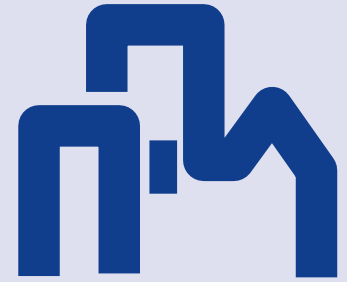


Dayton BOMA

Building Owners & Managers Association



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From the President



CHANGES CHANGES CHANGES

After 27+ years at Chapel Electric, I have taken a new position with Reed Elsevier Technology Services (RETS), the parent company of LexisNexis and many others.

Reed Elsevier is a world leading provider of professional information solutions in the Science, Medical, Risk, Legal and Business sectors. My responsibilities include the management of over 150 data centers located around the world, maintaining electrical, mechanical, infrastructure systems and security for these facilities.

I plan to continue my involvement with Dayton BOMA and hope to remain extremely involved with our organization on a local and national level for years to come. The last couple of weeks have been quite a learning experience in shifting from more of a support role for building management to a full time facility manager position. Wish me luck!

Enough about me. I'm very excited to see our upcoming educational

offerings with the BOMI Law and Risk Management course here in Dayton on June 6th, 7th and 8th at the Dayton Area Board of Realtors as well as the Preventative Maintenance: Best Practices for Property Managers webinar that was held on April 26th at the Mound Advanced Technology Center in Miamisburg.

I had the opportunity to visit the offices of a couple of our local congressmen, Mike Turner and Steve Austria, on a recent trip to Washington, DC with my family. I was able to discuss several BOMA issues and was pleased to find that they were very much aware of our concerns and are on our side. On a personal note, if you are planning a trip anytime soon to our nation's capital, make sure to contact your local representative. They are very open to having you visit their offices and their aides are very helpful in getting passes for many of the local attractions. They were able to arrange for my family and I to have VIP passes to the White House, National Archives, Library of Congress, State Department, the Washington Monument and a personal tour of the Capital Building. Please take advantage of their efforts on your next visit.

Thanks to all,
Dave

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BOMA Government Affairs

On March 24th, the BOMA Dayton Government Affairs Committee joined forces with BOMA Cincinnati to meet with Congressman John Boehner's Legislative Aide in the Eighth District's West Chester Office. Kristin Vandivier represented BOMA Dayton along with Dick Purtell and Stephanie Geiser with BOMA Cincinnati. The purpose of the meeting was to discuss the contributions and impact commercial real estate has on the economy on an international level as well as in the state of Ohio.

The primary issue that currently affects our industry is tax incentives for leasehold improvements. This policy provides significant tax benefits to owners and tenants of real estate property when changes or upgrades are made to a space in order to suit the specific tenant needs. These upgrades would include structural elements, mechanicals, lighting, etc.

In 2004 the leasehold improvement depreciation was changed from 39-years to 15-years, a more practical timeframe based on typical lease terms. Unfortunately, the depreciation policy was never made permanent and has to be re-enacted from year to year to avoid reverting back to the previous 39-year period. Fortunately, President Obama's 2010 Tax Relief Act continued the leasehold improvement 15-year depreciation benefits, but we need to continue to advocate in order to make the policy permanent.

During the meeting, Mr. Boeher's Legislative Aid informed us that the Congressman has an office in Troy. We will be scheduling another meeting with this local office and are hoping for a strong showing to let them know who we are as an organization and what we contribute. We will be certain to let BOMA Dayton members know when that meeting is to take place and we encourage anyone who can make it to please do so.

2011 Committee Chairs:

Membership

Beverly Campanaro / 937-222-4669
beverly.campanaro@otis.com

Government Affairs

Karen Basista / 937-293-0900
karen.basista@mvg.com

Newsletter

Amy Berner / 937-603-6745
aberner@simplexgrinnell.com

Programming & Education

Nancy Ferrara / 937-299-2662
nancy.bae.boma@ameritech.net

Community/Membership Interaction

Nancy Ferrara / 937-299-2662
nancy.bae.boma@ameritech.net

Building Recognition & Awards

Tracy Ryan Edwards / 937-395-9560
Tracy.RyanEdwards@cassidyurley.com

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 10th – David Winn, Infrastructure Protection Administrator, Office of Protection and Security, Ohio Homeland Security

May 26th – BOMA "After Hours Event" at Norton's Sports Bar & Grill in Kettering. Karen Basista, Jane Curtis and Sharon Rislund with Miller-Valentine Group will sponsor this event.

