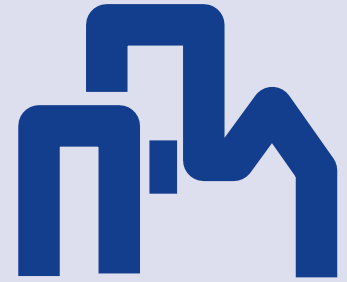


Dayton BOMA

Building Owners & Managers Association



BOMA Board Members:

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- Assoc. Director** – Becky Edgren
- Assoc. Director** – Ryan Zeman

From the President



BRRRR... it's cold outside.

I would like to thank everyone for the opportunity to serve as President of Dayton BOMA for another year. I look forward to the

adventure and working with the Board on making this year an exciting one for everyone. I'd like to acknowledge Dave Wallace who has been such a big help to me over the past year. He has shared his many experiences as they relate to BOMA and has introduced me to many of the leaders from other Ohio BOMA areas. Thank you, Dave.

Jonathan Willis with Pre-para, spoke at our January membership luncheon to give us some insight on active shooters and threats in the workplace. He shared with us some statistics that were pretty interesting. For example, the murder rate is down 50% since 1980; however, active shooter events have quadrupled since 2000. Most of these shooters act alone and will shoot until stopped or confronted. A video you may want to watch on YouTube or elsewhere is titled "Run-Hide-Fight".

Please consider not only serving

on one of our committees, but also heading it up. I'm sure some of you have creative juices running through your veins. We could use this creativity for the Membership Committee. As you've heard us say time and time again, we're not able to accept Associate members until we bring on more Principal members. We convey to those potential Associate members who contact us that there is a waiting list, but more importantly we let them know that if they bring us a Principal member, we'll allow them to become a member at the same time. We currently have several Associates interested in joining.

If you haven't been able to join us for an After Hours Event, be sure to mark your calendar for May 22nd. These events are a great way to get to know the other members of Dayton BOMA. Also be sure to mark your calendar for our 29th Annual Dayton BOMA Golf Outing to be held on Monday, July 28th. We'll be golfing at Walnut Grove Country Club again this year.

Best wishes to everyone for a happy and prosperous 2014. Spring is around the corner so keep an eye out for the robins and spring flowers.

See you again soon,
Sharon Rislund

Would you like to be more involved in Dayton BOMA?

We're currently looking to fill a Principal Director position on the Dayton BOMA Board in addition to someone who is willing to chair the Building Awards and Recognition Committee. If you're interested in either position give Nancy a call at

(937) 299-2662.

If you have a speaker in mind for our monthly membership luncheons be sure to let Nancy know. She would welcome any suggestions you may have.

Points of Interest:

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2014 Committee Chairs:

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fbullock@mound.com

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

Newsletter
Amy Berner / (937) 603-6745
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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 Awards & Recognition
Chair Position – Open

Upcoming Events and Speakers

Just a reminder, our membership luncheons are held 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 4th – David Hoeffel with Vorys, Sater, Seymour and Pease LLP, legal counsel to BOMA Ohio will be joining us in March. *Note: This luncheon will be held on the first Tuesday in March.*

April 8th – Corey Roblee, Senior Regional Manager, Government Relations, International Code Council, Inc. will be joining us from Columbus.

May 13th – Michael Schweller CPA, Director Brady Ware & Company will join us to talk about Cost Segregation.

July 28th – Dayton BOMA's 29th Annual Golf Outing, Walnut Grove Country Club, 9am shotgun start.

After Hours Networking Event

A huge THANK YOU goes out to Sean Turner, Maureen Bereda and Turner Property Services Group for sponsoring our After Hours Event in November and to Mark Ross and Becker Electric for sponsoring an Event in January. A great time was had by all those who attended!

If you weren't able to attend either event, be sure to mark your calendar for our next After Hours Event to be held on Thursday, May 22nd from 5–7pm at BJ's Restaurant Brewhouse, located at Austin Landing. Our sponsors this month will be Jim Forbes and Murphy Elevator Co.

