



FROM THE PRESIDENT

FEBRUARY 2023



By Sean Turner
President
Dayton BOMA

Happy New Year 2023! The last several years have brought us many challenges from a global pandemic, wars, and high inflation among other things. To say we are resilient would be quite the understatement. That's why I am so optimistic about what 2023 will hold for us.

I am writing this article from sunny Scottsdale, Arizona as the 2023 Winter Business Meeting has just wrapped up. It was a great conference that helped reinvigorate my enthusiasm in BOMA, while being able to soak up the sunshine and mountain views. I had the opportunity to hear BOMA International leadership talk about the successes of 2022 and what endeavors are in store for 2023.

One of my favorite meetings are the local BOMA Association Executive forums. I learned that other local associations had experienced membership growth, much like we did in 2022. Ideas were shared on how to continue to grow and engage membership. BOMA International is also developing some additional marketing materials that should help with these efforts. It is a great opportunity to get tips and pointers on how other locals operate. I plan to talk more about some of these opportunities with our Board to potentially put them into practice.

At the Town Hall Meeting, BOMA International staff and executive chair leadership discussed various topics and projects for 2023. Workforce develop-

ment, emergency preparedness and BOMA's Experience Exchange Report (EER) were the key topics. Workforce development was highlighted with the difficulty in finding good talent in commercial real estate as well as bringing on the next generation of employees in this field. BOMA is a resource for key occupation "one pagers" available on their website, and also highlighted by Pearce Crosland when he spoke to Dayton via Zoom on the results of the midterm elections and these same "one pager" marketing materials. It was announced that there is an Emergency Preparedness Guidebook BOMA developed. This can be a valuable resource for all our members and a topic we discuss as a group often. There were several comments regarding BOMA's EER which had been suspended for a few years because of limited data as a result of the pandemic. BOMA announced it will be partnering with IREM for the first time to develop a joint product for benchmarking and budgeting.

The biggest news of the conference and vote at the Board of Governors meeting was the merger of BOMA International and BOMI International (Building Owners and Managers Institute). There has been much confusion over the years and many thought the groups were the same already. BOMI's primary focus has been education and industry recognized designations. There was unanimous approval of the merger and will eliminate some duplicate efforts and be clearer to our members.

It was my pleasure to attend the conference on behalf of BOMA Dayton. My enthusiasm for 2023 was only emboldened by all the discussions, meetings, and information shared at the conference. I hope to share more about the conference with you at future events.

UPCOMING SPEAKERS AND EVENTS

If you'd like to suggest a future speaker or topic, please reach out to Nancy at nancy@bomadayton.org or give her a call at (937) 299-2662.

February 14th – Dayton BOMA membership luncheon to be held at the Presidential Banquet Center in Kettering. Our speaker this month is Val Beerbower, Director of First Floor Development & Marketing for the Downtown Dayton Partnership. Val will share updates on what new development is planned downtown.

February 15th – After Hours Event to be held from 5-7pm at Jimmie's Ladder 11 on Brown Street. Cole Higgins and Perfection Group will be our sponsors for this event.

March 14th – Dayton BOMA membership luncheon to be held at the Presidential Banquet Center in Kettering. Our networking will continue this month with an ice breaking exercise.

July 24th – Dayton BOMA 38th Annual Golf Outing to be held at Walnut Grove Country Club. 9am shotgun start.

OUR VISION

BOMA will be the partner individuals in the commercial real estate industry choose to maximize value for their careers, organizations and assets.



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BOMA AND BOMI REUNITING TO CREATE A NEW FUTURE IN EDUCATION AND TRAINING

After operating independent of each other for many years, BOMA and BOMI recently announced that they now share a vision to be the partner individuals in the commercial real estate industry choose to maximize value for their careers, organizations, and building assets.

Leaders of the two international organizations said that with intense focus on workforce development, coordinating their efforts to provide education and training, while enhancing the close working relationship that has existed for over 50 years, will enhance quality, expand offerings, and make them even more responsive to marketplace needs.

"This is a unique opportunity to bring the two organizations together as one synergistic business to capitalize on our respective strengths, leverage staff competencies, better serve our shared customers, and enhance product offerings," said BOMA International Chair Randal L. Froebelius, a BOMA Fellow and P.Eng. "By coming together, we elevate our effectiveness at being the preferred provider of career-long education and training."

Tim O'Donald, RPA®, BOMI International's Chair of the Board of Trustees, agreed.

