAYTON

MEMBER HIGHLIGHT



Jennifer Shields is the Operations Manager for VisCap Development, the property management group for Austin Landing. She has been

an integral part of Austin Landing working with construction, leasing and property management since the beginning of the development while working with RG Properties.

Jennifer has an Associates of Applied Science focused in Paralegal Studies from Sinclair Community College.

Jennifer lives in Beavercreek with her fiancé Jim and they are planning a May 4, 2019 wedding. In her free time, Jennifer enjoys spending time with her children, Abigail and Hunter, and her granddaughter Zoe. She also enjoys long rides on the back of her fiancé's motorcycle and traveling to new destinations.

BOMA AND BOMI TO LAUNCH NEW PROPERTY MANAGEMENT CERTIFICATION AND EDUCATION PARTNERSHIP

The Building Owners and Managers Association (BOMA) International and BOMI International, the Independent Institute for Property and Facility Management Education, announced plans to create a new "early-career" certification for commercial property managers and to partner together to produce and market online education for the commercial real estate industry. The announcement was made at BOMA International's Winter Business Meeting in Miami on January 21.

The two organizations formed an independent certification institute to develop and administer a certification exam for early career commercial property managers and entered into a separate partnership to jointly develop industry education to support the certification and other industry training needs. The certification and the first product offering under the new partnership will launch this summer.

According to BOMI Chair Howard Arndt, RPA, president & CEO of Fieldstone Management, "Over the past couple of years, BOMA and BOMI completed extensive research and industry outreach that confirm the need for early-career certification and timely, topical education. Our two new initiatives establish skill-competency standards that represent the voice and needs of the property management profession while supporting a coordinated business model for developing and delivering industry education."

BOMA International Chair and Chief Elected Officer Brian Cappelli, BOMA Fellow, RPA, vice president of Asset Management for GBX Group LLC., reports that the BOMA and BOMI boards have enthusiastically endorsed these initiatives and have committed financial and other resources to support the work, including an online learning platform. "This is a top priority for both organizations," Cappelli said.

The certification exam addresses key knowledge, skills and abilities based on a competency model for property managers recently completed by BOMA and BOMI. The certification institute's Board of Managers will oversee the certification program and is finalizing exam eligibility and other requirements. The online exam will be offered at testing centers throughout the U.S. and internationally.

The second initiative, BOMA and BOMI's education partnership, builds on a strong history of providing timely, high-quality education to commercial real estate professionals—through BOMI's renowned designations and certificate programs and BOMA's indispensable topical education on important industry issues and trends. Scheduled to be released this summer, the first program under the new partnership will prepare candidates for the new property management certification. Four additional learning products will follow over the next four to five years to support industry training needs and demands.

Courses will be delivered online through a career portal and learning platform, jointly supported by BOMA and BOMI. The two organizations will continue to produce and offer other education independently, including BOMI's suite of designation and certificate programs and BOMA's conferences and webinars, while taking advantages of opportunities to cooperate where it makes sense.

"We see this collaboration as a critical move for BOMA and BOMI as we respond strategically to changes in market demand for lifelong learning," Cappelli said. Arndt and Cappelli agree the new initiatives between the two organizations will result in greater efficiency in their operations, ensure competitive pricing and greatly improve speed-to-market, while enhancing the learner experience through online education.

Delivering on the Promise of Clean
Since 1982

Sonshine
Commercial Cleaning

Office Cleaning
Medical Facilities & Doctors' Offices
Terminal Cleaning • Surgical Centers
Churches • Schools • Universities



- Tile & Grout Cleaning
- Strip & Wax Floors
- Carpet Cleaning
- Construction Cleanup

Serving
Dayton &
the Miami
Valley



CINCINNATI

DAYTON

513-933-8161 • 937-438-1280

www.sonshinecleaning.com

PRINCIPAL MEMBER OF THE YEAR:

Frank Bullock with NuVasive



Congratulations to Frank Bullock on receiving our *Principal Member of the Year* award for 2018.

Frank has been a member of

BOMA for the past 12 years, eight of which have been as a board member. He stepped up this year when asked to join the board just after starting his new job and then again when we needed someone to fill the Secretary/Treasurer's position. He's attended the majority of both our board meetings and membership luncheons.

Frank retired from NuVasive at the end of November 2018 and moved to Florida. The BOMA Board presented him with his gift at our November board meeting.

Frank, THANK YOU for all of the support you've shown us over the past 12 years!

ASSOCIATE MEMBER OF THE YEAR:

Alan Denny with Modern Entrance Systems



Congratulations to Alan Denny on receiving our *Associate Member of the Year* award for 2018.

Alan has been an active

member since joining Dayton BOMA 30 some years ago and has been one of our biggest supporters. He's consistently been a sponsor of our golf outing and has hosted a Breakfast & Learn, as well as some of our after hours events.

