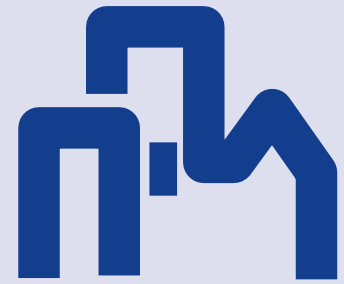


Dayton BOMA

Building Owners & Managers Association



BOMA Board Members:

- President – Frank Bullock
- Vice President – Sean Turner
- Past President – Sharon Rislund
- Secretary – Sherri Simpson
- Treasurer – Tony Pinto
- Principal Director – Maureen Bereda
- Principal Director – Dave Wallace
- Associate Director – Amy Berner
- Associate Director – Ryan Klopp
- Associate Director – Kathy Schibi

From The President



If you've been outside (or looked outside) in the last few weeks, you've noticed that things are changing. Flowers and trees are blooming, birds

are singing, the grass is growing, the sun is rising earlier and setting later, etc. Life is all about change. We have the seasonal changes and as we grow older, life changes. We go from being an infant to a child, then a teenager, then a young adult, a mature adult, then a senior. How we cope with those changes defines who we are. It's been said that the only person who really likes change is a baby with a wet diaper.

Why should we have to deal with change? Because it's coming. You can either look forward to it or dread it.

Adjust your thinking about change. Approach dealing with change as a process. You can't just turn change on and off like a light switch. A *real* change requires several steps and ingredients to make it happen.

Change the way you think about change. Choose to give positive meaning to changes. We don't wear our hair or dress the same way that we did in high school. We have all changed. These changes have occurred over time and we've had to embrace them.

If we have changes that need to be made in our work processes to make things better or meet a legal requirement, how do we deal with those? I think it's the

same way. You can't make them instantaneously. It needs to be a well thought out process. We have to have a plan for why we want to make the change and set goals for those changes. Do we operate our HVAC systems today the same way that we did 15 years ago? No. Back then, most of us had simply thermostats on the wall for temperature controls. Now, most systems are controlled and monitored via an internet connection or some computer-based system. These systems make our facilities more efficient to operate, hopefully less hot/cold calls and we have a higher level of customer satisfaction.

If you're in sales/marketing, years ago a large part of your job was face-to-face calling on clients and trying to get the word out. Now with Facebook, Twitter, etc., how much of your marketing is done via the internet and social media.

Things will and are continuing to change. How you deal with it is up to you. Do you dread the change or embrace it?

Do you want to be changed or be part of the change? Look for the opportunities to make changes for the better in your work place and your life. How can we change things for the better for Dayton BOMA? Have any ideas? Let YOUR Board Members know. We're here to make YOUR BOMA better for you and meet your needs.

Frank Bullock

Points of Interest:

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2015 Committee Chairs:

Membership

Sean Tuner / (937) 461-7474 ext. 121
smtuner@turnerpsg.com

Government Affairs

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

Newsletter

Maureen Bereda / (937) 461-7474 ext. 118
mbereda@turnerpsg.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 Awards & Recognition Chair

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

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

May 21st – After Hours Event from 5-7pm at Dominique's Bistro, located on the first floor of the 2600 Far Hills Building in Oakwood. Chris Ross and Sixfold, LLC are sponsoring this event.

June 9th – The Dayton BOMA Trade Show will be held at the Presidential Banquet Center from 11:30am until 1pm.

July 27th – Dayton BOMA 30th Annual Golf Outing to be held at Walnut Grove Country Club, 9am shotgun start!

August 11th – TBA

September 8th – Joanne Li, Dean of the Raj Soin College of Business, Wright State University will be joining us as our guest speaker.

Who Will Be Our Next Star?

Our membership star winners for the month of February have both volunteered their time on the Dayton BOMA Board of Directors. We'd like to recognize **Sharon Rislund** for her many years with BOMA as a member and as a Board Member including the last two years as our President. We'd also like to recognize **Sheri Simpson** for her time with BOMA as a Board Member. She's been a tremendous help to Nancy in her role as our Treasurer. Please join us in congratulating both Sharon and Sheri as our Membership Star winners for February.

A special **THANK YOU to Bill Mangus and Securitas Security** for their starring role as our Membership Star Sponsor!

