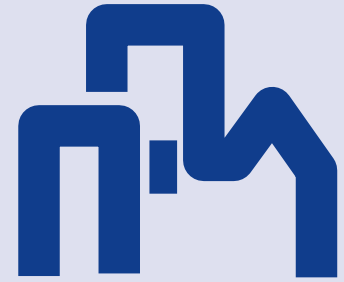


Dayton BOMA

Building Owners & Managers Association



BOMA Board Members:

President – Tracy Ryan Edwards
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From the President



I have just returned from the Winter Business Meeting in Washington DC, and who knew so much was going on in commercial real estate? I was very impressed with the amount of time, money, and energy that BOMA

International is investing in education and legislative advocacy.

In the area of education, BOMA will be offering several free webinars throughout the year, and have lowered pricing on additional webinars. Locally, we will schedule a conference room for our members to view these webinars as a group. The next webinar is scheduled for February 16th on EER Surveys—watch your email for more details. Additionally, BOMA will be issuing two new guides that focus on Exterior Maintenance and Emergency Preparedness later this year.

Legislatively, BOMA has identified Carried Interest, ADA Enforcement, and Leasehold Depreciation as their key focus areas for 2012. While Carried Interest is getting a lot of attention thanks to Mitt Romney, BOMA's position is that maintaining the current law is

preferable to raising the rate. Since real estate is a long-term investment, carried interest is only realized if the real estate deal is successful. A large percentage increase in the Carried Interest tax rate will only serve to further discourage the commercial real estate market. BOMA is also lobbying Congress to impose a notice and compliance opportunity for the new ADA regulations to protect the commercial real estate industry from "drive by" lawsuits. In regards to Leasehold Depreciation, tenant improvements reverted back to a 39-year depreciation schedule at the beginning of 2012. Congress enacted legislation in 2010/2011 to alter this rate to 15 years, and BOMA's position is that this change should be made permanent, as no tenant improvement is designed to last 39 years.

I was also able to network with many of our BOMA peers, and have brought numerous ideas for stretching back to Dayton. We will discuss these ideas in committees and will be sharing them with all of you in the next few months. So who wants to limber up and plan to attend next year's Winter Meeting? Does it make a difference if I tell you it will be in Honolulu? There is going to be a lot of stretching this year. Who knows, I may even see 5'2" by the end of the year!

Tracy Ryan Edwards

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Building Recognition & Awards
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BOMA International Launches "BOMA Fellows Program"

The Dayton BOMA Board of Directors recently nominated Marguerite Krein with Turner Property Services Group for the BOMA Fellows Program.

The BOMA Fellows Program recognizes and honors BOMA International members for exemplary and sustained contributions to the industry, their profession, the community and BOMA at all levels, and is a call to continued leadership and service. Fellows candidates must be BOMA International members for a minimum of ten (10) years, and must be able to demonstrate achievements in education, industry and business experience, BOMA leadership activities, honors and awards, and community service worthy of BOMA recognition.

Successful candidates will use the "BOMA Fellow" credential after their name, and will be called upon to serve BOMA in a variety of capacities. These may include teaching, authoring articles, mentoring new members or young professionals, identifying future BOMA leaders, serving as thought leaders to identify future trends, etc. The first class of Fellows will be honored at BOMA International's annual conference in June 2012 in Seattle, Wash.

After Hours Networking Event

A big THANK YOU goes out to Securitas Security for sponsoring our November after hours event along with Randy Light of Rainbow Restoration for sponsoring our event in January.

If you weren't able to join us at either event, please be sure to mark your calendar for our next "After Hours Event" to be held on Thursday, March 29th at Figlio in Town & Country Shopping Center. Leslie Schuller with US Bank will be our sponsor.

Ohio Safety Congress & Expo

March 27 to 29, 2012
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Since 1927, BWC has provided a forum for Ohio businesses to increase their knowledge and discover products and services that can keep their workers safe and healthy. This year, the 2012 Ohio Safety Congress & Expo (OSC12) will continue that tradition by helping you foster a culture of safe and healthy behaviors both on and off the job.

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<http://www.ohiobwc.com/employer/programs/safety/SafetyCongress.asp>



2012 Dayton BOMA Board Members
missing is Leslie Schuller

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.