If you're interested in sponsoring an After Hours Event, please contact Nancy Ferrara at (937) 299-2662 or nancy.bae.boma@ameritech.net

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Member Highlight - Jim Forbes The Murphy Elevator Company

Jim, though a Cincinnati, appreciates his Dayton neighbors through years of working in the area. A graduate of Tulane University with a Bachelor of Science in Psychology and a stint at The University of Cincinnati for marketing and management, Jim has been in sales for most of his career. Taking a break from sales for a few years by working for Drees Builders as a warranty representative he returned to his passion, sales.

Until recently, Jim worked in the commercial cleaning business until he discovered the best elevator company in the world, Murphy Elevator Company. You may remember Beverly Campanaro worked at Murphy until her retirement last year. Jim is easing into her position and would appreciate any help you can give him.

A member of the Cincinnati Caledonian Society and supporter of the Cincinnati Caledonian Pipes and Drums Band, he is also past North American haggis eating champion (if you really want to know what haggis is, please ask). Jim is also a member of the Southern Ohio Dog & Game Preservation Association. He urges everyone to protect our natural resources and adopt a dog.

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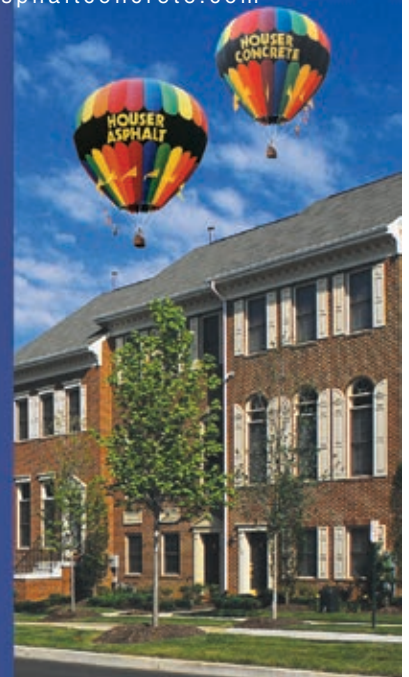
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Spring Clean-Up

With the near record levels of snow, and the coldest temperatures in 30 years, it's hard to imagine that Spring will ever come. Believe it or not, it's less than 50 days away! There are several easy tasks you can do to get your landscape ready to flourish this summer.

Landscape Grasses and Perennials

When cutting back ornamental grasses, a rule of thumb is to cut them back to 1/5th (or 20%) of their maximum height. Feather Reed Grass, for example, grows to a height of 4-5', so you would cut them back to 10-12" height. While it doesn't generally harm the grasses to be cut back early, take care to prevent potential damage from exposure to cold.

For perennials, cut them back to about 2' above the ground. For woody perennials, such as Russian Sage, some of the old growth will often begin to leaf out depending on when you get to it, and you can leave more of the existing plant to regrow if this is the case.

You can also begin to "divide and conquer"! Divide up fall-blooming perennials and grasses to transplant throughout your landscape. This gives the plant time to grow through the season, so that in the late summer you will have new plants to enjoy.

Lawns

Take a walk around your property. Pick up and remove all tree branches that may have fallen from the harsh winter weather.

Consider aerating your lawn. Aeration allows greater movement of water, fertilizer, and air which stimulates healthy turf. Aerating also increases the speed of decomposition of the grass clippings and enhances deep root growth. Compacted soil especially benefits from core aerating. Be sure to mark the locations of sprinkler heads with flags prior to aerating so that they will not get damaged.

You should fertilize your lawn in the spring to give it a boost. Don't overdo it though, because fertilizer can wash off of your lawn and the runoff can be harmful to water supplies and wildlife.

Spring clean up always produces quite bit of debris. Consider starting a compost pile, or better yet, convince your neighbor to start one. Free dump site!

Hopefully these few tips will help you through the beginning of spring. The best part about landscaping is the instant gratification. So grab some gloves and have some fun!