"BOMI is dedicated to improving the skills of professionals with property, facilities and systems responsibilities," he said. "This partnership will enhance our capabilities in education and training for management professionals and related disciplines. I want to thank BOMA Georgia Chief Executive Officer Gabriel Eckert, FASAE, CAE, for all his work this fall that helped bring us together."

The two organizations have signed a letter of intent to achieve shared management and governance structures, pending a due diligence period expected to conclude in early 2023 and be approved by BOMA, BOMI, and the BOMA Foundation. Under the plan, BOMI International will become BOMA International's nonprofit 501(c)(3) arm, combining with the BOMA Foundation.

BOMA International President and Chief Operating Officer Henry Chamberlain, APR, FASAE, CAE, will take on the added duty of BOMI's volunteer president. BOMI's retiring Chief Executive Officer Jeffrey Horn will assist with the transition.

"During the last several years we have come together to create some valuable joint programs, and BOMI's designations have set the standard in the industry for many years," Chamberlain said. "It is incredibly exciting to be coming together now in this powerful way that will both enhance the quality of our offerings and expand our capacity and speed to market as we produce new education and training to meet workforce needs."

About BOMI International

BOMI International, a nonprofit educational organization founded in 1970, provides critical education and expertise to industry professionals with property, facility, and building systems management responsibilities. As the Independent Institute for Property and Facility Management Education, BOMI delivers courses, certificate programs, and industry-standard designations—Real Property Administrator (RPA®), Facilities Management Administrator (FMA®), Systems Maintenance Administrator (SMA®), Systems Maintenance Technician (SMT®), and the High-Performance Sustainable Building designation program (BOMI-HP®)—with a proven record of increasing job performance and company efficiency. In addition, BOMI has two designations created specifically for trusted providers of products and services to the commercial real estate industry, the Property Partner Advisor (PPA™) and the Facility Partner Advisor (FPA™). More than 400,000 courses have been delivered, and more than 43,000 BOMI credentials have been earned.

OUR MISSION

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



STAY CONNECTED WITH THE BOMA APP

The BOMA App is your hub for everything BOMA, including each year's annual conference app and quick links to BOMA resources, allowing you to stay informed on the go. Just search "BOMA App" in the iTunes Store or Google Play.



THE BOMA FOUNDATION

The mission of the BOMA Foundation is to serve the commercial real estate industry by fostering a future vision, forward thinking research, innovative thought leadership and global best practices.

The BOMA Foundation is an independent, tax-exempt 501(c)(3) organization dedicated to sponsoring and encouraging educational activities, innovative research, and future workforce development to advance the commercial real estate industry and profession into the future. In addition, the Foundation looks to initiate programs that will guide commercial real estate into the next decade. The Foundation is affiliated with the BOMA International, the nation's oldest and largest commercial real estate organization.

Foundation programs are supported through tax deductible gifts and grants from BOMA members, real estate related companies, foundations and trusts, and interested individuals.

One of the Foundation programs is the J. Michael Coleman Scholarship Fund for Emerging Professionals. This scholarship fund is named in honor of J. Michael Coleman, BOMA Fellow, who passed away in 2020. Mike had a successful career in the security industry, working for more than 30 years for AlliedBarton Security (now Allied Universal) before retiring in 2016. The mission of the J. Michael Coleman Scholarship fund is to support young and emerging professionals in their careers and in their involvement in BOMA.

Two scholarships available from the J. Michael Coleman Scholarship Fund are:

1. The Fund will award up to 10 scholarships for emerging professionals to attend the BOMA International Annual Conference & Expo.
2. Scholarships will be awarded to early-career property managers pursuing the Certified Manager of Commercial Properties (CMCP) certification.

For more information and to apply go to <https://www.boma.org/foundation>.

ANNUAL ISSUES SURVEY REVEALS TOP ADVOCACY ISSUES

The Winter Business Meeting marked the annual release of the results of the State and Local Issues Survey. Each BOMA local association identifies topics they've worked on over the past year, providing insight into trending advocacy issues and helping to plan the year ahead. Following is a brief summary of the findings; contact Director of State and Local Affairs Ken Rosenfeld (krosenfeld@boma.org) with any questions:

- In tax and finance, no individual tax was reported by a majority of local associations, but commercial rent taxes have crept up at the local level, reported by 41%, while sales taxes on services appear to be finally receding, dropping from 33% last year to 14% this year.
- Under the broad umbrella of "property access" policies, homelessness and crime and safety top the list for the second consecutive year; both have ticked up even further, with 77% of the local associations working on homelessness and 73% citing crime and safety
- On sustainability mandates, topping the category for the first time is climate and carbon policies (68%), followed by energy benchmarking (59%); the trending issue of building electrification appeared for the first time and was noted by 36%.
- COVID-19-related advocacy issues are all down significantly from the past two years, but reopening and occupancy policies remained a priority for 41% of local associations; related building operations mandates fell dramatically to 18%, while liability protections remain on the radar at 23%.