Sponsorship Opportunity

We're excited to announce a new sponsorship opportunity for our membership. For \$250 a Dayton BOMA member may sponsor one of our monthly membership luncheons. A Luncheon Sponsor may take up to five minutes, at one of our membership luncheons, to introduce themselves and their company. They're also welcome to bring a guest at no charge. In addition, a Membership Luncheon Sponsor can set up a tabletop display as well as place information about their company on our lunch tables. Our Luncheon Sponsors will also be recognized in our quarterly newsletter.

Be sure to contact Nancy to take advantage of this new opportunity and schedule your luncheon today!



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After Hours Networking Events



A big **THANK YOU** goes out to Becky Edgren and PuroClean Emergency Services for hosting our March After Hours Event at Firebirds Wood Fired Grill at Austin Landing. Everyone who attended had a great time!

If you weren't able to join us in March, be sure to mark your calendar for our next After Hours Event to be held on Thursday, May 21st from 5-7pm at Dominique's Bistro on the first floor of the 2600 Far Hills Avenue building. This event is being sponsored by Chris Ross and Sixfold, LLC.

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



"Twenty years from now, you will be more disappointed by the things that you didn't do than by the ones you did do, so throw off the bowlines, sail away from safe harbor, catch the trade winds in your sails. Explore, dream, discover."

-Mark Twain

"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."

-Maya Angelou

"The only person you are destined to become is the person you decide to be."

-Ralph Waldo Emerson



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1. Leading CRE Advocate Influencing Public Policy, Saves Millions Annually

BOMA's advocacy team is on the front lines on Capitol Hill and before federal agencies year round influencing policy on the industry's most critical issues. Victories on tax issues have saved the industry \$350 million per year, on energy incentives equal to \$1.80 per sq. ft., and countless other issues have generated hundreds of millions of dollars of savings each year.

2. Building Code Victories Saves Billions Annually

BOMA is the only CRE association with a voting seat at the table promoting and enforcing effective building codes that save you more than \$6.00 per sq. ft. for each existing U.S. building annually.

3. Award-Winning Programs Drive High Performance

BOMA is the recognized leader promoting market-based solutions for high-performance initiatives. BOMA tools, from the widely accepted green model lease to the energy performance contracting model to the BOMA 360 Performance Program®, allow owners to achieve sustainability goals and ensure a healthy bottom line. BOMA is a 7-time EPA ENERGY STAR® Partner of the Year.

4. BOMA's Industry Intelligence Increases Your ROI

BOMA's Experience Exchange Report® has 3 times more usable data than any other comparable source, providing benchmarking data on energy costs, operating expenses, taxes and more to drive a more profitable bottom line. The latest EER shows utility costs down 9% with overall operating expenses down 3.9%, underscoring an industry focus on maximizing building efficiency and smart asset management.

5. Essential Professional Development for CRE Professionals

BOMA serves as your HR support by offering the industry's most highly respected and comprehensive education for every level of CRE professional. A highly-trained workforce saves you money and increases your competitive advantage.

6. Access a Global Network of Best Practice Solutions and Global CRE Leaders

BOMA works in partnership with its local associations and international affiliates to translate national and global knowledge to more than 100 localities around the world. BOMA is your strategic business partner providing invaluable best-practice solutions and advocating CRE's business case since 1907.

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For more information, contact:

Bill Mangus
(513) 312-7534
bill.mangus@securitasinc.com



www.securitasinc.com



BOMA 360 Expands Into South America as Number of Designations Awarded Reaches 1,000 Worldwide

In the fourth quarter of 2014, the Building Owners and Managers Association (BOMA) International conferred the BOMA 360 Performance Program® designation upon 58 properties in commercial real estate markets around the globe, including, for the first time, in South America, with the designation of the Connecta Modulos A y B Building in Bogotá, Colombia. Last year saw the first buildings outside the U.S. awarded the prestigious BOMA 360 label, and the program continues to expand its reach into more than 60 markets worldwide.

The BOMA 360 Performance Program evaluates commercial properties in six major areas: building operations and management; life safety/security/risk management; training and education; energy; environment/sustainability; and tenant relations/community involvement. Since the program's inception, more than 1,000 designations have been conferred.

Earning a BOMA 360 designation offers buildings tangible results, measured through higher tenant retention and satisfaction scores, higher rental rates and documented operations and management savings and efficiencies as reported in designee surveys and by CoStar, Kingsley Associates and BOMA's Experience Exchange Report.