Please join us in congratulating Alan Denny with Modern Entrance Systems as our Associate Member of the Year.

Alan, THANK YOU for your continued support of Dayton BOMA!

25 FUN FACTS ABOUT MARCH MADNESS

1. Your odds of filling out a perfect bracket are not good. In fact, they are lower than your odds of winning the lottery, getting struck by lightning, and having a boa constrictor emerge through the pipes in your toilet all on the same day. WalletHub says your chances of nailing every pick are 1 in 9.2 quintillion!

2. The NCAA tournament may be the ultimate time-burgler. WalletHub estimates that hourly corporate losses will amount to roughly \$1.9 billion as a result of workers whose productivity has been diverted by March Madness.

3. The NCAA says it doesn't want you to gamble on your bracket. Its official policy position is that "Fantasy leagues, March Madness brackets, sports pools, online sports bets and sports parlay cards are all forms of sports wagering. If you put something at risk, such as an entry fee, for an opportunity to win something in return, you violate the NCAA sports wagering bylaws."

4. No bottom seed has ever unseated a top seed in the first round. Everybody wants to look like a huge smarty-pants by correctly picking a No. 16 over a No. 1, but it is an act of hubris. *Update: At the time of writing, this was totally true. But no longer, and kudos to the prognosticators out there who pegged the 16th seeded University of Maryland-Baltimore County Retrievers to topple top-seeded University of Virginia in the first round of the 2018 tournament. Incidentally, I wasn't among them. My bracket is a post-apocalyptic wasteland.

5. The lowest seed ever to win the tournament was the #8-ranked Villanova. The Wildcats took home the coveted net in 1985. The very next year, 11th seeded LSU became the lowest seed to crack the Final Four. That feat was repeated by George Mason in 2006 and VCU in 2011.

6. 2008 may hold the record for being the most predictable tournament ever. It is the only time that all four No. 1 seeds—

Kansas, North Carolina, UCLA, and Memphis—locked horns in the Final Four.

7. The phrase "March Madness" was first coined in connection with the NCAA in 1982 when sportscaster Brent Musburger uttered it during his tournament coverage. The phrase was ultimately at the center of a 1996 legal entanglement with the Illinois High School Boys Basketball Championship, which had been using it since 1939. The court proceedings led to the highly unusual decision granting each party its own separate rights to the "dual use trademark."

8. 1939 was also the inaugural year of the NCAA tournament. Only eight teams competed for the title, with the Oregon Webfoots emerging victorious over the Ohio State Buckeyes.

9. Though it is regarded today as the consolation bracket, the National Invitation Tournament (NIT) predates the NCAA by one year and was seen by many as the superior of the two tournaments well into the 1950s. In fact, between 1943 and 1945, the respective winners of the NIT and NCAA tournaments faced off against one another in order to secure a true national championship title.

10. Until the mid-1950s, teams were permitted to participate in both the NIT and NCAA tournaments. City College of New York is the only school to land titles in both brackets, accomplishing the singular feat in 1950.

11. New York College won both tournaments in 1950, but unfortunately, you couldn't call New York College's dual victory a distinction. The following year, four of the program's players were arrested in a point-shaving scandal that ultimately implicated 30



RIECK

SERVICES

EARNING YOUR TRUST SINCE 1892

Building and Maintaining Facility Systems

Dayton, OH (937) 274-1987

Lima, OH (419) 228-0264

www.rieckservices.com



players at seven schools.

12. Notre Dame shooting guard Austin Carr set a tournament game record by sinking 61 points in a first round matchup with Ohio. No player has since threatened that record. NBA Hall of Famer David Robinson came closest in his Navy days with 50 points during a 1987 contest.

13. University of Michigan's all-time scoring leader, forward Glen Rice holds the record for points scored in a single tournament at 184, a mark he set in 1989. Duke power forward Christian Laettner owns the career record for 407 points scored across 23 tournament games. Certainly, the most famous of these points was his buzzer-beater to secure the 1992 championship over Kentucky.

14. If you're a fan of defense, you would not have been impressed with the 2nd round 1990 matchup between LMU and Michigan. The two combined for a 149-115 score, the highest total in tournament history.

15. The University of North Carolina holds the record for the worst loss in tournament history. The Tar Heels are widely recognized for their historical excellence but they also hold this ignominious distinction. In 1941, they set a record for ineffectiveness which still stands, logging a humiliating 20 points in a losing effort against Pittsburgh in that year's East Regional Semifinals.

16. Indiana boasts the youngest head coach to win a national title. When head coach Emmett "Branch" McCracken guided the Indiana Hoosiers to a championship in 1940, he wasn't that far out of college himself. At 31, he became the youngest man ever to coach toward a national title. He led his team to another title in 1953.