SAFETY INTERVENTION GRANT PROGRAM WORKER'S COMPENSATION

Good news for employers who are looking for funding to purchase equipment to help reduce or eliminate workplace injuries or illnesses. The Ohio Bureau of Workers Compensation reopened the Safety Intervention Grant in November 2022. This grant is different than some of the other programs as it focuses on funds used to purchase ergonomic, safety and/or industrial hygiene equipment. The changes the BWC has made to the SIG will make the application process easier for employers and includes:

- Reducing the requirements for being in business for two years to one year.
- Changing the eligibility cycle to three years for all businesses.
- Limiting reporting requirements to a one-year report/case study.
- Adding the program to the new grant management portal for online application.

The link to the entire SIG Program can be found at <https://info.bwc.ohio.gov/for-employers/safety-and-training/safety-grants/safety-intervention-grant>.

Questions? Contact Sedgwick's Andy Sawan at 330.819.4728 or andrew.sawan@sedgwick.com



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937.438.1280

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2023 Dayton BOMA Board of Directors

James Abrams, Mike Croucher, Bob Denny, Tony Pinto, Jo Lease, Jennifer Blair, Sean Turner, Lauren Saintz. Not pictured: Karen Basista, Bryan Woods

DAYTON BOMA HOLIDAY LUNCHEON

We would like to thank Kettering Fairmont Acapella for providing entertainment at our holiday luncheon in December. The Fairmont Acapella is under the direction of Matthew Koehler, Choir Director for Kettering City Schools.



MEMBER HIGHLIGHT



Cole Higgins is a Business Development Representative for Perfection Group. He's been with the company for two years now. Perfection Group designs, installs and services mechanical and environmental systems.

Originally from Toledo Ohio, Cole made his way to Cincinnati about seven years ago. He graduated from the University of Cincinnati where he had the opportunity to play lacrosse. Although he's not married with kids yet, he does have a nice roster of nieces and nephews. His hobbies/interests include snowboarding, learning to solve a Rubik's cube, playing pickup games of lacrosse and causal reading.

Cole is excited to be a part of Dayton BOMA and looks forward to meeting each of you!

MEMBER HIGHLIGHT



Jennifer Blair currently holds the position of Chief Operating Officer of Huber Real Estate Consulting. She manages the Villas of Kettering, Huber Management Corporation's residential community in Kettering and multiple commercial properties throughout the Dayton market for Huber Management Corp. Jennifer has been managing commercial real estate, mostly in the Dayton area, for 15 years.

In her spare time, she enjoys riding with her husband on his motorcycle. She also enjoys spending time with their children and granddaughter. She checked an item off her bucket list last year by driving in a NASCAR on Daytona International Speedway!

GAIN AN UNBEATABLE EDGE

You may have heard terms like "sustainability" and "flexible spaces" for a while now, but what those ideas look like in practice today is very different from a year ago—and the industry will continue to transform, on all fronts. The 2023 BOMA International Conference delivers the insights and skill-building opportunities that property professionals need to not just keep up but stay on the cutting edge. Whether you attended last year or you've never been before, this is the time to update your knowledge.

You'll explore topics relevant to your goals (for your property and your career) with more than 40 education sessions presented by forward thinking experts, get reinvigorated for the road ahead with special keynotes and learn from your peers at networking events—all at the conference presented by the industry's most trusted information source.

At the 2023 BOMA International Conference & Expo you'll experience...

DEEP DIVES into today's hottest topics.

- Workforce development
- Emerging trends and technologies
- The evolving workplace
- Health and wellness

POWERFUL NETWORKING with people who can help you achieve your professional goals.

PRODUCT SOURCING that'll keep your property on the cutting edge, with everything from the latest digital platforms to sustainability solutions in one location. AND SO MUCH MORE!

Commercial real estate is complicated. People want to connect at their workplaces (more than ever before), but hybrid is here to stay. Companies are focused on reducing their environmental footprint and their costs. Opportunities are everywhere – but strategy is everything. What does that all mean for your occupants, your business and your career growth? Find out at the 2023 BOMA International Conference & Expo June 24-27th in Kansas City.