June 12th – Mark Donaghy, Executive Director, Greater Dayton Regional Transit Authority

July 14th – BOMA "After Hours Event" at Adobe Gila's at The Greene, sponsored by Mark Ross and Becker Electric

July 25th – Dayton BOMA's 26th Annual Golf Outing, Walnut Grove Country Club



Thank you to Bob McClure, Vice-President, Member Services, BOMA International for speaking at our March Luncheon.

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

After Hours Networking Event



A big THANK YOU goes out to Mike Houser with Houser Asphalt and Concrete for sponsoring our March 24th "After Hours Event" that was held at Bravo! by the Dayton Mall. A great time was had by all those who attended!

If you weren't able to join us in March, please be sure to mark your calendar for our next "After Hours Networking Event" to be held on Thursday, May 26th at Norton's Sports Bar & Grill in Kettering. Karen Basista, Jane Curtis and Sharon Rislund with Miller-Valentine Group will be sponsoring this event.

If you're interested in sponsoring an event, please contact Nancy at 299-2662 or nancy.bae.boma@ameritech.net, for details.

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Member Spotlight: Kathy Kline, Real Estate Services Assistant, CB Richard Ellis



Kathy Kline is a Real Estate Services Assistant with CB Richard Ellis since January 2008. As RESA, she supports the Real Estate Manager with the daily duties of managing several properties including Park Place in Kettering, Liberty Falls Medical Plaza in Liberty Township, as well as several

other office and retail properties. In this position she also enjoys the contact with tenants, vendors and fellow CBRE employees.

She recently served as Vice President of the Associate's Board of the Sunwatch Indian Village and Archaeological site, helping to organize fund-raising events several times a year including a Solstice celebration and a Native American Flute gathering.

In her spare time, being a nature enthusiast, she spends a lot of time hiking at the local Parks and on her sister's farm with her 2 dogs; Denali, an elderly golden retriever, and Sweetie, a flat coat retriever. She is an avid reader especially of local history and settlement of the frontier as it continually moved west. She likes just putting around the house. Her current project is turning the back yard shed into a country potting shed decorating it with flea market finds. It is also at home that she spends time with her four-legged family of rescued cats and dogs.

She especially enjoys travel when possible, usually to northern Michigan for an annual girl's vacation with her sister. She has been white-water rafting on both the New and Gauly Rivers in West Virginia, an experience of pure fear and not to be repeated any time soon! In 2009, she took a "dream-vacation" trip to Alaska where she boated the Kenai Fiords and took an incredible flight from Talkeetna to land on a glacier where she tasted the glacier ice! In Denali Park she was fortunate to see the famous "Big Five" of Alaskan wildlife- grizzlies, caribou, a wolf pack, moose and dall sheep before returning to Anchorage via the Alaskan Railroad. This year she is planning a trip to see Glacier and Yellowstone Parks and an elk ranch in Idaho where her brother-in law will Elk-hunt.

Kathy will celebrate a milestone birthday this year in May and hopes to retire in five years to work with therapy pets, visiting hospitals and seniors!!!

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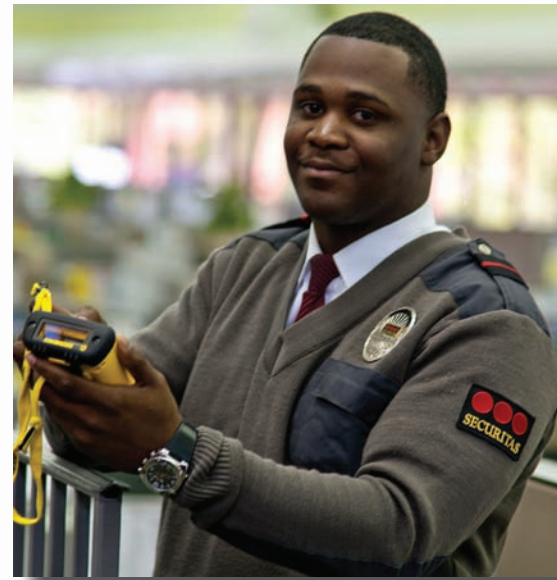
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Welcome New BOMA Member: Mark Ross, Director of Sales, Becker Energy Solutions



Mark Ross is a 27-year veteran in the electrical industry, an expert in energy saving solutions, and the Director of Sales for Becker Energy Solutions, a division of Becker Electric Supply. Residing in Troy, Ohio, Mark conducts energy saving audits for industrial and commercial businesses

in Ohio, Kentucky, and Indiana. With an extensive background in lamps and lighting as a manufacturer's representative for 10 years with Philips Lighting, Mark's knowledge of the latest lighting systems, products, and applications is unique. His expertise is conducting energy audits for small or large projects, such as Honda Motor and commercial facilities of all sizes.