17. Only three men can claim champion status as both player and coach: Joe B. Hall registered both achievements with Kentucky, the tempestuous Bob Knight with Ohio State and Indiana respectively, and the venerable Dean Smith, first on the court with Kansas and subsequently on the sideline with North Carolina.

18. Only one coach has ever won both championships in the NCAA and NBA—current Southern Methodist University play-caller, Larry Brown who did it with the Kansas Jayhawks in 1988 (NCAA) and the Detroit Pistons in 2004 (NBA).

19. Though the tournament has been held for almost 80 years, only 35 schools have ever won the top prize.

20. Incredibly, no #5 seeded team has ever won a championship. Only Butler (2010), Indiana (2002), and Florida (2000) have risen from that humble ranking to the title game. None were victorious.

21. The University of Connecticut is the only school to have fielded men's and women's national championship teams in the same year... and they've done it twice! The Huskies ran the table in 2004 and 2014.

22. Prior to this year, the tournament has been played 77 times and the University of Kentucky has been invited 55 times. 17 of these appearances have ended in Final Four berths and eight in championships.

23. Marquette and Kentucky have faced off 10 times in the tournament's history. Amazingly, in spite of Kentucky's eight championships and Marquette's lone 1977 title, the Golden Eagles hold a tournament edge on the Wildcats by a record of 6-4.

24. Kentucky is pretty good but with 11 titles, UCLA is the tournament's most decorated champion. Ten of those titles were earned under legendary coach John Wooden, and seven of them came in a row. UCLA was the only college to top the ladder between 1967-1973.

25. Americans will eat a lot of pizza and drink a lot of beer in March. We all now who the real winners are. According to WalletHub, while American beer companies produce an average of 14 million barrels a month, that number will bloat to somewhere between 17-18 million barrels in March. Pizza orders also increase by 19%.



MEMBER HIGHLIGHT

Tom Gigliotti began his career with DeBra-Kuempel in 2017 as a Sales Executive covering the Dayton/Springfield markets selling



HVAC preventive maintenance, electrical, pipefitting and plumbing. He received his bachelor's degree from the Franklin University.

Tom and his wife Kim have three adult children. In his spare time, Tom enjoys spending time golfing, attending college football games and most importantly, enjoying his children and grandchildren.

NEW MEMBER REBATE PERIOD OPENS MARCH 1

Now is the perfect time to sign up for BOMA's



Home Depot member rebate program. BOMA members participating in the Home Depot member rebate program have received rebate checks totaling **\$4 million** for purchases made through the program this past year. If you're not already participating in this exciting opportunity, it's easy to sign up to earn a **2 percent annual rebate** on all qualifying in-store and online pre-tax purchases of thousands of products in Paint, Janitorial, Flooring, Plumbing, Electrical and more, plus other special savings and services, such as dedicated support, delivery, competitive pricing and volume discounts.

There is **no cost to enroll** in the program. Rebates are distributed annually, and **annual purchases must total a minimum of \$25,000 to qualify**. **The new rebate period starts March 1** and extends through February 29, 2020.

Enroll now and start earning money on your company's Home Depot purchases. Be sure to **enter the program code BOMA** when you register.

Go to **boma.org/BOMA/About-BOMA/MemberSavingsPrograms**.

DAYTON BOMA MEMBERS GIVE OF THEIR TIME AT THE FOODBANK

Our February membership luncheon was held at The Foodbank on Armor Place in Dayton. What a great turnout! We enjoyed lunch, took a tour of the facility and packed 220 weekend meal packs that went out the following weekend to children struggling with hunger. Additionally, our members donated 471 pounds of food (392 meals) as they walked in the door.



Stats on Hunger

- 1 in 6 people in the Miami Valley struggle with hunger (120,040 people)
- 1 in 5 children in the Miami Valley struggle with hunger (34,650 children)
- A household is food insecure if there is not access, at all times, to enough food for a healthy life for all household members (USDA definition)

Stats on The Foodbank in Dayton

- The Foodbank relieves hunger in Montgomery, Greene, and Preble

counties of Ohio through a network of partner agencies by acquiring and distributing food. With the strength of bringing together over 100 partners, they are providing healthy food to families, seniors, and children, because no one should go hungry.

- Last year, The Foodbank distributed nearly 13 million pounds of food
- It has been The Foodbank's mission to address food insecurity locally since 1976

- While The Foodbank focuses on their tri-county service area, they have helped with national disaster relief, most recently with the effects of the hurricanes in 2018 along the East Coast and in 2017 in Texas, Florida, and Puerto Rico
- The Foodbank works closely with a network of 11 other food banks in Ohio and 200 food banks in the United States

THE DEFINITIVE RESOURCE FOR THE INDUSTRIAL SECTOR

Industrial properties are built on a foundation of data. But if you're only looking at the numbers from your own property, you're not getting the whole story. Without context, these facts and figures—rental rates, operating expenses, occupancy—don't tell you much about how well your property is operating in comparison to its competition.