- Greg Davis, Brickman Group



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CalSTRS and CBRE - Improving Service Through BOMA 360

CB Richard Ellis has the distinction of managing the most BOMA 360 Performance Program® buildings among all real estate service providers, with 30 buildings achieving the BOMA 360 designation. A ground-breaking program developed by BOMA International, BOMA 360 evaluates six major areas of building operations and management and benchmarks a building's performance against industry standards, helping owners confirm that their buildings are performing to the highest standards of operational excellence.



The California State Teachers' Retirement System (CalSTRS) owns 12 buildings that have earned the BOMA 360 designation in their investment portfolio, which is managed by CBRE Investors. Cindi Langendoen, CBRE strategic account director for the CalSTRS portfolio, notes that the BOMA 360 designation is good news for CalSTRS to report back to its members. "CalSTRS delivers quarterly reports to its board, which is made up of teachers, and it's important that they can show that their buildings

are performing well," says Langendoen. "BOMA 360 shows not only that their buildings are well-run but also that their building staffs are doing a great job."

CalSTRS, CBRE and CBRE Investors got in the "green" game early and have been proponents of ENERGY STAR and sustainability for years. CalSTRS has plans to put another six buildings through BOMA 360 later this year, which Langendoen sees as an additional step to attaining the highest standards of excellence across the board.

"BOMA 360 touches on a lot that LEED does, but it goes farther by touching on all aspects of a building's operations and management," explains Langendoen. "It makes managers look at everything – security, risk management, building operations, community involvement, training, etc. This is what we as service providers are all about. It's all about improving service."

Learn more by visiting www.boma.org/awards/360-program/Pages/default.aspx or boma.org/360

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Earth Day 2014

Every year on April 22, over a billion people in 190 countries take action for Earth Day. From San Francisco to San Juan, Beijing to Brussels, Moscow to Marrakesh, people plant trees, clean up their communities, contact their elected officials, and more—all on behalf of the environment.

It all started in 1970 with the first Earth Day, widely considered to be the birth of the modern environmental movement. A US Senator from Wisconsin, Gaylord Nelson, was the man behind the idea. He chose young activist Denis Hayes to be Earth Day's first national coordinator. The event was a massive success. Over 20 million people took to the streets on April 22, 1970 to demonstrate for a healthy, sustainable environment. Their activism led directly to the formation of the US Environmental Protection Agency, as well as the passage of the Clean Air Act, Clean Water Act, and Endangered Species Act.



Earth Day has been growing steadily ever since. In 1990—the 20th anniversary of the first Earth Day—the event went global, mobilizing 200 million people in 141 countries. And in 2010, Earth Day celebrated its 40th anniversary by amassing 250,000 people on the National Mall in Washington DC and mobilizing millions of others around the globe. Earth Day is now the largest secular civic observance in the world.

Like Earth Days of the past, Earth Day 2014 will focus on the unique environmental challenges of our time. As the world's population migrates to cities, and as the bleak reality of climate change becomes increasingly clear, the need to create sustainable communities is more important than ever. Earth Day 2014 will seek to do just that through its global theme: Green Cities. With smart investments in sustainable technology, forward-thinking public policy, and an educated and active public, we can transform our cities and forge a sustainable future. Nothing is more powerful than the collective action of a billion people.



Jim Forbes
Regional Sales Representative

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2013 Principal & Associate Member of the Year Awards



Principal Member of the Year Sharon Rislund with Miller Valentine GEM Real Estate Group

Sharon has been a member of BOMA for 11 years now and has volunteered on the BOMA Board for about 6 of those years. She has worked on the Golf Outing Committee as well as the Community/Membership Interaction Committee. Sharon is always willing to help out when asked.



Associate Member of the Year Ryan Zeman with Sunshine Commercial Cleaning

Ryan has been a member of BOMA for 2 years now. After being with us a year he stepped up and volunteered to be on the Board of Directors. He is always willing to help out. Ryan provided janitorial services, free of charge, during and after our Trade Show Event this year.




