

February 2016

Dayton BOMA

Building Owners & Managers Association



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- Associate Director – Ryan Hoffman
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From The President



Happy New Year—2016! As I write this article, it's hard to believe it's February of the New Year. As your new president, I'd like to

personally thank Frank Bullock for his leadership and dedication to the Dayton BOMA Board as President in 2015. We also have three new Board members I'd like to welcome: Karen Basista, Alan Denny and Ryan Hoffman.

I'd like to quickly look back at the last quarter of the year. We had a successful *Breakfast and Learn* at Turner Property Services Group's office. Ryan Hoffman and Michael Witt from Heapy Engineering demonstrated their thermal imaging cameras to illustrate how it can be used to improve occupant thermal comfort (reducing hot/cold calls) with typical HVAC systems and detect heat loss to reduce energy consumption.

Our November lunch welcomed Jeff Hoagland, Chairman, Matt Farrell, Executive Director, and Eric Farrell, University of Dayton Athletics, who spoke about the Big Hoopla NCAA First Four local organizing committee. It was great to hear about this exciting event for Dayton, which has helped us in holding the record for hosting

more men's tournament games than any other city in the world. This event has a major economic impact to the Dayton Region. We also hosted the U.S. Marines where we made our annual donation to the Marine Corps Reserve Toys for Tots program.

In December we held our annual Dayton BOMA Holiday Luncheon and were entertained by the Fairmont High School Fusion acapella choir—what a great performance! We also recognized Maureen Bereda as Principal Member of the Year and Ryan Hoffman as Associate Member of the Year—congratulations!

Property Managers have usually completed their budgets by now and are starting to see them in action. Budgeting for snow removal can be difficult to forecast given the heavy snow fall the Dayton area has seen the last couple of years. So far this winter has been fairly mild, unlike the east coast.

The Blizzard of 2016 has dumped between 30" and 40" in New Jersey, Washington D.C., Maryland and Virginia. Much press has come to Washington D.C. regarding the amount of snow they received along with the government, businesses and school

shutdowns. Speaking of Washington D.C.—I was actually in D.C. for the BOMA International Winter Business Meeting February 1st through the 3rd, a week after the



Points of Interest

- Upcoming Events & Speakers 2
- BOMA Annual Conferences 3
- Avoid the Drain of Bad Meetings 4
- 2016 EER Surveys Now Open 5
- Fire Safety... And Snow? 6
- Member Highlights 7-8
- Dayton BOMA Members of the Year 9
- Welcome, Baby Boy Hoffman! 10

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Blizzard came through. I was fortunate to meet with some of our Senators and Representatives to discuss issues pertaining to commercial real estate.

As we look forward to 2016—I encourage everyone to stay involved with BOMA and provide us feedback on how we can improve this organization to better benefit you. We would also like to grow our membership base—if there is anyone you think would be interested in joining, please let us know. We'd love to talk with them and invite them to a membership luncheon to check us out.

— Sean Turner

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

February 9th – Bryan Bucklew, President and CEO of the Greater Dayton Area Hospital Association, will be joining us as our guest speaker.

March 8th – Theresa Busher, Public Affairs Specialist with the Social Security Administration, will be joining us in March to share how to get the most out of our Social Security benefits.

April 21st – After Hours Event from 5-7pm at Milano's on St. Rt. 725 in Miamisburg. Our sponsors for this event are Frank Urwin and Ohio and Indiana Roofing.

May 19th – After Hours Event from 5-7pm. Location to be determined. Our sponsors for this events are Lin Behnken and CertaPro Painters.

July 25th – 31st Annual Dayton BOMA Golf Outing. Walnut Grove Country Club. 9am Shotgun Start.

2016 Dayton BOMA Board



Tony Pinto, Ryan Hoffman, Sharon Rislund, Dave Wallace, Sheri Simpson, Alan Denny, Maureen Bereda, Kathy Schibi, Sean Turner. Not pictured: Karen Basista.



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BOMA International's Medical & Annual Conferences

Top healthcare real estate professionals from across the nation will gather at BOMA International's 2016 Medical Office Buildings & Healthcare Real Estate Conference on May 3-5 in Orlando, Florida. This annual conference is healthcare real estate's premier education, networking, and business development event.