March 13th – Chris Kershner, Director of Development with the Dayton Area Chamber of Commerce will be our speaker in March.

March 22nd – BOMA "After Hours Event" at Figlio in Town & Country Shopping Center. Leslie Schuller with US Bank is sponsoring this event.

April 10th – State Representative, Jim Butler will be joining us in April. Representative Butler is currently serving his first term as a member of the Ohio House of Representatives. He represents the 37th House District, which includes portions of Montgomery County.

May 24th – BOMA "After Hours Event" at Milano's on SR 741. Bill Mangus and Chuck Baker with Securitas Security are sponsoring this event.

July 23rd – Dayton BOMA Golf Outing to be held at Walnut Grove Country Club.

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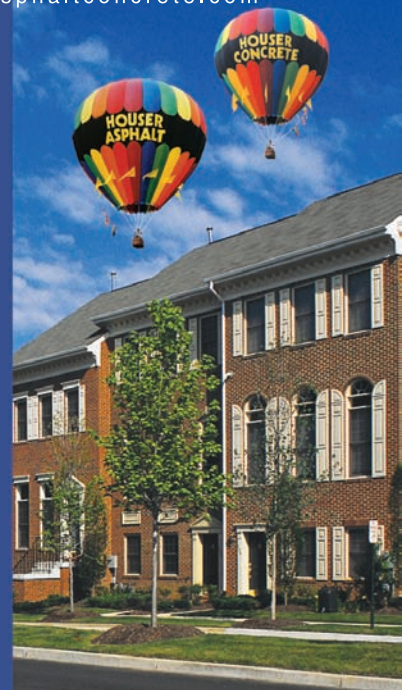
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In 2006, WWF-Australia inspired Sydney-siders to show their support for climate change action in the first ever Earth Hour event. It showed that everyone, from children to CEOs and politicians, has the power to change the world they live in.

Then in March 2007 in Sydney, Australia, 2.2 million individuals and more than 2,000 businesses turned their lights out for one hour to take a stand against climate change.

In 2008, the plan was to take Earth Hour to the rest of Australia. But then the City of Toronto, Canada, signed up and it wasn't long before 35 countries and almost 400 cities and towns were part of the event. It said something compelling to the world: that the climate challenges facing our planet are so significant that change needs to be global.

With the invitation to 'switch off' extended to everyone, Earth Hour quickly became an annual global event. It's scheduled on the last Saturday of every March – closely coinciding with the equinox to ensure most cities are in darkness as it rolled out around the Earth.

In 2011, Earth Hour saw hundreds of millions of people across 135 countries switch off for an hour. But it also marked the start of something new – going Beyond the Hour to commit to lasting action on climate change. And with the power of social networks behind the Earth Hour message, we hope to attract even more participation so we can build a truly global community committed to creating a more sustainable planet.

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-- Charles Schwab



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Member Highlight - Sean Turner



Sean graduated from the University of Dayton's School of Engineering with a major in Civil Engineering in 1999. He was commissioned as a Second Lieutenant in the U.S. Air Force and served a total of five years with two tours to the Middle East and achieved the rank of Captain. After the military, he spent five years as a Project Manager for a national homebuilder for upscale community homes in Chicago. His experience includes community development, land acquisition, marketing, sales, construction, contract negotiation, budgeting, purchasing, and quality assurance. Sean returned to Dayton in 2009 for an opportunity with Turner Property Services Group, where he is an Assistant Vice President and Property Manager, managing mainly office/medical office space in the surrounding Dayton area. Sean lives in Kettering with his wife Samantha and their three children. He serves on the board for Ronald McDonald House Charities, is an active member of Generation Dayton and is the chair of the Activated Spaces Street Team project.

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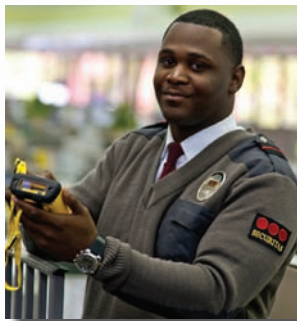


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- Our Feedback** - key performance indicators and scorecard information



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Who Will Be Our Next Star?