BOMA International's annual **Industrial Experience Exchange Report** gives you the context you need to make this data work for you.

The Industrial EER is the commercial real estate industry's only benchmarking resource for the industrial sector. With the information found in this report, you can:

- Evaluate and refine operational strategies;
- Maximize industrial asset performance;
- Demonstrate to owners and tenants how operating expenses compare to the market average;
- Identify trends in local, regional and national markets with historical data; and more!

With data collected from thousands of industrial properties across more than 100 U.S. markets, the 2018 Industrial EER offers valuable sector-specific information, including:

- Income (Base rent, pass-throughs, operating expense escalations, etc.);
- Expenses (Exterior building maintenance, management fees, amortizable capital expenditures, etc.);
- Average square footage per tenant and tenant employee; and
- Occupancy data.

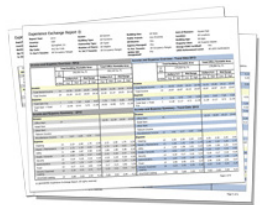
Create Your Own Customized Reports

Since no two industrial properties are exactly alike, the Industrial EER's advanced online database allows subscribers to design customized reports by building type, by lease type, by location and even by property characteristics such as size or age to ensure the benchmarking

information you access best speaks to your individual property.

Whether you own, manage or occupy a bulk warehouse, a distribution center, a manufacturing facility, R&D or lab space, a call or data center, a cold storage facility or flex space, only the Industrial EER has the data you need to remain competitive in the fast-growing industrial marketplace.

To subscribe now, go to eer.boma.org.



Dora Weis

Business Development Executive
Building Technologies & Solutions

Johnson Controls
9685 Cincinnati-Dayton Rd, West Chester, OH 45069, United States
Cell +1 937 760 4386 Direct +1 513 342 9018
dora.weis@jci.com
www.johnsoncontrols.com

AFTER HOURS NETWORKING EVENTS



We'd like to thank Alan Denny and Modern Entrance Systems for sponsoring our November After Hours Event at Jimmy's Italian Kitchen.

What a great time!

Thank you to Bryan Woods and CertaPro Painters as well for sponsoring our January After Hours Event at Lock 27 on the Dayton Dragons Plaza. Another great night

to enjoy the company of friends and colleagues.

If you weren't able to join us in November or January, stay tuned for more information on our next After Hours Event to be held in April. As soon as the details are worked out, Nancy will be sure to let you know.

If you're interested in sponsoring an After Hours Event, please give Nancy a call at (937) 299-2662.

SAFEGUARDING ENERGY STAR FOR COMMERCIAL BUILDINGS

Reviewing ENERGY STAR Changes – A Conversation with Commercial Real Estate

Now that the new 1-to-100 ENERGY STAR building scores are live in Portfolio Manager, BOMA International is working with EPA as it undertakes a review of the update and solicits feedback. BOMA participated in a conference call with EPA and NAIOP to go over the new changes.

Established in 1992, under the George H.W. Bush Administration, ENERGY STAR® is a voluntary program that is currently used by over 450,000 commercial buildings, representing over 40 billion square feet of property, to track and improve a building's energy use, water consumption, and waste output. The program and its related tool, Portfolio Manager® is ingrained in today's real estate business models and operational practices. While ENERGY STAR typically receives widespread bi-partisan support, President Trump has proposed eliminating the program in the FY18 budget. Much of the debate around ENERGY STAR has been centered around the appliance application, but the commercial building recognition and performance tools are a large component of the program's focus and utility.

BOMA, a 10-time ENERGY STAR Partner of the Year award winner, strongly supports the ENERGY STAR buildings program. ENERGY STAR is an example of how the private sector can leverage EPA's tools to increase energy efficiency and reduce building operating costs. BOMA is currently using the program as the basis of utility calculations for our Water and Waste Challenge. This important private sector challenge supports commercial real estate practitioners to benchmark their water and waste consumption and related costs with the goal of changing operational practices in the built environment. ENERGY STAR fosters high performance in U.S. buildings, helps create jobs in the energy efficiency field, improves the nation's energy security—and saves money for families and businesses.

- EPA's data shows that 85% of consumers recognize ENERGY STAR as a trustworthy brand. More than 7,400 partner organizations, including 57% of the Fortune 100® participate in the ENERGY STAR program.
- An estimated 2.2 million jobs are attributed to employment in the energy efficiency field.
- In 2015 alone, U.S. businesses cumulatively saved \$3.4 billion on utility bills through the ENERGY STAR buildings program. Families and businesses have saved more than \$430 billion dollars in utility bills since the program's start.