Legendary barbecue and jazz put Kansas City, MO on the map – and now, it's booming on all fronts. With convenient access from either coast, more than 160 million square feet of office space and access to extensive highway and rail infrastructure, this heartland city has become a hub for commercial and industrial real estate. But it's not all about business. Take a short flight (from wherever you are!) and join us this summer to experience the patio dining, festivals and endless attractions that make KC a must-see destination.

For more information and to register go to www.bomaconference.org.

DID YOU KNOW?

Through the Next of Kin Emergency Contact Information program, Ohioans can identify the person they choose to be notified in the event they are involved in an accident or emergency leaving them unable to communicate with law enforcement or emergency medical responders.

You may add two emergency contacts to your Ohio Bureau of Motor Vehicles (BMV) record for use by law enforcement. Parents of children who have an Ohio identification (ID) card are encouraged to add contact information to their child's record.

- Adding emergency contact information to your record is free.
- Minors under age 18 must have a parent or legal guardian as their primary contact.
- People over age 18 may list anyone as a primary contact.
- Contact information is stored in a secure database accessible only by the Ohio BMV and law enforcement.

How Do I Provide My Information?

- Register Next of Kin Contacts online at www.bmv.ohio.gov. Search "Next of Kin".
- In person at any deputy registrar license agency in Ohio.
- By mail to:
Bureau of Motor Vehicles
Verification Services
Document Management
PO Box 16520
Columbus, OH 43216-6520

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AFTER HOURS NETWORKING EVENTS

Our thanks goes out to Pedram Salajegheh with Talbott Tower for sponsoring our after hours event in November at The Dublin Pub in the Oregon District.

If you weren't able to join us in November, our next After Hours Event will be held Wednesday, February 15th at Jimmie's Ladder 11 on Brown Street, across from Miami Valley Hospital. Cole Higgins and Perfection Group will be our sponsors for this event. We hope you'll join us! It's a great time to get to know your fellow BOMA members.

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



DAYTON BOMA MEMBERS TOUR THE KETTERING HEALTH NOCC

In November Dayton BOMA members enjoyed lunch and a tour of the Kettering Health Network Operations Command Center in Kettering. We'd like to thank John Weimer, Jodie Cremeans and Nick Squillace for their time and sharing their knowledge with us.

Dayton BOMA also continued their long tradition of collecting toys for the Marine Toys for Tots Foundation at their November luncheon. Thank you to Master Sergeant Duran and Sergeant Giselle Galarza for their time and service not only to our country but to the Toys for Tots program.



U.S. MARINE CORPS RESERVE TOYS FOR TOTS PROGRAM

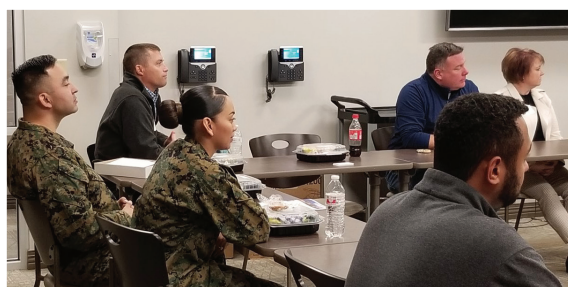
The mission of the U. S. Marine Corps Reserve Toys for Tots Program is to collect new, unwrapped toys during October, November and December each year, and distribute those toys as Christmas gifts to less fortunate children in the community in which the campaign is conducted.

The objective is to help less fortunate children throughout the United States experience the joy of Christmas; to play an active role in the development of one of our nation's most valuable resources – our children; to unite all members of local communities in a common cause for three months each year during the annual toy collection and distribution campaign; and to contribute to better communities in the future.

The local impact in 2022

34,548 Toys Distributed

7,016 Children Supported



BOMA INTERNATIONAL DEEP DIVES

Fasten your snorkel and get ready for an in-depth exploration of the issues important to today's commercial real estate industry. BOMA International's Deep Dive series offers the expert insights and context you need to navigate the ever-evolving commercial real estate landscape. Consider this your personal invitation to go beyond the surface and discover answers to questions you didn't even know you had.

