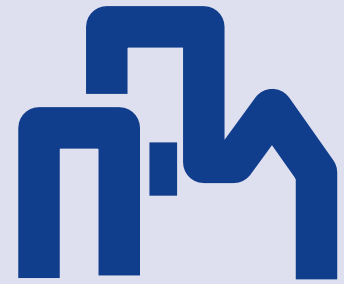


Dayton BOMA

Building Owners & Managers Association



BOMA Board Members:

- President – Dave Wallace
- Vice President – Beverly Campanaro
- Past President – Jim Houpt
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- Treasurer – Tracy Ryan Edwards
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- Assoc. Director – Barb Saville
- Assoc. Director – Kristin Vandivier
- BAE – Nancy Ferrara

From the President



I want to take this opportunity to thank everyone that was involved in the BOMA "March Madness" Trade Show. I feel this was one of our most successful trade shows and that is due in part to the support from our BAE – Nancy Ferrara. Nancy did a great job in arranging all the tables, coverings, food and drink, as well as the vendors and attendees. We are very fortunate to have Nancy working for our association. Another big thanks to Bev Campanaro as our head referee and her subtle tones in announcing our door prize winners. I heard many promising comments from both our vendors and our attendees. We'll take these comments and try to make improvements on our next trade show.

Much thanks to Mike and Ryan from Houser Asphalt for sponsoring our most recent BOMA After Hours at Coco's Bistro on Wayne Avenue. We had about 15 in attendance and a good time was had by all. Note: Best Grilled Cheese Sandwich Ever!!! Please add our next After Hours Event to your schedule, June 17th at the new Logan's Roadhouse on SR 725. These events are a great opportunity to get to know your peers and BOMA friends on a more personal basis.

We are looking for your help in attracting new members. A lot of changes are happening in commercial real estate and BOMA is your best source of information and education to stay abreast of these changes. Please bring a business associate to our next monthly meeting and give us a chance to meet and greet. We'll try not to embarrass you.

Enjoy your Spring,
David Wallace

Bureau of Workers Compensation Employer Programs Update

On January 22, 2010 the Bureau of Workers Compensation Board of Directors approved a **Large Deductible Program** that will be available beginning July 1st. This program permits an employer to choose a per claim deductible level in exchange for a Premium Discount depending on the size of the company and deductible chosen. Companies in the program are billed by BWC for all claims costs paid on claims that occur during the program period up to the deductible level. The Large Deductible per claim levels are \$25,000, \$50,000, \$100,000 and \$200,000. There are already small deductible claim levels in place that are less than \$25,000 and those have been available since July 1, 2009.

BWC had recently indicated they were planning to roll out a new program named the **Individual Incurred Loss Retro Program**. At the January 22nd BWC Board meeting, the BWC stated they were having actuarial problems with parts of the program and there was a chance the new Program would not be available on July 1, 2010 as planned and may be available at a later date or possibly not at all if the issues cannot be corrected. This program lets companies agree to be reviewed at three later future dates and if their actual claims costs at those times are less than expected they can receive a premium rebate or if their claims costs are higher than expected they can receive a premium billing.

BWC is currently in the process of revising their Drug-Free Workplace Program and eliminating the Drug-Free EZ Program. At a BWC committee meeting on January 21, 2010, the BWC stated the new program will be named **Drug-Free Safety Program** and is expected to be available July 1, 2010. Nothing has been finalized yet, but potential highlights are one program with two levels (Basic and Advanced), reduced requirements and participation discounts that can be received every year the employers meet the requirements with no limit and no end to the program.

Workers' Compensation Legislation:

Senate Bill 213 (SB213): This potential law change if approved by the legislature will prevent BWC from taking the maximum discount below 65% for two years and would eliminate the Break Even Factor, which is a penalty that is being charged to Group employers for July 1, 2009 and July 1, 2010. The Bill also would require any dividends BWC wants to give to be approved by the Senate and House of Representatives before being paid to employers. On Wednesday January 27, 2010, the Senate approved SB213.

Points of Interest:

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Upcoming Speakers and Events

Just a reminder, our membership luncheons are on the second Tuesday of each month.

If anyone would like to recommend a future speaker or topic, please contact Nancy Ferrara at (937) 299-2662 or nancy.bae.boma@ameritech.net.

May 11th – Kathleen Carlson, Parker Carlson & Johnson Investment Management.

June 8th – Steve Stanley, Executive Director, Montgomery County Transportation Improvement District

July 26th – Dayton BOMA's 25th Annual Golf Outing.