We urge Congress to maintain the program's funding at its historic levels in future budgets. Additionally, we believe that ENERGY STAR should continue to be administered by the EPA and not moved to another agency.

For more information please contact: John Bryant, Vice President of Advocacy, Codes and Standards, BOMA International, (202) 326-6323, jbryant@boma.org.



LOCAL ROOFING EXPERTS
COMMERCIAL • INDUSTRIAL • INSTITUTIONAL

TROY SPRINGFIELD CELINA ST. HENRY COLUMBUS

888.236.4954
WWW.OIROOFING.COM



MEMBRANE ROOF
COLUMBUS, OH



LIVE GREEN ROOF | FT. WAYNE, INDIANA



MEMBRANE ROOF | WAPAKONETA, OH



ASK ABOUT OUR PREVENTATIVE MAINTENANCE PROGRAM!

2019 FEDERAL LEGISLATIVE UPDATE

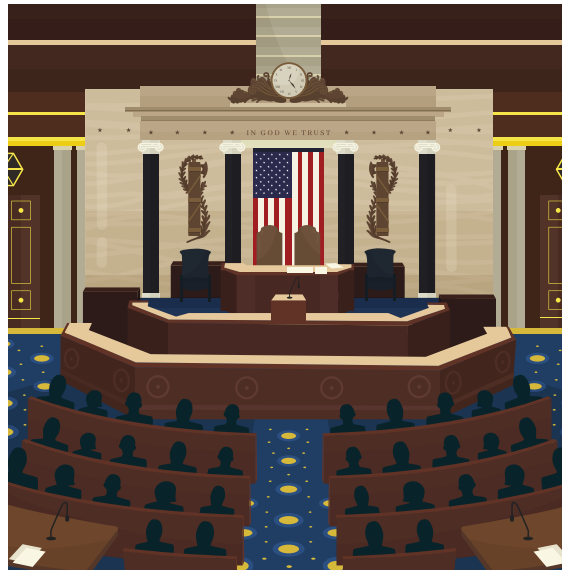
On Capitol Hill, 2018 concluded much as it started, with political posturing from both sides of the aisle. Despite the post-midterm election legislative stalemates that are typical in campaign years in the U.S., BOMA International was able to achieve progress on several legislative issues on behalf of its members. Last year's successes included preserving the ENERGY STAR® program in the appropriations process; testifying before Congress on the importance of extending the Energy-Efficient Commercial Buildings Tax Deduction, known as 179D; and getting legislation passed on Americans with Disabilities Act (ADA) lawsuit reform in the U.S. House of Representatives.

Despite this progress, several key items will need to be taken back up in 2019. This includes the long-term extension of 179D and correcting a key drafting error in the recent major tax reform legislation, the Tax Cuts and Jobs Act of 2017. Although previously given a permanent 15-year life in 2015, depreciation on qualified leasehold improvements—now referred to as “qualified improvement property” (or QIP)—reverted to a 39-year timeline due to an unintentional error in the language of the bill. Although both items had broad bipartisan support and were not considered controversial, they became casualties of year-end politics as members of Congress fought on unrelated matters.

At the start of 2019, election politics have already begun again with many lawmakers looking to 2020. Democrats picked up 41 seats in the House of Representatives during the 2018 midterm elections, giving them control of the chamber. In a divided Congress, both parties will need to work across party lines to get legislation passed—a daunting task in the current fractured political climate. Capitol Hill currently remains deadlocked over a disagreement on funding a wall at the border with Mexico, as the federal shutdown—the longest in U.S. history—heads into its fourth week.

This year, BOMA International also will continue to work towards encouraging Congress to increase investment in U.S. infrastructure and pass legislation that will curb “drive-by” lawsuits related to the ADA (visit the Advocacy section of the website for more information). BOMA International’s advocacy team will also work towards the renewal of the Terrorism Risk Insurance Act (TRIA), which creates a federal backstop for insurance claims related to acts of terrorism. The act is currently scheduled to expire in 2020 and needs to be extended to avoid lapses in coverage.

With the support of BOMA local associations and the grassroots efforts by BOMA members, BOMA International’s advocacy team will continue to work with legislators from both parties in 2019 to pass critical legislation to support the commercial real estate industry.



REFRESH. RENEW. REENERGIZE.

937-572-3478 | dayton.certapro.com

Bryan Woods | bwoods@certapro.com

866-300-6258

Each CertaPro Painters® business is independently owned and operated.

CertaPro Painters®
★★★★★

IN RECOGNITION

The Dayton BOMA Board would like to recognize the following individuals as longtime members of Dayton BOMA.