He identifies ways to drive operating costs down, cutting energy costs on the average of 33%. With today's lucrative utility rebates available, he can measure payback in easy to understand metrics. His energy audits for facility upgrades often suggest using high performance fluorescent fixtures, LED, and other energy efficient lighting controls including occupancy sensors.

Mark is a father of four children. He is married and living the dream in Troy, Ohio. He enjoys biking, reading, and watching his daughter play volleyball.

WASP SPRAY

A receptionist in a church in a high risk area was concerned about someone coming into the office on Monday to rob them when they were counting the collection. She asked the local police department about using pepper spray and they recommended to her that she get a can of wasp spray instead.

The wasp spray, they told her, can shoot up to twenty feet away and is a lot more accurate, while with the pepper spray, they have to get too close to you and could overpower you. The wasp spray temporarily blinds an attacker until they get to the hospital for an antidote. She keeps a can on her desk in the office and it doesn't attract attention from people like a can of pepper spray would. She also keeps one nearby at home for home protection. Thought this was interesting and might be of use.

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937.673.1373 Cell
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Bureau of Workers' Compensation - Lifting: a daily routine

Whether you're at work or conducting daily activities at home, the potential exists for injuries to occur as a result of lifting. Lifting principles applied before, during and after working hours should lower the risk of back strains and sprains, the most common ailments that humans experience. Before we talk about ways to reduce our chances of suffering, such an injury, let's consider what situations may lead to an incident.

How big is the problem?

According to the National Safety Council, 60 percent to 80 percent of all workers will experience a back problem at some time during their working careers. Back strains and sprains are the largest source of workplace claims. Conditions in the workplace which, increase the likelihood of back pain, are called risk factors. Back pain risk factors associated with lifting include:

- Lifting heavy loads;
- Carrying bulky loads or loads far away from the body;
- Frequent lifting;
- Bending the body's trunk, as when picking items up off the floor;
- Twisting the body's trunk;
- Static loading (for example, holding objects for long periods of time).

1. If we reduce or eliminate exposure to these risk factors, we also reduce the chance of experiencing back pain.

Lifting techniques

If you must lift, you should select the safest way to lift - one that is free from the potential for injury. However, we can lessen our exposure by using an approach that encompasses best practices that have come about through research and application.

Here are some guidelines:

- Plan the lift from start to destination;
- Flex to loosen up your body before starting the lift;
- Squat close to the load;
- Grip the load firmly with both hands, not just the fingers;
- Place hands on diagonally opposite corners so one hand pulls toward you and the other one lifts;
- Bring the load as close as possible to the body;
- Keep weight centered over your feet, with arms and elbows against your sides;
- Keep your back straight, use the power in your legs to push yourself and the object into a standing position;
- Avoid twisting by changing direction with your feet;
- Continue to your destination with the object as close to the body as possible.

Remember, relying only on lifting techniques to prevent back injuries still leaves us quite vulnerable to pain and suffering, which can affect our ability to perform our jobs and enjoy our free time with our family and friends. Examples in our daily lives that ease lifting include:

- Grocery carts to transport items to our car;
- Bags with handles;
- Snow shovels and other tools that have curved handles like scythes;
- The carrying of items in smaller amounts or shorter distances;
- Wagons to carry yard trimmings.

Article provided by the BWC Division of Safety & Hygiene

Who Will Be Our Next Star?

Congratulations to our "Membership Star" winner, Tracy Edwards with Cassidy Turley. The BOMA Board of Directors acknowledged Tracy at the February membership luncheon for her "above and beyond" contribution to our Building Awards and Recognition Committee.

Congratulations also goes out to Sheri Simpson with Gem Realty along with Mike Davis with Command Roofing. Both received our Membership Star award at our March membership luncheon for their "above and beyond" contribution of the judging of our TOBY Awards.