August 10th – Amanda Wright Lane, Great-Grandniece of the Wright Brothers.

Don't forget to mark your calendar for the Dayton BOMA 25th Annual Golf Outing to be held on Monday, July 26th at Walnut Grove Country Club... 9 am shotgun start

After Hours Networking Event

Our April 15th "After Hours Event" was sponsored by Mike Houser with Houser Asphalt at Coco Bistro.

June 17th – Fred Lageman and Goodwill Easter Seals Miami Valley at Logan's Roadhouse on SR 725.

August 19th – Bill Mangus and Securitas Security Services at T.G.I. Friday's on SR 725.



Welcome New BOMA Member! Sheri Simpson, Gem Real Estate Group



Sheri Simpson began her real estate career with Frydman & Associates, a commercial real estate firm in the Dayton area, in 1978.

During her 30-year career, Sheri has managed accounts for commercial properties, gaining a broad understanding of real estate transactions, including commercial

leasing, real estate listings and related real estate dealings. Managed properties include office buildings, strip shopping centers, multi-tenant warehouse buildings, single-tenant warehouse buildings, and free-standing fast food restaurants. She has broad experience in tenant relations and is proficient in computer accounting programs, providing property owners with information they need, including developing budgets, providing monthly financial statements, accounts receivable, and accounts payable.

Sheri came to Gem in 2005 and has her Ohio real estate license.

Married for 34 years this May, she has 2 children and 3 grandchildren with another one on the way! Sheri has been involved in her church, locally and regionally, for many years. In her spare time she enjoys gardening and other outdoor activities.

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Spotlight: Beverly Campanaro, Otis Elevator Company



As part of the baby boomer generation I found myself in the field of firsts. A graduate of Carroll High School, or should I say the first graduating class of Carroll. From Carroll to the work force of Flagel, Huber and Flagel, CPA's as a statistical typist (and I couldn't type numbers without looking), what a first this was.

As it turned out it was a stepping-stone to WPAFB in the art department developing TR's, handbooks and specs on our space program since I was, of course, around when we first landed on the moon. Yes, Alan Denny I am that old and I still remember it. While working at the base I started classes at Miami at Oxford working towards, I didn't know, but, generally evolved around the business sector and lasted only three years. I was working a full time job, full class course and trying to burn the candle every way but out.

Then the best scenario, a new college was beginning to grow in Beavercreek, Wright State University. I was accepted and completed my Associate's Degree. I then began a career with Technology Inc., across the street from Wright State (it's also gone). I assembled and calibrated flow meters along with testing them for acceptance into the flight program. After this position ended I found myself working for NCR at their new microfilm plant in Kettering. The only thing I do remember about this position is we could fit the whole bible on one small piece of film saving volumes of paperwork. My claim to fame was being on 20th Century Fox TV since this process was the first of its' kind.

I finally moved into the field of elevators in 1976 starting with Dover Elevator. I found myself back in class learning to read blueprints, following circuits, and determining how many elevators and of what type should be placed in an office building, hospital or factory. While with Dover Elevator, I became the first woman to reach the management level. I was quite proud considering all the hurdles of being in a man's world.

So you would think I might try something else but I'm really happy working with all the wonderful people I have met throughout the many years, of all the special people that I will never forget and the ones I have yet to meet. And the best of all is the wonderful friends I have with BOMA. I do believe I am the first "Associate Member" to hold office, twice, and oldest local member who has been vocal with my ideas, sometimes too much, since the late 1970's. My closing thoughts are the same as I have voiced so many times, if you put forth the effort; the rewards exceed expectations 100 fold. Thank you to all for being so wonderful.

The time is always right to do what is right.

- Rev. Martin Luther King Jr.



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State of the Real Estate in the Miami Valley

This March the Dayton Area Board of Realtors hosted a seminar, The State of Real Estate in the Miami Valley. The seminar was worth three continuing education credits towards the renewal of a State of Ohio Real Estate license. The attendance of the seminar was a good indication that with current market conditions and area trends everyone, especially those of us in the real estate industry, are particularly concerned with where we are headed. The seminar, however, brought to light the many Daytonians that stay among the true believers in our areas many unique and positive attributes that make it particularly attractive to invest our futures and growth within.

We heard from newly appointed Mayor Gary Leitzell. Mayor Leitzell discussed his first two months in office and his efforts to create a more transparent City of Dayton government. He also encouraged Dayton's citizens to tap into their entrepreneurial spirit and assume a leadership role in their community.