11 YEARS

Frank Bullock, NuVasive
Mark Sinex, CBRE

13 YEARS

Shawn Bone, U.S. Lawns

16 YEARS

Jim Houtt, Merchants Security
Bill Mangus, Securitas Security
Sharon Rislund, Culmen Real Estate Services

25 YEARS

Mike Houser, Houser Asphalt & Concrete
Dave Wallace, Reed Elsevier

31 YEARS

Karen Basista, Culmen Real Estate Services

36 YEARS

Alan Denny, Modern Entrance Systems

2018 HOLIDAY LUNCHEON



We would like to thank the Stivers School for the Arts, Chamber Choir, for providing entertainment at our holiday luncheon in December.

The Chamber Choir is under the direction of Mrs. Paula Powell.



STRONG THIRD QUARTER GROWTH FOR THE BOMA 360 PERFORMANCE PROGRAM

The Building Owners and Managers Association (BOMA) International conferred the BOMA 360 Performance Program® designation upon dozens of properties in the third quarter of 2018, including significant portfolio submissions from the Howard Hughes Management Services Company and MC Realty Group.

The BOMA 360 Performance Program evaluates commercial properties in six major areas: building operations and management; life safety/security/risk management; training and education; energy; environment/sustainability; and tenant relations/community involvement. Since the program's inception in 2009, nearly 2,000 designations have been conferred in more than 70 markets worldwide, totaling more than half a billion square feet of commercial space. Earning a BOMA 360 designation offers buildings tangible results, measured through higher tenant retention and satisfaction scores, higher rental rates and documented operations and management savings and efficiencies as reported in designee surveys and by Kingsley Associates.

"The steady growth of the BOMA 360 program speaks to the value it offers—both to individual properties and to company portfolios," said BOMA International Chair Brian D. Cappelli, BOMA Fellow, RPA, vice president of Asset Management for GBX Group LLC. "A wide variety of buildings all over the world are benefiting from the higher tenant satisfaction scores, higher rental rates and lower vacancy rates associated with achieving the BOMA 360 designation."

To view the buildings that have received the BOMA 360 designation, visit the BOMA 360 building listings web page. For more information about the BOMA 360 Performance Program, visit boma.org/BOMA360.



FLOOR STANDARDS QUESTIONS AND REQUESTS FOR INTERPRETATION

BOMA International has endeavored to make its floor measurement standards as clear and universally applicable as possible. It is inevitable that some business-related or architectural peculiarities may not be directly addressed by a BOMA floor measurement standard. In such cases, questions may arise on the proper interpretation of a BOMA standard.

Requests for interpretation must be submitted in writing to BOMA International by sending an email to floorstandards@boma.org. The Interpretations Subcommittee of the BOMA International Floor Measurement Standards Committee will review all requests for interpretation. Interpretation requests will receive a written response within 10 business days, and all interpretations will be posted to the BOMA International website. Note: The Interpretations Subcommittee will address questions of interpretation only. Neither the Interpretations Subcommittee nor BOMA International will respond to general questions that are addressed within the standard itself or provide consulting services.

For questions or assistance, you may contact a member of the BOMA International Standard Methods of Floor Measurement Committee listed below.

- American Building Calculations: abccalc.biz
- Extreme Measures Inc.: xmeasures.com
- Gensler: howbigismybuilding.com
- PACE Compumetrics: pacecompumetrics.com
- Stevenson Systems: stevensonssystems.com



Schindler

Schindler Elevator Corporation

Kathy Schibi

Account Representative

5426 Duff Drive
Cincinnati, OH 45246-1323
Tel. 513 341 2596
Fax 513 341 2601
kathy.schibi@us.schindler.com
www.us.schindler.com

YOUR PORTAL TO COMMERCIAL REAL ESTATE

Your membership through BOMA/Dayton already gives you access to great insights into your local market and networking with your peers—it also gives you access to a global perspective through BOMA International. BOMA International expands your commercial real estate universe by providing you a peek into national and international trends, a global business network and additional industry resources that complement your local offerings.

With the launch of the new BOMA International website last year, you now have access to all of these great resources in one easy-to-use place: **BOMA.org**. The redesigned BOMA International website features simplified navigation, more graphics and a responsive design for viewing on all browsers and all devices—desktops, laptops, tablets and smartphones. Check out the new BOMA.org and explore the latest news, programs, tools and more. And don't miss the new *myCommunities*, your online portal to access BOMA International's committees. Enjoy virtual networking and collaboration with thousands of fellow BOMA members around the world and find topic-specific discussions and resources.

To take full advantage of the new BOMA.org experience, you must first sign in with your BOMA International user name and password. If you don't know your user name or need to reset your password, visit the BOMA.org sign in page for more information. If you have any questions or need help resetting your password, please contact website@boma.org.

Be sure to check back in with BOMA.org often for the latest articles, information and resources that enhance your BOMA membership!