Keynote sessions examine how the business of real estate is rapidly evolving to meet the demands of healthcare's dynamic new age. The program also features five education tracks designed to explore issues in greater depth. Tracks include: Capital Markets, Compliance and Regulation, Design Innovation, Leasing and Management and Provider Strategies. You can choose one track or mix and match sessions from each track to create your own customized education experience.

For more information go to www.boma.org.

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features five education tracks designed to explore issues in greater depth. Tracks include: Capital Markets, Compliance

The most successful property professionals are always in the middle of the action—

and quite simply, that's why they always attend BOMA International's Annual Conference and Expo. If you're ready to go all in on the success of your building—and your career—you've come to the right place. Here you'll immerse yourself in the expertise, insights and opportunities you need to stay ahead on industry trends, maximize your effectiveness and optimize the performance of your commercial assets.

Sunday's General Session, titled "Today's Issues and America's Future" will feature David Gregory, renowned journalist and former moderator of NBC News' *Meet the Press*. David will share his insights on the latest headlines, the current events facing our country, the 2016 race for the White House and what's at stake for America's future. He'll provide first-hand accounts of asking tough questions of some of the most powerful, influential—and infamous—people in the world.

For more information go to www.boma.org.

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Avoid the Drain of Bad Meetings

Meetings can be the bane of the business day with the too-common annoyances of disorganized agendas, interruptions from cell phones, and lack of food during long meetings. Bad meetings are a drain on a company's time, resources and employee morale.

To prevent your next gathering from wasting everyone's time, consider the following five DOs and DON'Ts for more productive meetings.

1. DO Have a Good Reason to Meet

The first step to a good meeting is having a purpose. Can a conversation or a couple of emails accomplish what needs to get done just as easily? Weighty or controversial conversations, or those where a large group of people need to come to agreement, are better handled face-to-face. Smaller groups that are simply giving project progress reports can probably use other means just as effectively.

Similarly, be mindful of when standing meetings have run their course. For instance, a weekly team meeting leading up to a product launch is useful to keep the project on track during critical development stages. But when the workload gets less intense, it's time to consider meeting less frequently or not at all.

2. DON'T Ignore Participants' Comfort

Make sure your meeting room is big enough for all participants, there are enough chairs, and the room

itself isn't extremely hot or cold (though it's probably impossible to get a group to agree that any one temperature is "just right").

Offer food if your meeting occurs during the lunch hour, or drinks and perhaps a light snack if you're going to meet for more than an hour at another time during the day. And don't forget to leave time in your agenda for a break—lack of bathroom breaks is a common complaint from employees who attend meetings.

3. DO Manage the Meeting

Good meetings have a defined agenda that focuses on the outcomes the group needs to work toward. Without one, you'll spend most of your time deciding what to talk about. Issue the agenda before the meeting along with any materials you need participants to review. Set the expectation up front that employees will arrive ready to discuss the information.

Be respectful of participants' time by starting when you say you'll start. Similarly, end when you say you'll end. If you haven't accomplished everything on the agenda, schedule a follow-up meeting unless everyone in attendance agrees to run late.

4. DON'T Forget to Manage the Participants, Too

Good meeting leaders manage the dynamics of the meeting. For instance, they draw out those who remain quiet by asking for their opinions, and they

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don't allow only a few participants to dominate the conversation.

If necessary, the meeting leader should gently awaken those who may have dozed off. Believe it or not, meeting participants falling asleep can happen.

5. DO Use Technology Appropriately

To avoid unnecessary interruptions, don't just encourage participants to silence wireless devices—enforce a policy that they must do so. Furthermore, ask employees to put the devices away to keep them focused on the task at hand and help them avoid the temptation to multi-task.

On the other hand, there are times where it's beneficial for participants to use technological devices. Laptops can make it easy to take notes or gather necessary information from the Internet or other sources to keep decision-making on track.