"BOMA International is pleased to see that the BOMA 360 designation, which already serves as the standard of excellence across every aspect of commercial building operations and management in the U.S., is now being embraced by the global real estate community," commented BOMA International Chair John G. Oliver, BOMA Fellow, managing principal for Oliver & Company. "No matter where a building is located, the BOMA 360 Performance Program offers building owners, managers and tenants substantial benefits and a significant return on investment."

BOMA 360 designated buildings are required to renew their designation every three years.



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Regional Sales Representative

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937.673.1374 Cell
dave.roark@chapel.com
www.chapel.com

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National Physical Fitness & Sports Month

May is National Physical Fitness and Sports Month: a great time to renew your commitment to a healthy, active lifestyle. According to the U.S. Department of Health & Human Services (HHS) Physical Activity Guidelines for Americans Midcourse Report: Strategies to Increase Physical Activities Among Youth, youth need 60 minutes or more of physical activity each day where they live, learn, and play.



In addition to physical health benefits, regular activity provides cognitive health benefits as well. Research shows that when children are physically active, they achieve higher grades, record better attendance, and their behavior improves. Put simply, active kids do better.



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National Bike Month



May is National Bike Month, sponsored by the League of American Bicyclists and celebrated in communities from coast to coast. Established in 1956, National Bike Month is a chance to showcase the many benefits of bicycling — and encourage more folks to giving biking a try.

National Bike to Work Week 2015 will be held May 11–15. Whether you bike to work or school; ride to save money or time; pump those pedals to preserve your health or the environment; or simply to explore your community, National Bike Month is an opportunity to celebrate the unique power of the bicycle and the many reasons we ride.

Breakfast & Learn with Heapy Engineering



Our third Breakfast & Learn Session was held on Thursday, March 12th at the Heapy Engineering office on Dorothy Lane. The topic "Mechanical-Electrical Systems Optimization for Commercial Buildings" was presented by Ryan Hoffman with Heapy Engineering. Ryan talked about opportunities to improve occupant thermal comfort (reducing hot/cold calls) with typical HVAC system types. He gave us an overview of the latest lighting technologies as it relates to improving light levels and reducing energy spend along with HVAC systems operational strategies that can significantly reduce energy consumption.

THANK YOU to Ryan and Heapy Engineering for sponsoring and hosting this event.

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Backed by the industry's leading association, BOMA International's Every Building Conference & Expo delivers a gold-standard combination of information, expertise and industry connections that can't be duplicated at any other event. BOMA member or not, you'll benefit from the exclusive opportunities available here.

Join us, June 28–30, 2015 in the heart of Los Angeles. Get what it takes to create your own success. Go to bomaconvention.org for more information.



EPA Recognizes BOMA International with 2015 ENERGY STAR® Partner of the Year Sustained Excellence Award

Award Marks Eighth Earned by BOMA International

The U.S. Environmental Protection Agency (EPA) has recognized the Building Owners and Managers Association (BOMA) International with a 2015 ENERGY STAR® Partner of the Year Sustained Excellence Award for its continued leadership in protecting the environment through superior energy efficiency achievements. BOMA International has received a total of eight ENERGY STAR awards and remains the only commercial real estate association to have received this honor.

The 2015 Partner of the Year Sustained Excellence Awards are given to a select group of organizations that have exhibited outstanding leadership year after year. Winners are recognized for their contributions to reducing greenhouse gas emissions through superior energy efficiency achievements, including setting and achieving aggressive goals and employing innovative energy efficiency approaches. These awards recognize ongoing leadership across the ENERGY STAR program, including energy-efficient products, services, new homes and buildings in the commercial, industrial and public sectors. The accomplishments of BOMA International and its fellow winners will be recognized at an awards ceremony in Washington, D.C. on April 20, 2015.

BOMA International received its first ENERGY STAR award in 2007 and will be honored for its long-term commitment to energy efficiency, which is integrated into a number of its programs and initiatives, including:

- **Building re-tuning training** pilot programs, developed in conjunction with the U.S. Department of Energy (DOE) and the Consortium for Building Energy Innovation and BOMA local associations, which teach property professionals how to correct operational problems that lead to energy waste in properties through no- and low-cost solutions. The program is scheduled to be deployed to local associations across the U.S. later this year.
- **Annual conference offerings**, including the "High Performance Buildings" education track and the Green Pavilion, which highlights solutions and products to help property professionals stay ahead of the energy management curve.
- Various **publications**, including *Commercial Lease: Guide to Sustainable and Energy Efficient Leasing for High-Performance Buildings*, the industry's first green lease guide now in its second edition, and *Working Together for Sustainability: The RMI-BOMA Guide for Landlords and Tenants*, a free eBook created in collaboration with the Rocky

Mountain Institute that provides a framework for tenants and owners to share the benefits of energy efficiency savings.