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Strategies to Reduce Utility Spend in Commercial Buildings

As property owners, facility managers, and building operations professionals, it's no secret that a proactive approach to building management can increase an asset's net operating income and lead to a positive bottom line. Sometimes, it looks a lot easier on paper than in practice. There is no 'silver bullet' or singular approach to facilities management. Every building is unique in form, function, age, and life cycle; furthermore building systems, equipment and maintenance requirements also vary widely. Naturally, management approaches and priorities must differ from one property to the next and year over year.

So while we can't claim to know where the best opportunity for cost savings or increased revenue might be hiding on your balance sheet, we do want to share a few thoughts on one potential area of focus: building energy use.

As volatility in utility costs continues, and building energy use demands increase, a focus on reducing energy cost and usage can drive significant monetary savings in every facility. Energy use typically represents the second largest annual facility operations cost (20%-30%) behind only the 'catch-all' category of building maintenance. Average commercial buildings spend \$2.00-\$3.00 per square foot on energy each year. Based on this average, a 50,000 SF facility could realize over \$12,000 in

annual cost savings with a mere 10% reduction in energy usage.

Let us suggest a few simple ways to reduce annual energy spend in your facilities:

• Take Advantage of Local Utility Rebate Programs:

DP&L recently announced their Business Energy Audit Rebate Program in which customers can work with a qualified audit firm to conduct a comprehensive energy assessment, examining building envelope, lighting, HVAC systems, and more. Once the energy audit has been completed, DP&L will reimburse 50% of the cost of the audit. In addition, DP&L will pay the remaining 50% of the audit cost if a portion of the Energy Conservation Measures (ECMs) are implemented within 1 year of audit completion, so as long investment amount is equal to or greater than the cost of the energy audit.

• Benchmark and Manage Ongoing Facility Performance:

After conducting an energy assessment, it's valuable to utilize tools such as ENERGY STAR Portfolio Manager to track, manage, and benchmark facility energy performance using historical trending and national averages. Benchmarking is key in continued fine-tuning of building operations, provides an opportunity to educate building



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stakeholders, and assists with the prioritization of money-saving projects.

• Reinvest in Building Performance:

Consider setting aside the realized energy savings dollars in a separate energy projects account. Once all of the low-cost/no-cost energy saving measures are implemented and only capital intensive projects are left, there will be funds available for these "next level" energy projects. Also keep in mind that many, if not all, of the identified energy-saving projects may be eligible for additional utility rebates during implementation. This makes investing in energy efficiency even more cost effective.

By offsetting the initial cost of an energy audit through locally available utility incentives, low and no cost energy related building improvements can payback within months, and will likely save thousands of dollars over the life of the improvement. Setting a goal to save 10% on building energy use in 2014 may just make the difference needed on the balance sheet this year!

- Ryan Hoffman, Heapy Engineering

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Membership Recognition

We would like to recognize the following individuals and companies for the number of years they've been a member of the Dayton Building Owners and Managers Association.
THANK YOU for your continued support!

Bill Mangus, Securitas Security
Joined in 2002 (11 years)

Jim Houpt, Merchants Security
Joined in 2002 (11 years)

Sharon Rislund, Miller Valentine GEM Real Estate Group
Joined in 2002 (11 years)

Jane Curtis, Miller Valentine GEM Real Estate Group
Joined in 1995 (18 years)

Mike Houser, Houser Asphalt & Concrete
Joined in 1993 (20 years)

Karen Basista, Miller Valentine GEM Real Estate Group
Joined in 1987 (26 years)

Dave Wallace, Reed Elsevier
Joined in 1986 (27 years)

Alan Denny, Modern Entrance
Joined in 1982 (31 years)



2014 Dayton BOMA Board of Directors



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Birth Announcement!



CONGRATULATIONS to Julie & Brad Birchfield on the birth of their third daughter, Kelly Ray Birchfield!

Kelly Ray was born on Sunday, December 29, 2013 at 8:10pm and weighed in at 7lbs, 3oz and is 20½ inches long. Kelly joins big sisters Rachel, who is 3 and Carly, who is 1.