All three award winners received a certificate of appreciation and a gift card for a cup of coffee at Starbucks. A special THANK YOU to Jim Houpt and Merchants Security for their starring role as our Starbucks sponsor!

Dayton BOMA Giving Back to the Community

The Dayton Building Owners and Managers Association will be sponsoring two families in August when the 2011/2012 school year begins. We will be collecting clothing and shoes to provide to the families as they prepare to go back to school. Look for more information soon.

Most things which we think are impossible in life, is because we have never tried them. So go for every dream and opportunity before making a judgment.

BOMA STARS Resource Center Launches

BOMA International's new BOMA STARS initiative helps members promote the importance of benchmarking their portfolio's energy management data using the U.S. Environmental Protection Agency's ENERGY STAR® Portfolio Manager and sharing that data with BOMA. Sharing your energy management data with BOMA allows us to highlight the significant strides the industry has taken over the years in reducing its energy consumption. Our BOMA STARS resource center provides members with all of the necessary tools they need to begin benchmarking their portfolios. It will constantly be updated with new information and will highlight those companies that are propelling our industry towards market transformation. Visit the BOMA STARS resource center at - <http://www.boma.org/getinvolved/BOMASTARS/Pages/default.aspx>



The BOMA International Conference & The Every Building Show® is the one event of the year that brings together the foremost experts and resources in the commercial real estate industry. Building owners and managers from across the U.S. and around the world come together to discuss current trends, best practices and learn firsthand what industry leaders are doing to stay ahead. For more information go to www.bomaconvention.org.

BOMA 360 SURVEY SHOWS OPERATIONAL SAVINGS AND OTHER KEY BENEFITS

The BOMA 360 Performance Program® is helping property professionals differentiate their buildings in the marketplace by focusing on best practices in all major areas of building operations and management.

Even though the BOMA 360 Performance Program is less than two years old, a recent survey of BOMA 360 designees* shows that the program has already brought significant results and recognition to designees. According to the survey, designees are already reporting that they have...

- established new operational policies and procedures (32%);
- achieved documented operational savings and efficiencies (28%);
- are attracting or competing for new tenants (20%);
- and more than two thirds report earning recognition from owners, tenants and other members of the management team.

*The survey was sent to designees who have held the BOMA 360 designation for a year or longer.

WHAT IS THE BOMA 360 PERFORMANCE PROGRAM?

BOMA 360 is a groundbreaking program that evaluates [six major areas of building operations and management](#) and benchmarks a building's performance against industry standards. Applicants must achieve the required number of points to be recognized as a BOMA 360 Performance Building. Only occupied commercial office buildings and industrial buildings are eligible for the BOMA 360 Performance Program designation. Additionally, there are [four prerequisites](#) that must be met to apply for the designation. Applications for the BOMA 360 Performance Program may be submitted at any time during the year, with designations conferred quarterly. There is an [application fee](#) that is tiered based on the property's total square footage. The designation requires renewal every 3 years. A nine-member, independent BOMA 360 Performance Program Council has been appointed to confer the designations, provide administrative oversight and to provide continuous review and updates to keep the program current with industry best practices and standards.

WHY IS BOMA LAUNCHING THIS PROGRAM?

BOMA's market research shows that building owners and managers are looking for ways to distinguish their properties in the marketplace and attract tenants. This desire is more apparent now more than ever as the commercial real estate sector faces today's tough economy. The BOMA 360 Performance Program is designed to recognize outstanding achievement and provide a tool that can be used to market buildings as meeting and exceeding best practices and that it operates to the highest standards of excellence; helping to both keep existing tenants and attract new tenants. Other rating programs only focus on a specific area of operations, such as sustainability. The BOMA 360 Performance Program takes a 360 degree evaluation of all major areas of a property's operations and management practices.

WHAT ARE THE BENEFITS OF BEING A BOMA 360 PERFORMANCE BUILDING?

Buildings achieving the BOMA 360 Performance designation will receive a plaque to display on their building, be recognized in a directory of BOMA 360 Performance Buildings on the BOMA International website and through press releases and other announcements, and may use the BOMA 360 Performance Program logo on their letterhead, business cards, marketing and other collateral materials.

HOW DO I APPLY?

Go to www.boma.org to enter the BOMA 360 Performance Program application site. There you will find all of the information, instructions and the online application for submitting your building.