- The **BOMA 360 Performance Program®** and The **Outstanding Building of the Year® (TOBY) competition**, both of which require applicants to complete benchmarking through the ENERGY STAR Portfolio Manager. BOMA 360 rates buildings across several areas of operations and management, including categories in Energy and Environmental/Sustainability. The TOBY Awards are the commercial real estate industry's highest honor recognizing quality in buildings and excellence in all facets of buildings management, including energy management and green policies and procedures.
- Several public-private partnerships to increase energy efficiency for various building systems. In conjunction with the DOE and the Better Buildings Alliance, BOMA helped launch the **Advanced Rooftop Unit Campaign (ARC)** and the **Lighting Energy Efficiency in Parking (LEEP) Campaign**. These programs help property professionals access technical support to implement energy efficiency retrofits.
- The **7-Point Challenge**, which called on BOMA members to reduce energy consumption by 30 percent across real estate portfolios as gauged against an average building measuring a 50 on the ENERGY STAR Portfolio Manager benchmarking tool over a five-year period. Since the program's successful conclusion in 2012, BOMA analysis has shown that participating buildings saw an average decrease of 26.7 kBtu/square foot in adjusted energy use and an average decrease of 113.35 kGal in total water use.
- The launch of the **BOMA STARS** initiative in 2011 to promote the importance of benchmarking energy consumption in commercial buildings through EPA's Portfolio Manager by sharing that data with BOMA's Master Account. This effort highlighted the effectiveness of the voluntary marketplace in reducing energy consumption without costly new mandates. Since its launch, more than 3,000 buildings have benchmarked and shared their data with BOMA International.
- Ongoing cumulative accomplishments in the areas of advocacy, education, research and other industry initiatives.



"BOMA International is honored to receive its eighth ENERGY STAR award," said BOMA International Chair John G. Oliver, BOMA Fellow, managing principal for Oliver & Company. "As an energy efficiency leader in the commercial real estate industry, we remain committed to providing building owners and managers with the energy management tools, education and resources necessary to implement sustainable operational best practices. We also congratulate our many member companies who have been honored with 2015 ENERGY STAR awards for their sustainability efforts."

"I applaud BOMA International for earning EPA's highest ENERGY STAR award, the 2015 Partner of the Year Sustained Excellence Award, demonstrating a strong commitment to energy efficiency and to preserving a healthy planet for future generations," added EPA Administrator Gina McCarthy.

BOMA International previously was honored as ENERGY STAR Partner of the Year in 2007 and 2008, and received the Sustained Excellence Award in 2009, 2010, 2012, 2013 and 2014.

For more information about ENERGY STAR's awards program and a complete list of 2015 winners, visit energystar.gov/awardwinners

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Many birds migrate at night, and lights can attract or disorient them. This causes many birds to fly into windows or circle buildings until they fall from exhaustion.

It is estimated that **550 million birds die each year from flying into buildings and windows.**



What is Lights Out Miami Valley?

The goal of Lights Out Miami Valley is to **reduce the number of birds killed by hitting buildings and windows in Dayton and the region.**

Lights Out Miami Valley works with building owners and managers to adjust their buildings' lighting to reduce dangers for birds, while maintaining the safety and beauty of the building.

To enroll a building or learn more about Lights Out Miami Valley, please visit:

www.OhioLightsOut.org

Or contact us at: (614) 432-8489

How To Participate

Building owners, managers, and employees can save birds and energy by turning off unnecessary lights during spring and fall migration.

What Should You Do?

- Turn off exterior decorative lighting
- Turn off interior lights or draw blinds, especially on upper floors
- Dim atrium and lobby lighting

When Should You Do It?

- Between 12 am and dawn
- Spring: March 15th to June 1st
- Fall: August 15th to October 31st

Why Enroll in Ohio Lights Out?

- Reduce Energy Costs
- Save Birds
- Be Part of a Green Initiative
- Reduce Air Pollution



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BOMA'S MISSION

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Member Highlight - Frank Urwin

I am Frank Urwin, born and raised in Massillon, Ohio. I went to *THE* University of Dayton and studied Industrial and Mechanical Engineering, followed by 22 years in the manufacturing sector. In 2006 I switched careers and went into Commercial Roofing Sales where I am thriving.