EMERGENCY PREPAREDNESS: KNOW YOUR RISK

Property damage to our buildings can be costly on several levels: repair expenses, loss of business, negative public relations and/or media coverage, bodily injury... the list goes on and on. While we may not be able to prevent events from occurring, it does make sense to understand the potential risks so that plans can be developed to mitigate as much risk as possible. Let's review some of the most common scenarios as reported by various Insurance carriers:

Burglary and Theft

About 20% of small businesses file burglary and theft claims. How frequently do you walk your buildings with the intent of identifying security concerns and then discussing these with tenants?

Water and Freezing Damage

Ohio has unpredictable weather and temperatures can change drastically in hours. Approximately 15% of small business owners file claims related to water and freeze damage at an average cost of \$17,000 per issue. Make sure heat settings are appropriate for the building and the outside temperature. While lowering the heat may make energy sense during moderate winter conditions, during extreme temperatures and high winds increasing the heat adds a simple layer of protection.

Wind and Hail

Too often the only time roofs and siding are inspected is once an internal leak is found. A more effective solution is to have maintenance crews inspect roofs, siding and exterior conditions both before and after severe storms.

Fire

Fire claims can be the most costly and devastating for any property. Surprisingly, cooking fires in businesses is one of the most common causes of fire. Have you discussed basic cooking safety with tenants? It

may sound silly, but in an environment where so many have access to cooking appliances when "everyone is responsible, no one is responsible." Insure kitchens have fire extinguishers readily available and occupants know how to effectively use them.

Customer Slips and Falls

Most Emergency Preparedness Plans don't even discuss "slips and falls" but if serious, these issues can be extremely costly with devastating effects. Ensure someone is paying attention to walkways, parking lots, mats and rugs and making necessary repairs sooner rather than later.

Taking care of routine building repairs can have a huge impact on reducing risk and cost and should be included in your Emergency Preparedness Plan.

CONGRATULATIONS!



Congratulations to Ryan and Caryn Hoffman on the birth of their second child, Hannah Barbara Hoffman! Hannah Barbara was born on Thursday, December 20th of 2018. She weighed in at 7 pounds, 9 ounces and 20.5" long.

Hannah's big brother is Thomas. Ryan is with Heapy Engineering.

Caitlin Calabria
Account Manager

Otis Elevator Company
321 S. Main Street
Dayton, OH 45402
Tel: 937.222.4669
Cell: 937.416.9774
Fax: 937.222.8582
Caitlin.Calabria@otis.com
www.otis.com



NEW DATA IDENTIFIES MOST & LEAST EXPENSIVE OFFICE MARKETS IN THE U.S.

The Building Owners and Managers Association (BOMA) International, using the data found in its 2018 Office Experience Exchange Report (Office EER), has compiled a list of the most and least expensive private sector office markets in the United States based on total operating expenses.



Total operating expenses incorporate all expenses incurred to operate office buildings, including utilities, repairs and maintenance, roads and grounds, cleaning, administration and security. New York City tops the list at \$12.95 per square foot (psf), followed by San Francisco at \$11.85 psf and Washington, D.C at \$11.43 psf. Boston appears on the list for the first time in five years, and Oakland, California, is also a newcomer to the list—likely driven by the high cost of nearby San Francisco. At the opposite end of the spectrum, Salt Lake City takes the top spot as the market with the lowest operating expenses. At \$6.02 psf, Salt Lake City is less than half the cost of New York, the most expensive city. Nashville, Tennessee, and Orlando, Florida, hold the second and third positions on the list, respectively, with operating expenses only \$0.01 psf apart. Overall operating expenses saw a moderate increase, as the industry continues to support a strong labor market.

Five Most Expensive Office Markets –

Total Operating Expenses:

1. New York City, New York \$12.95 per square foot (psf)
2. San Francisco, California \$11.65 psf
3. Washington, D.C. \$10.94 psf
4. Boston, Massachusetts \$10.24 psf
5. Oakland, California \$9.87 psf

Five Least Expensive Office Markets –

Total Operating Expenses:

1. Salt Lake City, Utah \$6.08 per square foot (psf)
2. Nashville, Tennessee \$6.14 psf
3. Orlando, Florida \$6.15 psf
4. Phoenix, Arizona \$6.25 psf
5. Cincinnati, Ohio \$6.34 psf

The Office EER provides critical insight into the performance of the office sector with more data than any comparable source in the industry. With extensive historical information, the Office EER allows users to conduct multi-year analysis of single markets, as well as generate customized reports based on various building characteristics and property types, such as medical office buildings, corporate facilities and government buildings. Both the Office EER and its companion report for the industrial sector, the Industrial Experience Exchange Report (Industrial EER), consist entirely of voluntarily reported data from commercial property owners and managers. Reports are easily downloadable as both Excel and PDF documents, and a subscription grants unlimited access; there's no limit to the number of reports users can generate. For more information and to subscribe to the 2018 Office EER and Industrial EER, visit eer.boma.org.