Be careful with the devices that you use. For example, if you're using a speakerphone in a conference call, place the note taker away from the phone. Otherwise, your phone participants will only hear "click, click, click." Speaking of conference calls, ask participants to put their phones on mute unless they are speaking.

Let's Set Up a Meeting

With careful preparation, a good environment and sound management, meetings can be a productive part of the day—and even be something that participants look forward to. Make sure that you and other meeting leaders at your company are aware of what to do to make a meeting run right.

2016 EER Surveys Are Now Open

Each year, BOMA International offers the most accurate and comprehensive benchmarking resources for both the office and the industrial sectors—the **Office Experience Exchange Report (Office EER)** and the **Industrial Experience Exchange Report (Industrial EER)**. But before BOMA can provide these critical resources to the commercial real estate industry this year, we need you to share your data with the 2016 Office EER survey and/or the 2016 Industrial EER survey, depending on the building types you own or manage.



Market fundamentals are continuing to strengthen and competition in both the office sector and the fast-growing industrial sector are heating up. The benchmarking data found in this year's reports will be vital for successfully navigating new market realities. That's why your participation in the 2016 EER surveys is so important. Help us continue a legacy of benchmarking excellence—and use the detailed income and expense data collected to position your property or portfolio for success once the reports are launched in June.

EER subscriptions are valid until the release of the next year's EER, which generally occurs in June. For example, if you subscribe to the EER in July of 2015, you will have access until June of 2016. If you subscribe in February of 2016, you will also have access until June of 2016.

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Fire Safety... And Snow?

It's almost the end of January and I'm just back from a three day visit with family in Washington D.C., a city currently in wait of an impending blizzard. One of my little ones, who is 8, is most jealous of her cousins, and wants to immediately drive back to D.C.; she likes snow. She and I have been discussing snow tunnels for the last couple of weeks. Last year, during one of the few 2015 accumulating snows of note, I shoveled our short front sidewalk into a snow pile (about 36 inches tall) into which she was able to sculpt a short small "wiggle through" tunnel, about three feet in length. Last week she tried to duplicate 2015's "most amazing tunnel" by "sweeping" all of the snow in our yard, all one inch of it, into one place. It did not work; her efforts were thwarted by lack of snow and our dog jumping on her maybe eight-inch tall pile. I told her she would have to wait for more snow, and now her cousins are getting it (plus a couple of snow days to boot).

Which brings me to a related thought as Fire Marshal for the City of Dayton—fire safety and snow? Who moves the snow at your properties, and where does it go? Plow operators create piles that dwarf our little play pile, and these piles sometimes obstruct access or even cover over fire hydrants. It's rare



for our region to ever have enough snow to blanket over fire hydrants (or to make snow tunnels), but areas known for heavy snow have adapted by attaching an elevated reflective marker flag onto each of their hydrants. Easy to see, easy to locate.

Snow plow piles against and over fire hydrants are always an issue. The hydrants (plus light poles and similar plow obstructions) end up being the stopping/dump point of plow runs. And, convenience wins out unless someone is paying attention. Please ask your snow removal contractors to spare the hydrants and take the effort to work the snow piles away from the hydrants.

Also have them take the time to clear snow from little used emergency exit doors. Windblown snow, or even just an inch or so of crusty (old) snow, against a door can make it very difficult to open from within.

Wind, which is the core of a blizzard, is also the nemesis of water pipes, including fire sprinkler lines. I've found that more sprinkler pipes freeze during wind events with temperatures in the teens, than those that do during calm subzero weather. Double door entry lobbies are obvious, and poorly heated overlooked back hallway/delivery door areas. One year we had a sprinkler line freeze/break (the break happens once the frozen ice plug begins to melt) in the center core, first floor, of a four story building with a well heated basement.



Wait, what??? Yes, center of the building, first floor. About eighty feet away from the break we found that a fresh air intake had louvers stuck (or blown) open.

If you have a sprinkler head that starts dripping, get busy, the ice plug is about to melt and release full flow. Your best friend here is a hand-held point/shoot remote IR thermometer. If you don't already have one consider adding it to your tool box (good ones are under \$100 now). They are also useful for checking office/under desk temperature complaints, mechanical equipment performance, overheating light ballasts as well as frozen pipes.