I have a beautiful wife that I met by UD, who provided us with two beautiful young ladies, now 18 and 14 years old. My family now lives in St. Henry, Ohio where I enjoy watching my princesses perform ballet and show their Quarter Horses.

When they allow me some free time I enjoy golfing, gardening and occasionally taking my Harley-Davidson for a ride. I get great satisfaction out of helping others solve their roofing issues by determining the best solution for each person's situation.



Congratulations to Sean Turner with Turner Property Services Group, Inc.

Sean recently earned the Certified Property Manager (CPM) designation from the Institute of Real Estate Management (IREM), an affiliate of the National Association of Realtors.

The CPM designation is awarded to real estate managers who have met the Institute's stringent requirements in the areas of professional education, examination and experience. CPM Members must also abide by a rigorous IREM Code of Ethics that is strictly enforced by the Institute.

Sean was also recently recognized as one of the Dayton Business Journal's 40 Under 40 Award winners. The program recognizes top local movers and shakers under the age of 40 who have advanced in their careers and are dedicated to making our region a better place to live, work and play. The 40 Under 40 are recognized for their leadership, accomplishments and contributions to the Dayton region. With nearly 270 nominations to review this year, the judges (all past winners) had their work cut out for them.

The 40 Under 40 winners are also individuals who have made the effort to give back to the community. Sean sits on the Board of Directors for Dayton BOMA as well as Ronald McDonald House Charities of the Miami Valley Region.



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BOMA Ohio Advocacy Day

On April 22nd, Maureen Bereda, Sharon Rislund and Frank Bullock participated in the BOMA Ohio Advocacy Day in Columbus. While there, they visited with Representatives Naraj Antani, Michael Henne, Stephen Huffman and Kyle Koehler as well as the legislative aides of Senators Keith Faber, Bill Beagle and Peggy Lehner (she came into the office just as they were wrapping up the meeting.) During the individual meetings they were able to explain who BOMA is and what BOMA represents to the State of Ohio. Commercial Real Estate in Ohio is a \$5.67 billion industry and supports over 46,500 jobs. Since they were in session and working on the budget, Maureen, Sharon and Frank thanked them for their efforts to remove from the budget, the proposal



that would have expanded sales tax on parking and other building services as well as their effort to not increase the CAT (Commercial Actives Tax). The goal was to leave with them information on where to turn if they had questions on legislation that would impact the commercial real estate industry.

BOMA Locals from Toledo, Columbus, Cleveland and Akron were also present meeting with their Legislators delivering similar messages. While it was a very busy day, they said it was interesting to see our State Government at work and very beneficial to discuss the issues that impact our businesses.

Let's strive to have a larger delegation from Dayton make the trip to Columbus in April of 2016.

Fun Facts About May

- On May 1, 1931, the Empire State Building was officially opened.
- On the first Saturday in May, the Kentucky Derby takes place.
- On May 11, 1858, Minnesota was admitted to the Union.
- On May 14, 1804, Lewis and Clark, the great explorers began their trip up the Missouri River.
- On May 14, 1948, the last British troops left Palestine, which led to Israel becoming an independent country.
- On May 15, 1918, the first regular airmail service began in the United States.
- On May 20, 1862, Abraham Lincoln signed the Homestead Act.
- On May 20, 1932, the first solo flight by a woman across the Atlantic Ocean was made by Amelia Earhart.
- On May 23, 1788, South Carolina became the eighth state.
- On May 24, 1607, the first permanent English settlement in America was established in Jamestown, VA.
- On May 27, 1937, the Golden Gate Bridge was opened in San Francisco.
- On May 29, 1790, Rhode Island became the 13th state.
- On May 29, 1848, Wisconsin became the 30th state.