Deep Dive No. 4 (November 2022)

As interest rates continue to climb and predictions about an impending recession grow stronger, commercial real estate leaders are developing plans to withstand the economic downturn. The good news is economists, building owners and real estate analysts are predicting a shallow recession and a soft landing. ***Are We Heading Toward a Recession—and Is Commercial Real Estate Ready?***, the fourth in our 2022 series of BOMA Deep Dives, highlights how we got to this point and key steps that can limit the potential recession's impact on 2023 budgets, lease changes and capital planning. Care to dive a little deeper? **Check out this bonus video** interview between John Salustri, the author of *Are We Heading Toward a Recession—and Is Commercial Real Estate Ready?*, and three industry experts who contributed to this report. More information can be found at www.boma.org/DeepDives.



Deep Dive No. 5 (December 2022)

Blocking data breaches is as much or more of a challenge today than it was 15 years ago because more people are working from home now and cyber threat actors continue to thrive. For the commercial real estate industry, there are two paths to data corruption and loss, we learn in BOMA International's latest Deep Dive, ***Something Phishy: How to Guard Against Cyberattacks***. The first involves information technology systems. The second path

pertains to operational technology (OT) systems—hardware and software that make your buildings function, from the lighting to elevators to HVAC controls. Breaches of IT and OT systems can stall productivity and even cause physical harm. Check out in our final Deep Dive of 2022 how to avoid cybersecurity threats posed when tenants sign their own technology agreements with different providers. Also learn why more lease agreements contain cyber clauses today, and how to prevent financial setbacks like the cybersecurity breach that hit T.J. Maxx in 2007.

Watch Now: A Deeper Dive with BOMA

Care to dive a little deeper? Check out this bonus video interview between John Salustri, the author of *Something Phishy: How to Guard Against Cyberattacks*, and three cybersecurity experts who contributed to this report. Go to www.boma.org/DeepDives.



STATE WORKFORCE DEVELOPMENT TOOLKITS

BOMA International's Workforce Advocacy Committee is proud to introduce its State Workforce Development Toolkits, available to BOMA International members. These individual toolkits provide an industry-specific, state-by-state outline of the workforce development programs, grants, education, training and certificating courses available within commercial real estate. These resources will enable employers within the industry to fill labor shortages with qualified talent, as well as provide current and prospective employees with access to career advancement opportunities.

The Workforce Development Toolkits will be regularly maintained to ensure their content is up to date. BOMA International and the Workforce Advocacy Committee look forward to continuing to build out relevant content that advances the commercial real estate industry.

Go to https://www.boma.org/BOMA/Advocacy/Other_Issues/Workforce_Development.aspx and click on "Ohio" to download the document.

Questions? Please contact Pearce Crosland, Director of Federal Affairs, at pcrosland@boma.org.

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The Home Depot Pro Institutional Discount Program— For Wholesale Purchases



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The Home Depot Pro Institutional, the wholesale distribution division of The Home Depot, is the leading national provider of integrated facility maintenance solutions, offering BOMA members the delivery convenience of thousands of cleaning, maintenance and repair items right to your door and/or will-call pickup at many locations across the U.S.

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- Workflow approval functionality
- Robust spend reporting and visibility

Ready to start saving? The Home Depot has an extensive network of local representatives across the United States standing by to help you take advantage of this program!

OHIO SAFETY CONGRESS & EXPO

The Ohio Bureau of Workers' Compensation (BWC) will host their Ohio Safety Congress & Expo March 8-10, 2023, live and in-person at the Greater Columbus Convention Center. This year, a select number of sessions will also be live streamed.

With over 100 educational sessions and continuing education, there is something for everyone at OSC23. Choose between 10 educational tracks:

- Business strategies
- Governance and regulatory
- Leadership and professional development
- Safety management systems
- Total Worker Health
- Construction safety
- Government employee safety
- Manufacturing safety
- Technology and innovations
- Workers' compensation

New for 2023 – The Knowledge Hub located on the South side of the Expo marketplace. Participate in live demonstrations and experience workshops on a new level.

OSC23 is the largest free work-safe event in the U.S. Registration is free and available now. For more information and to register, visit www.ohiosafetycongress.com. If you have any questions, please call BWC at 1- 800-644-6292.

EDUCATION FOR EARLY-CAREER PROPERTY PROFESSIONALS

The Certified Manager of Commercial Properties™ (CMCP™), certification is designed for early-career property professionals who are looking to validate their industry knowledge and take their careers in commercial real estate to the next level.



Certified Manager of
Commercial Properties

As the only certification of its kind in the industry, the CMCP instantly communicates your ability to be an effective commercial property manager and your strong understanding of the responsibilities of the role. Earning the CMCP certification is the first step in building a successful career in commercial real estate.