MAKE YOUR MARK

WE'LL SHOW YOU HOW!



OREGONPRINTING.COM
LET US HELP YOU MAKE YOUR MARK.
DAYTON, OH 937-222-9418

Celebrating Our 48th Year

www.houserasphaltconcrete.com

Asphalt & Concrete

New Installation & Maintenance

Driveway Parking Lot

Sidewalk & Steps

Approaches & Drainage

Sealcoating

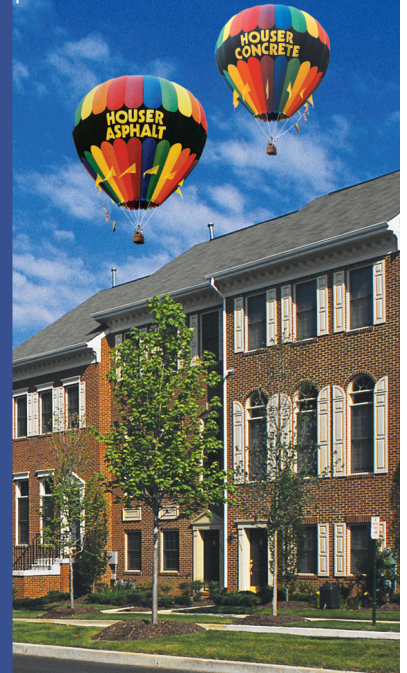
Repairs & Striping

We are Licensed & Bonded

937-223-9207

1-800-319-1114

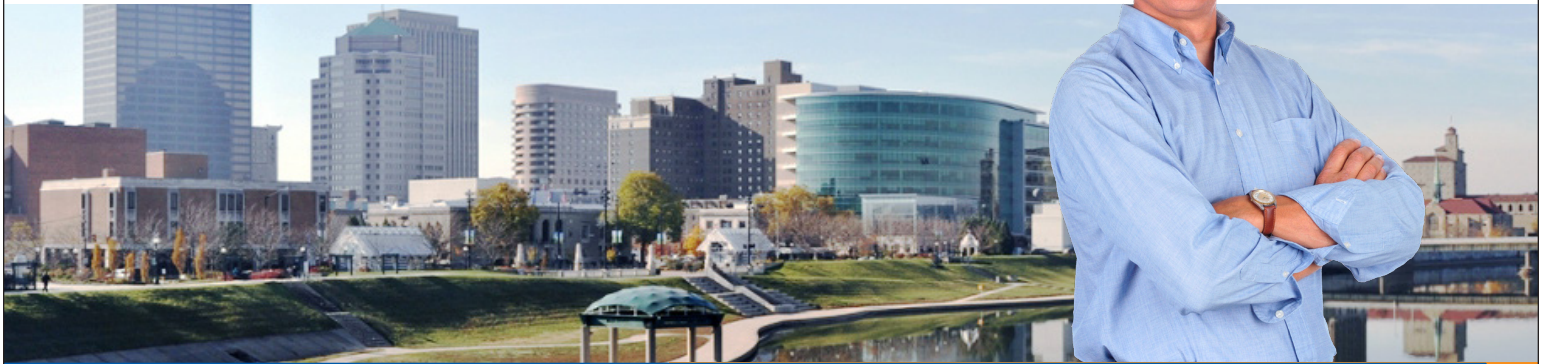
BBB Accredited Business
Houser Asphalt & Concrete
A BBB Accredited business
BBB Rating A+



asphalt & concrete
Houser
black top • sealing • striping

851 S. Patterson Blvd. - Dayton, OH 45402

You Take Care of Business. We'll Take Care of Your Building.



ABM Takes the Burden Off Facility Managers

Did you know that you can rely on ABM to provide services for every aspect of your building? From the parking lot to the rooftop, put your facility service burden on us. Your tenants will thank you. Our Services:

 Electrical & Lighting

 HVAC & Mechanical

 Mission Critical

 Energy

 Janitorial

 Parking & Transportation

 Facilities Engineering

 Landscape & Grounds

We also offer one-time and regularly scheduled services such as power washing, floor care and restoration, and parking lot striping and sweeping.

Learn more or get started today!

Visit ABM.com/Commercial or call 800.874.0780.



Integrated Guarding

A Comprehensive Solution to Traditional Security

As an industry leader, Securitas USA is dedicated to using our resources and experience to create alternatives. Integrated Guarding combines On-Site, Remote, and Mobile Guarding to provide a dynamic security program that helps prevent incidents, optimize your resources and contain costs...all while providing the highest quality of security for your business.

For more information, contact:

Bill Mangus
(513) 312-7534
bill.mangus@securitasinc.com



www.securitasinc.com



On-site Guarding



Remote Guarding



Mobile Guarding

Creating Alternatives