QUESTIONS?

If you have any questions about the BOMA 360 Performance Program, please send an email to BOMA360@boma.org.

What Happened to Your Yard Last Year?

Last year was just another reminder that a “typical summer” is a theoretical concept based on averages and not actual weather we can count on. A wet spring followed by a long dry summer followed by an early winter that never seemed to let up. The year before anyone that had a pool was in need of a heater or they only had a handful of days they could actually jump in and not suffer from hypothermia. What’s in store for this year? Well, we can predict that some turf will show effects of the drought and be in need of reseeding.



Many trees that withstood the drought, ice storms and wind may be in continued stress so take a close look at them. Tree fertilizer spikes are always a good idea for tree root feeding. Now is the time of year when you can actually get them in the ground. Place them at the drip line (outermost portion of the foliage) around the tree in the quantity recommended by the manufacturer. Evergreens and deciduous trees need different PH and nutrition so make sure you pick the appropriate fertilizer for each. While we are on the subject of trees, it’s good to inform everyone that topping a tree is the worst thing you can do for a tree. Cutting all the limbs force a lot of quick growing weak limbs (basically suckers) to sprout to allow leaves to do their thing and absorb sunlight for photosynthesis. If you need to prune a tree, have it pruned and not topped. Lots of tree companies stopped trying to educate people and just did what they were asked to do. Topping a tree won’t kill it immediately but the health of the tree is in jeopardy and over time there are many more dead limbs that fall out of a topped tree compared to limbs falling from a healthy and properly pruned tree.



What is that in my mulch?

Every year we get lots of calls and questions about this stuff we brought in our mulch. It is actually a slime mold caused by all the moisture and the natural decaying of the mulch. And no we did not bring it in with the mulch as not all areas get this slime mold. Its common name matches its look as it is called “Dog Vomit Fungus”. Although it is not a fungus it is called this most of the time. After its colorful fruiting stage it turns a brown color and when stepped on releases spores like a puff ball. It does not cause harm to most plants it is just unsightly. It is easily removed if you wish; just don’t put it on your neighbor’s sidewalk as it is slippery when at the fruiting stage.



Tony Newport, Brickman

Richard Flagel Realty merges with RG Properties

Two of the top commercial real estate firms in the Dayton area have agreed to merge their operations. RG Properties and Richard Flagel Realty have decided to team their management operations to create one powerhouse company.

Richard Flagel Realty, which was founded by its namesake in 1976 and has been a major player in the Dayton region's commercial real estate sector, will be folded under the RG Properties umbrella.

Washington Township-based RG Properties is a privately-held real estate investment, development and asset management company. During its 30-year history, the firm has developed more than 12 million square feet of commercial space throughout Michigan, Indiana, Kentucky and Ohio. The company's most recent high-profile project is Austin Landing, a 142-acre mixed-use development at the newly-opened Austin Pike Interchange at 1-75. The addition of Richard Flagel Realty's operations will add enhanced brokerage, fee-based property management services and in-house maintenance to RG Properties' existing services.

Bo Gunlock, Vice President of Asset Management at RG Properties, will assume leadership of the combined operations. Richard Flagel will remain with the firm, but will be switching his focus to brokerage and sales. All current employees will maintain their employment at the combined operation.

Flagel said he was proud to have attracted interest from a well-respected and well-run firm such as RG Properties.

"This is an exciting opportunity for our employees and our clients," Flagel said. "As I phase down after more than 45 years in the Dayton area real estate market, I can feel confident that RG Properties will be good for all of us. This is the right time for me, and they are the right company."

Gunlock said the merger provides a strong platform to increase RG Properties' visibility in property management and brokerage.

"This merger produces the ideal platform to service the real estate owners in this region," Gunlock said.

Gunlock explained that during the economic downturn, the importance of managing real estate assets in a professional manner, with a strong understanding of the market and the properties, has become more crucial to success than ever.

Gunlock went on to say, "the companies combined provide not only the excellent customer service that is so vital, but also the knowledge of the local market that assures strong occupancy levels and financial performance."

For more information contact:

Mary Beth Reser
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Making Time for Exercise Is Easy

By now you know that exercise is good for you, and that you should do something on a regular basis. What's the best time for you to exercise? Any time. Honestly.