Julie is with Dayton Power & Light.

Keeping Trees and Shrubs In Shape with Winter Pruning

One of the best ways to improve the health, beauty and structural integrity of your property's ornamental trees and shrubs is with regular pruning. The winter season, when landscape plants are dormant (or less active), is an excellent time for this service. There are several reasons why:

- We can do the job more quickly and more effectively once leaves have dropped and the true structure of the tree is revealed. Winter makes it easier to see where pruning needs to be done.
- By removing any decaying, diseased or dead branches, we can increase the longevity of your landscape.
- Since the ground is harder during the winter, there's less of a chance for turf damage as a result of pruning activities.
- Winter pruning is less disruptive to building occupants and visitors, since outdoor activity is reduced during the winter months.
- Winter pruning promotes future bud development and directs the growth.
- Pruning cuts tend to close and heal more quickly while woody plants are dormant.



Pruning your trees and shrubs this winter will enable us to put a stop to any minor problems before they get out of hand. We can cut back any branches that have been blocking views, signs, windows, walkways or driveways. We can reduce the threat of damage to property and people. And finally, we can give your property a tidier, well-kept appearance to make it more welcoming to visitors and tenants.

– Shawn Bone, U.S. Lawns

BOMA MOB

Top Healthcare Visionaries Headline BOMA's MOB Conference

With many unknowns surrounding healthcare reform, there's at least one certainty—policy changes will affect patient care delivery, and consequently, the future of medical real estate. On April 30 and May 2, two prominent healthcare experts will address attendees of the 2014 Medical Office Buildings and Healthcare Facilities Conference to share their experiences and insights that will enlighten healthcare real estate professionals.

Join our keynote speakers, former Governor of Tennessee, Philip Bredesen, and former U.S. Senator, Bill Frist, as they discuss healthcare reform and what can be expected in coming years.

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Analysis: Commercial Real Estate Industry Continues to Achieve Utilities Savings

Data from BOMA's Experience Exchange Report Reflects Result of Industry Focus on Energy Efficiency

According to a study of data from the Building Owners and Managers Association (BOMA) International's Experience Exchange Report® (EER) by Kingsley Associates, the commercial real estate industry's ongoing focus on energy efficiency has resulted in a downward trend in total operating expenses. Analysis reveals that properties in the United States reduced total operating expenses from \$8.18 to \$7.86 per square foot (psf) on average from 2011 to 2012, a difference of \$0.32 or 3.9 percent. About two-thirds of these savings were achieved in the utility category, where average expenses fell \$0.21—a whopping 9.0 percent—to \$2.12 psf, underscoring an industry focus on maximizing building efficiency and smart asset management.

Total Operating Expense Comparison
(\$ per office rentable sf, US Private Sector Buildings)

Source: BOMA EER 2-year control sample

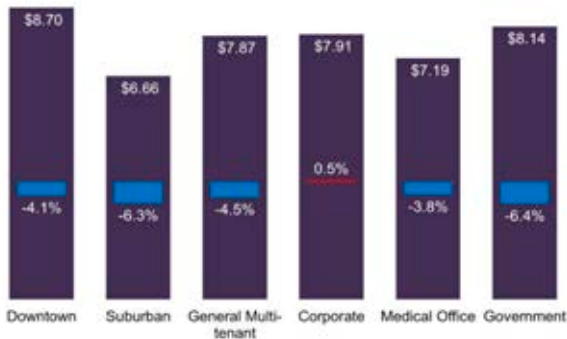
■ 2011 ■ 2012



Nearly all building types boasted operating expense savings during 2012. Only corporate facilities saw total operating expenses remain essentially unchanged with a slight 0.5 percent increase. Downtown buildings remained, on average, more expensive to operate than their suburban counterparts, and they also reported a slightly smaller expense savings (4.1 percent versus 6.4 percent for suburban buildings).