Congratulations to our "Membership Star" winners, Beverly Campanaro with Otis Elevator (at the time, now with Murphy Elevator) and Jane Curtis with Miller-Valentine Group. The BOMA Board of Directors acknowledged Bev at the November membership luncheon and Jane at the December membership luncheon.

Both Bev and Jane 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 Membership Star sponsor in 2011!



Time Marches On!

We want to congratulate Dave Wallace for successfully leading us through the last two years as Dayton BOMA President. His term oversaw impressive growth in our local membership, increased participation in the golf outing and other fundraisers, as well as awarding our first local TOBY winners. At our December meeting, Dave was presented with an engraved book clock as a token of our appreciation for his outstanding efforts. Thanks again, Dave!



Welcome New BOMA Member: Randy Light



Randy Light has devoted his professional life to construction and restoration and has been in the emergency response industry for over 17 years. Randy started his own company, Mad River Restoration, Inc. in

February 2004, and then purchased a Rainbow International Restoration and Cleaning franchise in 2007. The companies were merged together at the beginning of 2010 and now operate as Rainbow Restoration.

Rainbow Restoration provides emergency services for fire and water damaged properties, including structural and content cleaning for smoke or soot after a fire. For water damages, our services include extraction, drying and monitoring. We also do post construction cleaning after a remodeling or renovation project.

Randy graduated from Urbana University and Centerville High School. He is an avid reader and always interested in gaining additional knowledge. He prides himself on staying current on industry trends and being one of the first to try a new technique. He has acquired many industry specific certifications through the Institute of Inspection Cleaning and Restoration (IICRC) and is currently certified in Fire and Smoke Restoration, Applied Microbial Remediation, Water Damage Restoration, Odor Control, Health and Safety, Applied Structural Drying.

Randy lives in Washington Township with his wife Kirsten. They have two children Meredith (10) and Jackson (6). When not running between kids activities, Randy likes to play tennis, golf and follow his favorite sports teams.



Beverly Campanaro
Branch Manager

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NEW RESEARCH IDENTIFIES LEAST EXPENSIVE U.S. COMMERCIAL REAL ESTATE MARKETS

Shreveport, Nashville and Tulsa Rank Lowest in Rents across Major Markets

(WASHINGTON – December 7, 2011) The Building Owners and Managers Association (BOMA) International has identified the least expensive commercial real estate markets in the United States. The data is drawn from the 2011 Experience Exchange Report® (EER), which provides an annual analysis of the office building operating income and expense data compiled across approximately 940 million square feet of commercial office space in more than 6,500 buildings in 278 different markets. The 2011 report contains data from 2010.

The least expensive U.S. cities, based on total rental income include:

1. Shreveport, La., \$10.47 per square foot (psf)
2. Nashville, Tenn., \$13.31 psf
3. Tulsa, Okla., \$13.73 psf
4. Dayton, Ohio, \$13.97 psf
5. Columbus, Ohio, \$13.99 psf
6. Boise, Idaho, \$14.64 psf
7. Omaha, Neb., \$15.23 psf
8. Harrisburg, Pa., \$15.45 psf
9. Oklahoma City, Okla., \$15.78 psf
10. Jacksonville, Fla., \$15.90 psf

Total rental income includes rental income from office, retail and other space, which includes storage areas. Amid the economic downturn in real estate markets, few markets demonstrated significant increases in rental income, suggesting that rental rates remain relatively stable and favorable for tenants seeking to pursue new leases or renegotiate existing ones. In Shreveport, average total rental income was \$10.47 per square foot (psf), while in Jacksonville it was \$15.90 psf. In Dayton and Omaha, total rental income increased by 10 percent from 2009 to 2010, while in Shreveport, it dropped by four percent.