CMCP™ Advantages

- Offers recognition early in one's career (typically 1–5 years of experience)
- Validates foundational knowledge in key areas of property management
- Evaluates readiness for additional training, responsibilities and career advancement
- Quickly assists employers with on-boarding new property managers and assessing industry knowledge and career potential
- Backed by BOMA and BOMI Certification, Inc., the leaders in commercial real estate education and training

Eligibility Requirements

- Four-year degree and 1 year of property management experience, or
- Two-year degree and 2 years of property management experience, or
- No degree and 4 years of property management experience, and
- 30 hours of verifiable education in commercial property management

CMCP™ Exam

- Exams offered at multiple testing centers throughout the U.S. and internationally
- Exam questions reflect body of knowledge for property management developed through market research and a Job Task Analysis conducted by BOMA and BOMI
- Membership in BOMA is not required
- Registration is \$675, which includes application and exam fees and a candidate handbook.

Learn more about the CMCP certification and get on the early access list for more information at www.CRECI.org.

The CMCP certification is administered by the Commercial Real Estate Certification Institute (CRECI), an independent certification institute created by BOMA International and BOMI Certification, Inc.

EMERGENCY AND DISASTER PLANNING REPUTATIONAL HARM

According to a study by the Small Business Administration, up to 53% of small business owners will have to face a lawsuit. *The Hartford* ranked the top 10 insurance claims for small business and the #1 most expensive, based on average national cost, was “Reputational Harm.”

Do you have a “Reputation Management Strategy?” A reputation management strategy is a process of managing a person’s, company’s, or brand’s online narrative. It is part of monitoring views and conversations, dealing with reputation threats, and proactively taking opportunities to improve brand image.

Below are some key points from Hartford as well as Forbes concerning this often misunderstood threat:

- The average cost of a reputational harm claim is \$50,000.
- False advertising can occur if you use a copywrite, trademark, or other intellectual property owned by someone else in your advertisement.
- If you make a social media post stating your competitor doesn’t provide the services they claim to provide, or you talk about it on a podcast, you could be faced with a defamation claim.
- Consistently monitor online reviews and comments on social media sites where people may be talking about you/your company
- Respond to reviews and comments whether positive or negative. Be respectful, appreciative and don’t get into arguments on-line.
- Ensure you’re marking and content support your brand strategy throughout the organization and that everyone shares a uniform message.
- Engage with your customer and community.
- Ask for reviews.
- Develop a customer satisfaction review process that is taken seriously and not just “checking the box.”

As with all Disaster Management, having a pro-active approach to managing your reputation is far better than dealing with it in crisis mode.

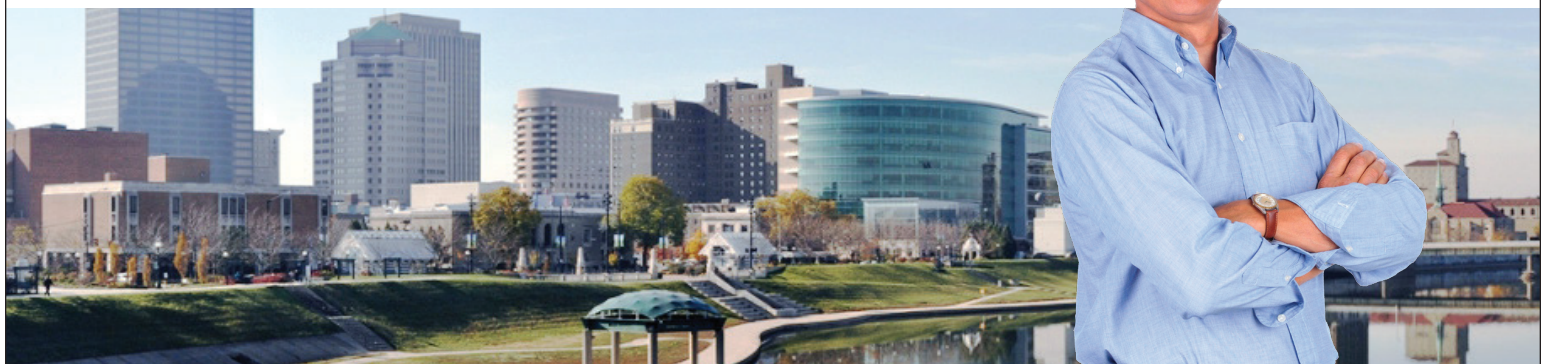
DID YOU KNOW?