For example, when you're sitting and watching TV, stretch your muscles. Never stretch so hard it hurts. Instead, stretch to the point of mild tension and hold the stretch for 15 to 30 seconds.

A healthy exercise program includes three kinds of exercise: aerobic activity, muscular conditioning and flexibility exercise. You can start your exercise program without investing in any elaborate equipment. For example, you can do simple body-weight exercises at home or at your desk at work, including sit-ups, push-ups and pull-ups.

For basic strength-training exercises, expensive weight-lifting equipment isn't required. Instead, head for the kitchen and pick up the soup cans you have in the cupboard or the gallon milk jug from the fridge.

Aerobic Activity Can Be Fun

Aerobic activity is defined as prolonged continuous movement of large muscle groups. Translated, that means "do something that keeps you moving." Ideally, do it for 30 minutes straight. If you don't have that much time, three 10-minute aerobic activity sessions will benefit you almost as much.

The good thing about aerobic activity is that it includes many of the sports you probably already enjoy.

Walking, biking, hiking, dancing, swimming and even basketball are all examples of aerobic exercise.

Another good thing is that you can easily accomplish those three 10-minute sessions with things like taking the stairs instead of the elevator, walking around the neighborhood after work or parking your car farther away from your destination.

You could even turn shopping into an aerobic activity. Shopping involves walking, so don't stop for 10 minutes straight and you've worked in one of your daily sessions! Check with your local mall for mall walker programs and you'll have company.

Aerobic exercise is definitely good for cardiovascular health and fitness. And here's something else you'll like: Aerobic activity can help you lose weight—promise!

Make Time to Stay Healthy

Exercise is one of the best things you can do for yourself. If you're basically healthy, get going right now. If you're a man 45 or older, or a woman 55 or older, or have any health problems, consult your physician first. Now GET MOVING!



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We all want our landscape to be a showcase as it gives the public its first impression of our property. An aesthetically pleasing landscape will draw more tenants to our office complexes, more shoppers to our stores and more new homeowners to our associations. Often budget restraints limit one's ability to create the perfect effect. However, even with budget limitations it is possible to maximize the appearance of your landscape without increasing costs.

In this article we will focus on three key areas of the landscape:

1) Color plantings 2) Plant replacements or additions 3) Water management

Annual Color - The use of annual color in a landscape has tremendous potential for adding curb appeal to a project. However, use of annual color can also quickly exhaust a budget if its use is not carefully planned. Annual color is an expensive landscape element since it requires fine detail work and must be replaced several times each year. So how can you make the most of annual color on a limited budget?

First, Plant only in key visible areas. Pick focal spots such as monument signs, building entries, the main access to a property or courtyard areas.

Second, Make sure that the proper plants are chosen for the areas to be planted.

Conditions such as exposure, irrigation and season of the year should be considered when choosing species. A properly selected variety will look more attractive and live longer, and thereby reduce replacement costs.

An alternative to annual color is the use of perennials in your color plantings. Perennials, which typically flower at a particular time of the year, can live for several years. They may be mixed with annuals to offer seasonal color. While the initial investment for perennial planting may be higher than that for annuals, because they last for several seasons, the long-term result will be a cost savings.

Plant Replacements or Additions - As managers of the landscape, we are often having to add new or replace existing plantings. How do we determine what is necessary or unnecessary in terms of plant additions or replacements? How many of us would replace a plant just because there used to be one there?

In trying to achieve that mature look, a landscape is often over planted. Mass plantings are design buzz words that describe a planting containing several of one or more species of plants. Mass plantings are typically designed for close planting to communicate a feeling of a mature landscape.

Try to limit additions or replacements to areas of greatest visual impact. It is not always necessary to spend extra money to replace or add plants to an already over-planted area or one that will become too dense at maturity.

Once the decision has been made to add or replace specific plantings, be sure to evaluate the investment as it relates to the size of plant material to be used. Naturally, bigger plants are more attractive, but is bigger better? Though a larger specimen plant provides a more mature look and matches the existing plantings it can acclimate much more slowly after the shock of installation. A smaller plant may actually acclimate much sooner, often surpassing a larger plant installed at the same time.

Another important consideration frequently overlooked when adding or replacing plant material is whether the intended species is hardy enough to survive in the location. Particularly when replacing dead or missing plants with like species, be sure to carefully determine the reason the original plant did not survive in the location. Factors such as exposure to the sun, climate, moisture and drainage are critical. Maximize your investment by installing the right plant in the right location.