Gauging least expensive cities on the basis of total operating and fixed expenses produces a significantly different list:

1. Fresno, Calif., \$4.25 psf
2. Jackson, Miss., \$4.97 psf
3. Baton Rouge, La., \$5.48 psf
4. Virginia Beach, Va., \$6.20 psf
5. Everett, Wash., \$6.36 psf
6. Little Rock, Ark., \$6.59 psf
7. Oklahoma City, Okla., \$6.66 psf
8. Salt Lake City, Utah, \$6.68 psf
9. Raleigh, N.C., \$7.00 psf
10. Norfolk, Va., \$7.20 psf

Total operating expenses include all expenses incurred to operate office buildings, including utilities, repairs/maintenance, cleaning, administrative, security and roads and grounds. Fixed expenses include real estate taxes, property taxes and insurance. In Fresno, average total operating and fixed expenses were \$4.25 psf, while the average in Norfolk was \$7.20. From 2009 to 2010, the average cost of total operating and fixed expenses increased in Raleigh by ten percent, while Little Rock and Everett saw decreases of eight and 12 percent, respectively.

The new data is based on BOMA's 2011 Experience Exchange Report, the industry gold standard for benchmarking income and expense data in commercial building data. The report provides valuable analytic insight into the performance and efficiency of office buildings in markets in the U.S. and Canada. The report includes trends analysis and city-market level reports, as well as reports for special use facilities such as medical office buildings, corporate facilities, financial buildings, agency managed and all electric buildings.

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The Invader Within: What to Know About Mold in Your Home or Business

It's happened to most of us. You open a bag of sandwich bread or check the refrigerator for an orange and see it: a fuzzy green growth that stops the quest for a snack and maybe even dims your appetite. You've met mold, one of the most widely spread and commonly occurring life-forms on Planet Earth.

Home and business owners can underestimate the severity of mold in their structures and the degree of difficulty involved in removing it. Simply cleaning with bleach and water often will not fully solve the problem. Proper mold remediation requires identifying and eliminating sources of moisture and the careful removal and disposal of mold-damaged items. Mold remediation is best performed by professionals that understand the required processes and procedures.

What Is Mold?

While it may not be the most pleasant thing to ponder, a fact of life and nature is that mold is found in virtually every environment in which people live, work and play, indoors and outdoors. The total mold species count, while unknown, numbers in the hundreds of thousands. Molds thrive in soil, on plant life and on decaying organic matter. In nature, this helps in the process of natural decay and rebirth. Molds come in a variety of colors, from ghostly white to black, gray, green and blue.

Mold Growth Requirements

In order for mold to take root, grow and thrive, it requires four key components. These are:

- Spores (Molds reproduce by releasing tiny spores into the air. These spores land on any available surface and will grow on those which offer favorable conditions.)
- Food (Molds will ingest virtually any organic substance, including insulation, wood, paper and carpet.)
- Oxygen and suitable temperature (While most molds prefer room temperatures between 70 F - 85 F to grow, it can exist in considerably colder and hotter environments.)
- Moisture (Since it is impossible to remove all mold spores and potential food sources, the critical element in mold growth prevention in homes and businesses is moisture control and elimination.)



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Keys to Preventing Mold Growth

The most important factor contributing to mold growth is moisture. Mold requires a steady source of water, which can come from practically any source including:

Floods, Leaky pipes and roofs, Rooms with high humidity (like bathrooms and basements), Improperly sealed door and windows, and condensation.

Conducting regular inspections of homes and businesses can help spot and resolve sources of moisture before mold growth can take root and spread. Promptly repair leaks and ensure a dry foundation by establishing drainage systems that lead water away from a home or business. Maintain a consistently low indoor humidity level (between 30-50%) and ensure proper ventilation of rooms that naturally produce more moisture than others (e.g., venting clothes dryers to the outside).

If a home or business experiences water damage (e.g., flood, plumbing failure, structural deficiencies) make sure a qualified water damage mitigation and restoration specialist is called quickly to completely dry the structure. Drying and/or removing saturated materials helps deny mold a place to grow. Regularly inspect homes and businesses for musty odors. Clean mold off hard surfaces in bathrooms and avoid storing soggy or damp materials of any kind inside. Look for signs of water stains on ceilings, walls and window sills. Add additional insulation or sealing to areas that commonly exhibit condensation, such as pipes and windows. Avoid installing carpets in basements and bathrooms.