On January 23, 1957, machines at the Wham-O toy company rolled out the first batch of their aerodynamic plastic disks – now known to fans all over the world as Frisbees. The story of the Frisbee began in Bridgeport, Connecticut, where William Frisbie opened the Frisbie Pie Company in 1871. Students from nearby universities would throw the empty pie tins to each other, yelling “Frisbie!” as they let go.

In 1948, Walter Frederick Morrison and his partner, Warren Franscioni, invented a plastic version of the disk called the “Flying Saucer” that could fly farther and more accurately than the tin pie plates. After splitting with Franscioni, Morrison made an improved model in 1955 and sold it to the new toy company Wham-O.

In 1958, a year after the toy’s first release, Wham-O – the company behind the Hula-Hoop and the Super Ball – changed its name to the Frisbee disk, misspelling the name of the historic pie company. Wham-O sold more than two hundred million units of its famous toy by its fiftieth anniversary in 2007.

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🏢 Mission Critical

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BOMA RELEASES POLICY BRIEF ON ELECTRIFICATION

BOMA International released its latest policy brief, “Building Electrification and Carbon Reduction,” as the issue is quickly gaining traction at all levels of government as a potential next step in decarbonization efforts. Electrification is a highly complicated issue that’s advancing even while a lot of relevant information remains lacking. The vision is to achieve a built environment comprised of all-electric buildings powered without use of gas combustion or any fossil fuel source on site. The potential benefits from electrification are clear in theory, but the path to turn the concept into reality can be complicated—and even contradictory—particularly with regard to existing buildings. This policy brief provides an overview of the issue particularly to assist markets that are just starting to deal with potential electrification policies or mandates. BOMA is continuing to track the issue and will be producing additional resources.



THE VALUE OF A BOMI EDUCATION

BOMI is dedicated to improving the skills of professionals with property, facilities, and systems responsibilities.

BOMI is known for its industry-standard designations:

BOMI RPA®

Real Property
Administrator

BOMI FMA®

Facilities Management
Administrator

BOMI SMT®

Systems Maintenance
Technician

BOMI SMA®

Systems Maintenance
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BOMI HP®

High Performance
Sustainable Buildings

Why BOMI?

Whether you’re an organization or an individual, BOMI’s world-renowned professional educational programs make perfect business sense. Our industry-standard designations ensure that property and facility professionals have the critical knowledge and skills needed for personal and organizational success. But don’t just take our word for it. The BOMI learner survey results are in:

99%

improved their subject
knowledge with
BOMI programs

97%

improved their job
performance and
overall career

94%

say BOMI programs
met or exceeded
their expectations

99%

would recommend
BOMI programs
to a colleague

Benefits to Employers:

- BOMA International is the **ONLY** organization that offers education in property, facility and building management -- and all without membership fees
- We offer education in distinct career paths for all of your employees, from finance and leasing to facility planning and building operations
- Applying BOMI's knowledge and training can help increase the value of your properties
- Our consistent, high-quality educational programs add significant value by helping increase teamwork, efficiency, client satisfaction, cost savings, safety, and employee retention
- BOMI graduates are more confident and more likely to take on additional job responsibilities, increasing productivity

Benefits to Individuals:

- Our stackable credentials build on each other, reduce redundancy, and provide the critical knowledge and skills needed for personal and organizational success
- Program content is developed and delivered by leading professionals in the industry and their areas of expertise -- giving you real world experiences and results
- Professional education is a great career asset in a competitive marketplace
- Holding one of BOMI's industry-standard designations can significantly enhance your career opportunities and job security, while increasing your knowledge, prestige, and earning potential
- Our programs help you stay up-to-date with the latest trends and developments in the property and facility management industries

For more information go to www.bomi.org.

BOMA CANADA, BOMA INTERNATIONAL JOIN FORCES TO LAUNCH NEW CERTIFICATION PROGRAM IN U.S.

The Building Owners and Managers Association (BOMA) International and BOMA Canada signed a letter of intent on January 21st to create a new building certification program in the United States. The BOMA BEST program began operating in Canada in 2005.

The organizations are collaborating to finalize an agreement by the end of May.

"I'm so happy that this is happening and we're all together," BOMA International Chair Randal L. Froebelius, BOMA Fellow, P.Eng., said during the signing ceremony at the Winter Business Meeting in Scottsdale, Ariz. "It's going to be a big change for all of us and will have a huge impact on sustainability, frankly, around the world. We should all be proud of this. Congratulations!"