Water Management - Why be concerned about managing your landscape water usage? With the exception of those areas where water restrictions are already being imposed, public attention to water conservation in landscape irrigation has been minimal. Soon, however, the cost and even more importantly, the availability of water for landscape use will demand the attention of all. Even now, water costs us more than we realize. Water-related damage to our parking lots, buildings and plant material adds up to major dollars. After labor, water is the second most costly element in the landscape budget. Although most of us are not involved with the installation of the landscape of a property, it is important for us to understand how

the initial design of the irrigation system affects our long term maintenance costs.

A new tool available to the property manager is the water audit. A water audit is used to analyze the efficiency of the existing irrigation system and provides needed information relevant to deciding what changes will be necessary to conserve water and thereby improve costs.


New, efficient components are now available for upgrading irrigation systems. Digital controllers, which are replacing the old mechanical controllers, allow frequent short cycles of watering. This reduces the runoff often associated with the longer-running cycles of mechanical controllers. Other components are being developed which will help automate water management procedures.

Tensiometers can be installed to automatically monitor available soil moisture. When the tensiometer senses too much available water in the soil, it will automatically prevent the irrigation system from watering the area until the moisture level is reduced to an appropriate level. Water costs will be easier to track as this new technology becomes available. And while it may require some initial capital outlay, the bottom line is that the effective use of water will save you money in the long run.

Most of what we have presented is common sense. Color plantings, plant replacements and additions, and water management are some key ways to maximizing aesthetics while minimizing maintenance costs. But the major element in any successful landscape maintenance operation is always a keen sensitivity to the integration of good design, which makes the property a showpiece. These cost effective techniques can help keep your maintenance budget in check without sacrificing aesthetics.

- Shawn Bone

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Regional TOBY Awards

Unfortunately, neither of Dayton BOMA's TOBY® award winning buildings (Kettering Tower and Courthouse Crossing) was selected to represent the Central Region at the International competition level. While the outcome is not what we had hoped for, there were a lot of good experiences that came out of the competition and I am more excited than ever about the TOBY® awards.

Personally, the greatest benefit I walked away with was the feedback that I received about my building from both the local and regional judging. Not only did I receive some nice compliments about certain areas of our property management program, such as our interaction with the community, but I also received feedback on areas that could use improvement. It isn't often that a Property Manager gets to see their building through the eyes of unbiased observers and receive their objective opinions.

I have also participated in the process as a regional and international competition judge. Having competed in the competition myself, it was interesting to see how other property management teams approach the building management process. This experience has also given me ideas on low cost changes I can make at Courthouse Crossing, as I have seen how others have put their ideas into practical use at their building.

So, with all this new experience, I have some early advice for my fellow Property Managers that are considering a TOBY® run.

- Get pictures of your building exterior while the sun is shining, and make sure your camera is set on a high-resolution setting, so that they will post well on the web site.
- Get out those newsletters, take a customer satisfaction survey, have the book fair and find a low cost treat to take to your tenants. Have a tenant picnic, a popcorn break or a donut breakfast. But no matter what you do, make sure to remember to take plenty of pictures.
- Get the fundraising going. Sponsor a contest, collect donations, enter a 5k walk with your tenants or donate some unused building space to a charitable organization. Make sure to save those donation "thank you" letters.
- When you receive a compliment from a tenant, save it your TOBY® file. Better yet, ask them to write a letter of recommendation for your TOBY® entry.
- Get your building's energy data entered at energystar.gov. You get 3 points just for having the information entered, regardless of your score. In the regional category that I judged, the winning entry's Energy Star score was under 70. So an old building can win!
- Look at this year's entry requirements, and start writing now. Take an hour a month to write about your building processes—even if it is just an outline, the entry requirements will seem much less daunting if you have made a start.

The International TOBY® winners will be presented during the Annual Meeting in June. Shortly thereafter, we will receive the 2011-2012 call for local entries. If you would like to become involved in next year's process, please join us at the next Building Awards and Recognition Committee meeting on Monday, May 23rd at 8:30 a.m. at the Cassidy Turley office. In the meantime, should you have any questions, please contact me at tracy.ryanedwards@cassidyurley.com or by calling 395-9560.

Opportunities are found by those who look for them. The bee has a sting but honey too... so look at every negative and make a positive out of it.

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