Mold and Health Considerations

While completely eliminating human exposure to mold is impossible, keeping it to a minimum, particularly in indoor environments like homes and offices, is important. People may first report the musty odor of mildew. If growth is left unchecked, other health issues may arise. These conditions can include:

Eyes, nose, throat and skin irritation, Sneezing, Headaches, Trouble breathing, Heightened asthmatic reactions, Hypersensitivity pneumonitis (an uncommon ailment similar to bacterial pneumonia), People with pre-existing suppressed immune systems can be more vulnerable to repeated mold exposure. Repeated exposure (like time spent daily in a home or business) can lead to increased sensitivity to mold exposure over time.

Most importantly, home and business owners must know that the best possible mold remediation can be for nothing if the original source of moisture feeding its growth is not identified and eliminated.

In most ways, mold is a critical part of how nature functions. By helping break down organic matter and returning it back to the cycle of life, mold plays a key role in a healthy outdoor environment. However, when human comfort and health clash with mold growth in indoor environments, like homes and businesses, steps must be taken to stop and address the situation. While there are many things home and business owners can do to help aid this process, some jobs require the services of professional and certified mold remediation specialists.

Randy Light

Rainbow International – Industry Leader and Innovator

BOMA Members of the Year

Leslie Schuller, Principal Member – Leslie has been a very involved BOMA Member since joining us in October of 2007. She has been on the Dayton BOMA Board of Directors for two years now, serving as a Principal Director and will be moving in to the Treasurer's position for the 2012/2013 term. Leslie is also a part of the Newsletter Committee.

Congratulations Leslie – we are honored to honor you as our Principal Member of the Year!

Beverly Campanaro, Associate Member – Beverly joined the Dayton Building Owners and Manager Association over 20 years ago and has been a wonderful addition to our group. Bev has always been a very involved member in Dayton BOMA serving on the Board of Directors for several years. She has been chair of the Membership Committee and has been involved in the Community/Membership Interaction Committee as well.

Congratulations Bev on your Associate Member of the Year award – our organization is so proud to have you as one of our members!



Xenia High School Vocal Ensemble

We were honored to have the Xenia High School Vocal Ensemble perform for us at our December holiday luncheon. The High School Vocal Ensemble features 48 students in grades 10-12 who perform widely in the Xenia/Dayton area and annually in New York City. Their repertoire includes both show music and concert music. The Vocal Ensemble regularly receives superior ratings at music competitions sponsored by the Ohio Music Educator's Association. The students presented over 20 concerts this past December for schools, nursing homes, churches and other community organizations. The Xenia High School Vocal Ensemble is under the direction of Mr. Brent Manley. Mr. Manley is a graduate of Xenia High School and is a 30 year veteran teacher.



TOYS FOR TOTS

We were fortunate enough to have GySgt. Antonio Kitchens, our local Toys for Tots Coordinator and SSgt. Christopher Gumm from the Marine Corps Reserve, join us for our November membership luncheon.

In 2011 the Toys for Tots program collected 19,320 toys to give out to the 9,339 kids who registered for the program.

The objectives of Marine Corps Reserve Toys for Tots Program 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.

*"There is only one success - to spend your life in your own way."
- Christopher Morley*



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These member ads help support the production of this newsletter as well as Dayton BOMA

DP&L offering T12 "Bonus Rebates" for Limited Time

DP&L's Rapid Rebate incentives are offered for lighting, HVAC, motors, drives, air compressors, and many more electric-saving measures. Since Dayton Power & Light's rebate programs began in 2009, lighting projects have accounted for nearly 70% of all rebates paid. There are more than 75 different lighting measures offered. One of the most common rebate measures is the T12 to T8 retrofit. This measure is popular due to:

- 1.) **Better light output.** Customers installing T8 lighting to replace their T12 lighting have seen increased lumens and better overall lighting. This leads to increased productivity, safer work environments, less scrap, increased sales, etc.
- 2.) **Increased energy savings...** on average, 50% or better. Lighting typically accounts for 40-50% of the electricity costs in commercial buildings and is a significant part of the electrical cost. So upgrading lighting can help any business cut costs, whether it is a 100,000-square-foot warehouse, a 1,000-square-foot office space or a 1,200,000-square-foot manufacturing facility.
- 3.) **Quick payback.** Paybacks for these projects have been in the 12-24 month range.
- 4.) **DOE Phase-out.** The Department of Energy's phase-out plan for certain types of lamps includes the T12 linear fluorescent bulbs. The T12 magnetic ballasts were no longer produced after July, 2010 and after July 14 of this year, the bulbs will no longer be manufactured.
- 5.) **DP&L Rebates.** DP&L rebate incentives are generous and significantly reduce the payback periods for lighting retrofit projects.