Total Operating Expense Comparison – Building Types
(US Private Sector Building Categories and Government Buildings)

■ 2012 Total Operating Expense per SF ■ Difference vs. Prior Year

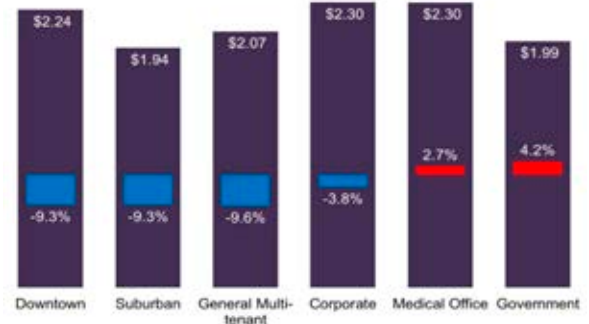


As with total operating expenses, the decrease in utility expenses per square foot in 2012 also was broad-based. Private sector office buildings in both downtown and suburban locations observed an identical 9.3 percent reduction, though costs remain higher at downtown locations. Multi-tenanted buildings were able to achieve greater savings than corporate or single-tenanted facilities (9.6 percent versus 3.8 percent), but the trend was the same for both. However, not all property types saw a decline

in this area. Utility costs rose 2.7 percent at medical office buildings and 4.2 percent at government-occupied facilities.

Utility Expense Comparison – Building Types
(US Private Sector Building Categories and Government Buildings)

■ 2012 Utility Expense per SF ■ Difference vs. Prior Year



In addition to substantial savings on utilities, analysis also revealed that private sector office buildings spent \$0.06 (4.0 percent) less per square foot on cleaning in 2012. Cleaning and administrative expenses are essentially tied as the third largest expense categories, behind utilities and repairs/maintenance. Building owners and managers were also able to make modest cuts in security and roads/grounds expenses (a \$0.03 decrease in each category), though these categories are small relative to others.

These findings are based on an examination of a specialized control sample of more than 2,000 private sector buildings representing 385 million rentable square feet of U.S. office space that submitted both 2011 and 2012 expense data to the EER database. The sample only includes buildings meeting certain criteria in order to control for the impact of major renovations and changes in occupancy on operating expenses to ensure trends captured are representative of market reality. A complete analysis can be found in the latest issue of The BOMA Magazine.

With detailed income and expense information from more than 5,300 buildings across more than 250 markets, BOMA International's Experience Exchange Report (EER) is commercial real estate's premier income and expense benchmarking tool with the largest and most accurate data available in the industry. The EER allows users to conduct multi-year analysis of single markets and select multiple cities to generate state and regional reports. It also offers the capability to search by market, submarket, building size, building type and more for broader analysis. The 2013 Experience Exchange Report is available now at bomaer.com

BOMA Standards

For almost 100 years, BOMA International has set the standard for measuring buildings. In 1915, BOMA first published the Standard Method of Floor Measurement for Office Buildings, an accepted and approved methodology by the American National Standards Institute. Throughout the years, the standard has been revised to reflect the changing needs of the real estate market and the evolution of office building design. Today, BOMA International is the secretariat of a suite of measurement standards:



- Office Buildings: Standard Methods of Measurement (ANSI/BOMA Z65.1 – 2010)
- Industrial Buildings: Standard Methods of Measurement (ANSI/BOMA Z65.2 – 2009)
- Gross Areas of a Building: Standard Methods of Measurement (ANSI/BOMA Z65.3 – 2009)
- Multi-Unit Residential Buildings: Standard Methods of Measurement (ANSI/BOMA Z65.4 – 2010)
- Retail Buildings: Standard Methods of Measurement (ANSI/BOMA Z65.5 – 2010)
- Mixed-Use Properties: Standard Methods of Measurement (ANSI/BOMA Z65.6 – 2012)

To purchase these standards, visit BOMA International's online bookstore at store.boma.org

Don't Forget!
Mark your calendar
for the Dayton BOMA
29th Annual Golf Outing!

Monday, July 28th, 2014
Walnut Grove Country Club
9am shotgun start

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To enhance the human, intellectual and physical assets of the commercial real estate industry through advocacy, education, research, standards and information.

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