Dr. Michael Erwin, a Downtown advocate and philanthropist, engaged us with details of the new Downtown Dayton Plan that consists of a collaborative effort to bring vitality back downtown. The plan is definitely exciting and most intriguing is that it was created based on realistic goals of implementation. It also includes a lot of input from residents and stakeholders that set it apart from other plans for Downtown that may not have succeeded in the past. If you haven't already done so you are encouraged to review the plans details on the Downtown Dayton Partnership's website or provide your feedback which is actually reviewed and considered at www.daytonmostmetro.com.

Aaron Wilcox of Collective Brands (Payless Shoe Source) spoke about his company's choice to relocate their distribution facilities into our area with a multitude of alternate options. He also amused us with his added surprise of just how overly gracious our area has been by his commitment subsequently generating beneficial press that he is pretty sure any other community would not have been enthused enough to provide.

Rick Perales, University of Dayton's Campus Planning Director, spoke about the University of Dayton's recent purchase of the NCR property and expansion plans which include increased student amenities but will not include an expanding student base. Realizing the University of Dayton is attractive to students because of its small town niche it is not looking to compete with any larger Universities.

Additional speakers consisted of Greg Sample of RG Properties including updates on the very much anticipated developments taking place at the Austin Road interchange and various others that updated us on market conditions, funding options and property tax values.

The seminar although worth three continuing education credits became more of a "Who's Who" networking event including a wealth of information from a positive energetic panel of speakers and four hours definitely worth the time spent.



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BOMA "March Madness" Trade Show

The BOMA "March Madness" Trade Show was a huge success with 29 exhibitors and over 70 people in attendance. A great time was had by all! Our THANKS goes out to Chapel Electric for the use of their facility.

Eric Warren, Chief Engineer with CB Richard Ellis is the winner of the Hot Air Balloon Ride for one, sponsored by Houser Asphalt and Concrete.

Congratulations Eric!





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WHAT CAN YOU DO?

Many of the same principles that apply to commercial landscapes also apply to a home garden.

Here are a few that you might try:

Leave your grass clippings on the lawn Cut high and let them lie. During heavy growth periods you might have to cut more frequently so that the clippings are short enough to fall back down into the turf. It helps to cut when the lawn is dry.

Recycle your landscape debris via compost Make a compost pile of grass clippings (if you must remove from turf) and other soft gardening debris. You may also add organic kitchen waste such as coffee grinds, orange peels, eggshells, etc. All of these organic materials can be recycled by means of a compost pile and used to improve and maintain the condition of the soil in your flower or vegetable garden. Use of compost can reduce soil crusting while increasing moisture retention, weed control and soil aeration. Almost any plant material can be included in your compost pile, but care should be taken to avoid inclusion of diseased plants, weed seeds and household refuse that will not respond readily to the action of microorganisms that break down organic matter. Tree branches and twigs should be cut into small pieces in order to make them more easily decompose. A good compost pile, according to the San Bernardino County (CA) Agricultural Cooperative Extension, is at least 36 inches square by 36 inches high. This will promote adequate decay. The actual decomposition time varies from a couple of weeks to more than a year, depending upon materials used, size of the pile and environmental conditions. The pile should be kept moist but not wet and turned at least twice during the decaying process. It should also be turned when adding new material. A properly maintained compost pile does not have an offensive odor.

Plant a tree Since trees help the environment in several ways (improving air quality, reducing energy consumption), adding new trees and shrubs makes a positive contribution. Also, making sure that your trees are properly cared for is important. Proper care results in healthy, mature trees that are better able to benefit the environment.

Manage your sprinkler system Water early in the morning. Adjust your sprinklers so that they spray where they are supposed to. Repair any leaks. Adjust the pressure of valves so that the sprinklers do not fog from excess pressure. Adjust the irrigation controller to only water when the landscape needs water. When available, use effluent or recyclable water for landscape irrigation. Landscape and turfgrass effectively filter this water before returning it to lakes, streams and groundwater supplies.

Save some tap water Keep some watering cans or jugs near your tap and fill them when you need to run the tap for hot water. Use the water on your indoor plants or outside pots.



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Why Bother With Office Safety, Aren't All Offices Safe?