DP&L has increased the rebate values for these retrofit measures by 50%...a bonus rebate! Since the old T12 technology is being phased out by the U.S. Department of Energy, DP&L will only be able to offer a rebate incentive until July 2012. This rebate level will end on July 14, 2012.

There are still thousands of T12 lamps in facilities all over the area. According to NEMA, about 30% of all 4-foot fluorescent lamps sold in the U.S. are still T12 lamps. As the DOE July 14 phase out approaches, manufacturers will turn their attention toward the production of more efficient systems such as the T8 or T5 lamps and the laws of supply and demand will start to take effect. Businesses still using T12 systems will find it harder to find replacement lamps and ballasts and they will be more expensive.

Controlling energy costs positively affects a company's bottom line and is an important component of any company's green initiative. Business customers should take advantage of DP&L's rebates while they are still available. The sooner they install energy-efficient lighting, the sooner they start saving energy and money. Visit www.dpandl.com/bizrebates to learn more about the DP&L rebates and to complete an online rebate application.



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Experience Exchange Report® (EER)

Yes, it's EER Survey time...your opportunity to benefit your owner and your tenants as well as the entire commercial real estate industry by sharing your building's data for the industry's most important resource on income and operating expense information.

Let's Pull Together...Your Participation is Important!

Just as individuals work together to achieve their team's goals, data from individual buildings is brought together in the **Experience Exchange Report®**, the most comprehensive resource for evaluating a building's financial performance relative to its market peers. Remember, all data is kept in strictest confidence and only market-level information is published.

EER data is the core of BOMA's recent **Economic Impact Study**. This powerful resource shows that the office building industry is a significant contributor to the nation's economic engine and enables BOMA to lobby successfully on your behalf.

HOW EASY IS IT TO SUBMIT DATA?

Sharing your data has never been simpler. Our online survey is a step-by-step process that's easy to follow.

- Completing the survey should take just about an hour.
- Detailed instructions will guide you through each line.
- If you wish to submit your entire portfolio, we have even easier tools. You can export data from your accounting system to our Portfolio Submission Form! Download the bulk submissions form directly from the EER Survey website.
- You don't have to fill out the whole form at once; you can save your submission as you go, and finish it any time before **March 30, 2012**.

HELPFUL DOCUMENTS TO HAVE ON HAND

- 2011 Year End Financial Statements—unaudited figures are acceptable
- Utility Bills—Electric, Gas, Water
- Your Chart of Accounts
- BOMA's Chart of Accounts, which is referenced throughout the survey and available for download under the "Help" tab on the EER Web site.
- A Building Lease, which should stipulate the method of floor measurement used for the building



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BOMA Fitness

Did you keep your New Year's Resolution?

It is February and time to evaluate those new year's resolutions! First off, if you made a resolution to become healthier in 2012, are you sticking to those goals? Check out the following tips to either stay or get back on track!

Be Reasonable

A person who has never exercised and makes a New Year's resolution to exercise for an hour every day may be setting himself up for failure, according to Workouts For You, a website dedicated to personalized fitness training. Set goals that are obtainable within a reasonable period of time. For example, a person 20 pounds overweight should not expect to drop the weight in a week or two, but plan for a one- to two-pound drop every week, setting weight loss goals at 12 week increments.

Make a Plan

Design a weight loss and fitness plan that fits into current lifestyle habits and time frames. Start gradually, making a schedule to set aside a certain amount of time to exercise three days a week. Gradually increase exercise time to five or six days a week after the body and mind have had a chance to adjust to new demands and priorities, suggests Workouts For You.

Write it Down

Creating a written schedule, tracking calorie intake and the type and duration of exercises performed on a daily basis will also help you keep on track. Now make yourself accountable to the schedule for optimal benefits.

Track Progress Weekly

A person doesn't have to obsess about the scale on a daily basis, but do track measurements and weights on a weekly basis to track progress and encourage motivation. Best of luck everyone!

Cheers to a happy and healthy new year!

~Amy Boeckmann

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