Myron Keehn, chair of BOMA Canada's board of directors, echoed Froebelius. "Our partnership with BOMA International to drive BOMA BEST into the United States is a milestone achievement for our sister organizations," he said. "Together, we are building a stronger, better and greener BOMA for members on both sides of our shared border."

BOMA BEST supporters said it is complementary to the current BOMA 360 Performance Program.

BOMA BEST is an environmental assessment and certification program for existing buildings. Program supporters said it addresses an industry need for realistic standards for energy and environmental performance of existing buildings based on accurate, independently verified information. The most efficient buildings achieve BOMA BEST Platinum certification.

In contrast, BOMA 360 sets a global standard for operational best practices in the commercial real estate industry, BOMA International's website notes. Earning the BOMA 360 designation demonstrates that a building is outperforming the competition across all areas of operations and management.

"The BOMA International-BOMA Canada partnership will not just make BOMA buildings greener, smarter and healthier, but will also help BOMA members succeed in their jobs, build their careers and deepen their impact," Shinewald said, BOMA International leaders also said the joint initiative would create a substantial new revenue stream for the BOMA local associations in the United States, enabling them to create new member benefits and services.

"BOMA BEST provides a manager/owner with continuous access to a tool to monitor and measure performance, demonstrate improvement, benchmark and aggregate reporting across all property types," said Fairgrieve-Park, who also is executive vice president of operational excellence at QuadReal Property Group in Canada.

"Independent financial studies have demonstrated BOMA BEST buildings command higher rents, have lower vacancy rates and higher asset value," he said.

BOMA BEST proponents also have said this program is more cost-effective than some other industry certifications.

About BOMA Canada

BOMA Canada is a dynamic federation composed of over 3,100 members in the commercial real estate industry representing more than 2.1 billion square feet of office space in Canada. Its members include building owners, managers, developers, facilities.



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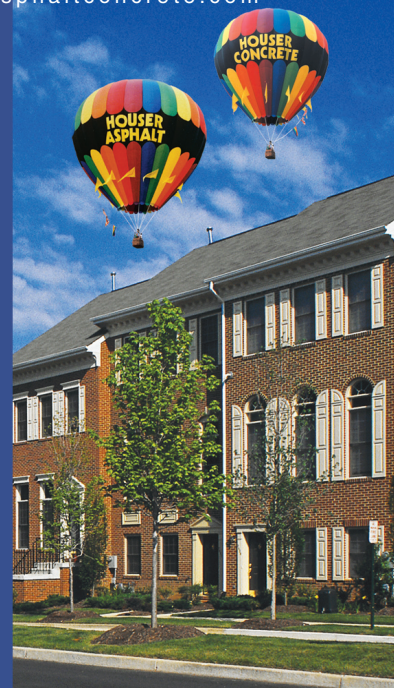
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BOMA INTERNATIONAL'S GLOBAL CARBON REDUCTION CHALLENGE

BE A LEADER IN CARBON REDUCTION

Take the Challenge, Change the World

BOMA International is committed to providing the global built environment with the tools needed to implement carbon reduction strategies that improve building performance, provide pathways to demonstrate building emission reductions and ensure economic viability.

Join us in meeting this goal head on and take part in BOMA International's just-launched Global Carbon Reduction Challenge. Be a leader, shift perceptions of our industry's commitment to carbon reduction efforts and move the needle, one building at a time.

**SIGN UP FOR THE CHALLENGE AND
BECOME A SUSTAINABILITY PIONEER
THROUGH YOUR DEDICATION TO
REDUCING CARBON EMISSIONS AND
SAVING THE PLANET.**



**REGISTER NOW AT
[BOMA.ORG/CARBON](https://boma.org/carbon)**

Carbon Reduction Challenge

BOMA International has committed to making sustainability simple. Now it is easy to track, analyze and improve your portfolio's carbon emissions. Make the commitment to benchmark your buildings' emissions as a first step toward demonstrating the positive impact of the real estate sector. Measure your carbon data by using ENERGY STAR Portfolio Manager or by manually sharing with BOMA International.

Decarbonization Resource Center

This is your one-stop shop for carbon reduction strategies drawn from partner agencies and organizations, including case studies, guides on how to reduce your carbon footprint and examples of legislation from around the country. The resources currently cover six different categories: Building Energy Strategies, Renewable Energy, Financing, Education and Training, Data Tracking and Policy and Legislation, with many more resources on their way.