The risk of injury to office workers is much lower than to industrial workers. Because of this, office risks often go unrecognized, yet they could lead to serious personal injury or an office disaster. The attitude that office accidents do not amount to much is one of the prime causes of office accidents. The average office worker gives little thought to safety because office work is not perceived as hazardous, and no accidents have occurred in years. But, office accidents do happen. According to the Ohio BWC in the manual classification 8810 (Clerical Office Employees) the lost time average medical paid is \$17,701 and the lost-time average indemnity paid is \$13,277.

Offices can be safe! But only if you make safety your business. Every worker must be willing to adopt safe work procedures. Office supervisors must understand the nature of office hazards and unsafe practices and take measures to reduce or eliminate these hazards.

TYPES OF ACCIDENTS COMMON TO OFFICE WORKERS

Falls are by far the most common and account for 34% of office accidents. Strains follow, making up approximately 22% of office accidents. Struck by or striking against make up 18%, while caught in or between objects make up 10%.

Accidents that commonly occur in an office setting can be reduced or eliminated by paying attention to:

FLOOR SURFACES - Watch out for recently waxed floors, also loose carpeting, floorboards and tiles.

WET FLOORS

- Wipe up spills immediately.
- Wear appropriate shoes.
- Pickup pencils, paper clips and other objects that may cause a slip.

CHAIRS

- Keep all four legs of your chair on the floor. Tilting back in a chair often results in over balancing and a fall.
- Routinely inspect chairs that tilt for broken springs, loose screws and defective welds.
- Be sure-footed when climbing – do not use chairs for climbing, use a stepladder and climb cautiously.

CORDS

- Beware of telephone and electrical cords lying across the floor. Catching your shoes on a cord frequently results in a fall.
- Offer suggestions for different furniture layouts that might resolve the problems where cords are potential hazards.

STAIRWAYS AND WALKWAYS

- On stairways, use handrails and report worn treads and broken or loose stairs to the supervisor.
- Avoid obstructing your vision with large loads.
- Don't store boxes, supplies, etc., where people might trip.

LIGHTING

- Use as much light as you need to get the job done safely and correctly. Report dusty or out-of-order lights promptly.

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Learn About the Rebranded Company Cassidy Turley

One of the nation's largest commercial real estate firms, Cassidy Turley enjoys a history of 100 years of successful relationships serving clients around the globe. Our team of professionals is dedicated to consistently delivering solutions that produce superior results and champion your business goals. We believe in face-to-face relationships and that hands-on problem solving is fundamental. We become your partner and advocate, and are passionate about achieving long-term success on your behalf. We'll leverage our world-class expertise, our local market knowledge and our deep industry connections to deliver integrated, tailored solutions.

Colliers Turley Martin Tucker, Cassidy & Pinkard Colliers, Colliers Pinkard, Colliers ABR, BT Commercial in Northern California, BRE Commercial in Southern California, BRE Commercial in Arizona, and Colliers Houston & Co. of New Jersey have rebranded as Cassidy Turley.

The launch of the new brand is the initial step in communicating the company's comprehensive and enhanced strategy. "As one of the nation's largest commercial real estate services providers, the Cassidy Turley brand reflects expanding capabilities to service our valued clients nationally," said Mark E. Burkhart, CEO of Cassidy Turley.

"Through our deep connections, we deliver local market knowledge with world-class expertise. We are passionate about the success of our clients and our employees and have decided to rebrand as Cassidy Turley to benefit both. By expanding our service offerings, we broaden our business, increase our national geographic footprint and enhance our infrastructure."

Cassidy Turley is strongly focused on the core values of providing exceptional results to clients, dedication to local communities, and firm growth which improves the company and energizes its workplace. "Our people are more than assets; they are Cassidy Turley," commented Burkhart.

In providing clients with integrated, tailored solutions, Cassidy Turley delivers high quality end-to-end commercial real estate services. Specializing in Capital Markets, Corporate Services, Landlord and Tenant Representation, Property Management, and Project and Development Services. Cassidy Turley offers first class market research and industry expertise for the following practice groups: Automotive, Food Facilities, Healthcare, Higher Education, Hospitality, Law Firm, Life Sciences, Not-for-Profit and Retail sectors.

Cassidy Turley will expand and broaden service offerings to both investors and users and capitalize on market-driven businesses such as Distressed Assets, allowing the company to remain competitive in today's marketplace.

"We are all united by a coordinated business strategy, a single brand, shared vision and values, and a strong commitment to Cassidy Turley associates," added Burkhart.

Please visit www.cassidyturley.com for more information.

The best thing about the future is that it comes only one day at a time.

- Abraham Lincoln

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