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4696 Devitt Dr.
Cincinnati, OH 45246
513-454-3741

ESI Dayton
3400 Kettering Blvd.
Dayton, OH 45439
937-293-6138

ESI Cleveland
6161 Cochran Rd.
Solon, OH 44139
440-349-2600

WHERE AMERICA GOES TO WORK

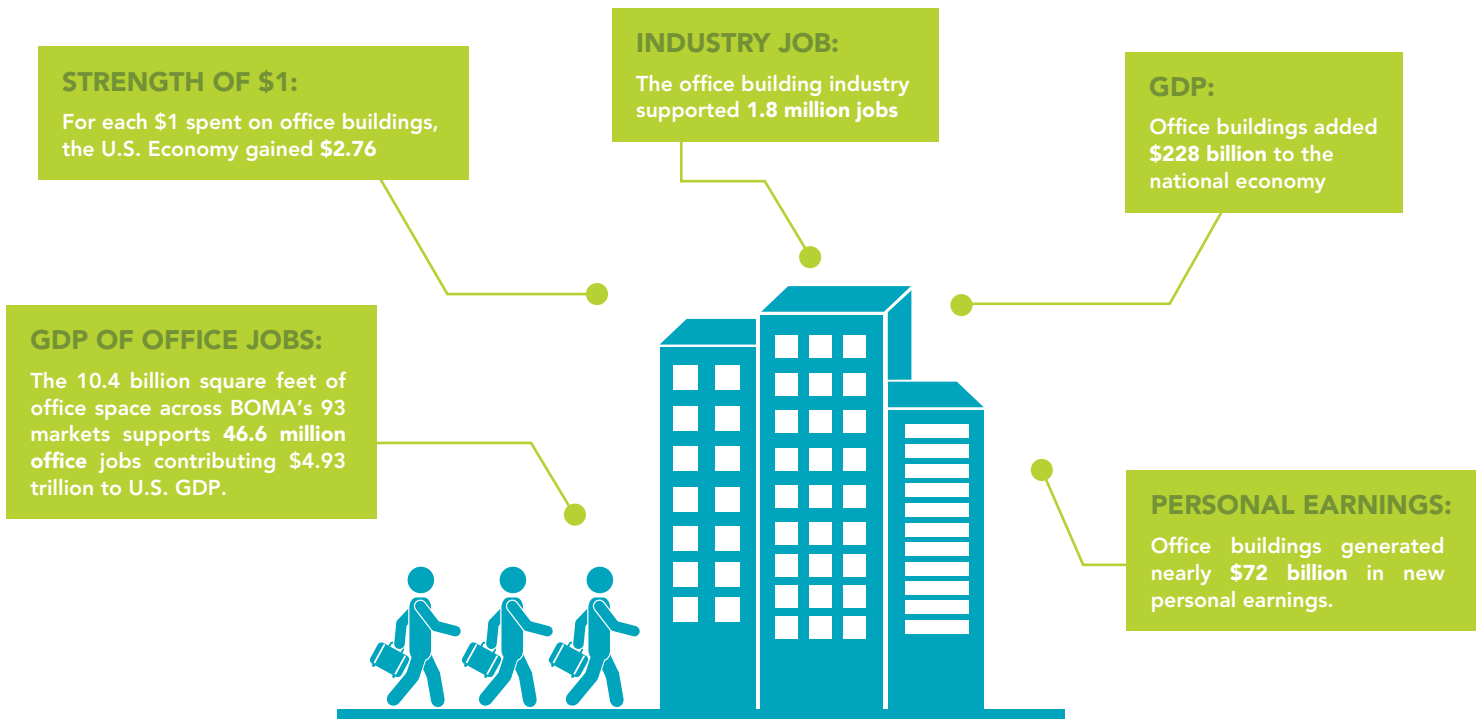
COMMERCIAL REAL ESTATE'S CONTRIBUTION TO THE ECONOMY



OHIO OFFICE BUILDING IMPACTS

Office Market	Contribution to State Economy	New Taxable Personal Earnings	Total Jobs Supported (direct & indirect)	Real Estate Taxes Generated/sq. ft.*
Akron	\$656,779,802	\$207,096,377	5,391	**
Greater Cincinnati	\$1,287,838,197	\$406,082,258	10,571	\$2.59
Greater Cleveland	\$1,473,127,621	\$464,507,880	12,092	\$3.77
Columbus	\$1,338,183,236	\$421,957,099	10,985	\$2.47
Dayton	\$494,252,615	\$155,848,164	4,057	**
Toledo	\$418,652,268	\$132,009,796	3,437	**

NATIONAL OFFICE BUILDING STATISTICS



Source: Where America Goes to Work: The Contribution of Office Building Operations to the Economy, 2014 (Based on 2013 data)

*Real estate taxes generated are estimated from the 2014 Experience Exchange Report.

**Data not available from the 2014 Experience Exchange Report