Speaking of pipe breaks, are your domestic and fire sprinkler water valves clearly identified and accessible? Is there a small note on your fire alarm annunciator saying, "Sprinkler riser is located at XXX location"? Sprinkler control valves "hidden"



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in unlabeled or closed rooms, or behind storage shelves, will delay resolution of a freeze/break/water flow event. A few minutes of labeling now can save thousands of dollars later. I teach our firefighters to find and close the sectional or riser control valve and open the labeled 2-inch drain. Quick-fast-stop.

And now onto more favorable thoughts, I still like snow, just like my eight year old. Before February is done we will have more snow play activities together.

— Andrew Steele, Fire Marshal
Dayton Fire Department

Member Highlight: Geno Tartell

As a product of the Oberer Co-Op program, Geno Tartell rejoined Oberer Thompson Company in 2014 to serve as a Project Coordinator. To date, Geno has completed construction for several Miami Valley businesses including Dinsmore and Shohl LLP, Interstate Ford, and Cornerstone of Centerville.



Geno currently resides in Sugarcreek Township, and enjoys playing golf and watching Bengals football in his free time.

Thank you, Fusion!



We would like to thank *Fusion* from Kettering Fairmont High School for providing entertainment at our holiday luncheon in December. Fusion is under the direction of Mr. Matthew Kohler.

After Hours Networking Events

A big **THANK YOU** goes out to Becky Edgren and PuroClean Emergency Services for sponsoring our November 18th After Hours Event held at Chappy's Social House. Everyone really enjoyed themselves!

We'd also like to thank Bill Mangus, Chuck Baker and Securitas

Security for sponsoring our After Hours Event on January 21st held at Fricker's on St. Rt. 725 in Centerville. What a great time!



If you weren't able to join us in January, be sure

to mark your calendar for our next After Hours Event to be held on Thursday, April 21st from 5-7pm at Milano's on St. Rt. 741 in Miamisburg. This event is being sponsored by Frank Urwin and Ohio and Indiana Roofing.

If you're interested in sponsoring an After Hours Event, please give Nancy Ferrara a call at (937) 299-2662.

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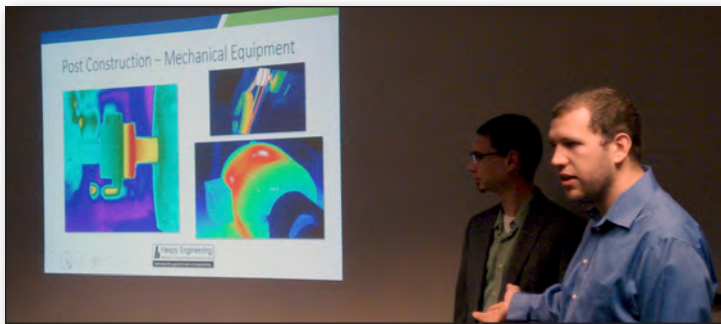
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Breakfast & Learn with Heapy Engineering



Our fifth Breakfast & Learn Session was held on Thursday, November 12th at the Turner Property Services Group offices on Klepinger Road. Ryan Hoffman and Michael Witt with Heapy Engineering offered valuable insight on the building envelope, which is an often overlooked source of energy waste in commercial facilities. The session focused on the use of infrared thermography (thermal imaging) to study building envelope construction, and identify deficiencies and sources for energy loss. Ryan and Michael offered basic tips on utilizing an infrared camera for building imaging.



Member Highlight: Dora Weis

Dora Weis currently holds the position of Preventative Maintenance Representative with SimplexGrinnell and covers many lines of service within the life safety industry such as fire, sprinkler, extinguisher, etc. Before coming to SimplexGrinnell, Dora worked with property and facility managers as a representative of a commercial roofing company.



She has been a member of BOMA in Columbus and Cincinnati as well as a member of IFMA in Cincinnati and Dayton. Since her territory has changed to just the Dayton Region she's added BOMA Dayton to her list of memberships. She will continue to serve on the board of IFMA Dayton as well.

In her free time she mainly hangs out with her daughter, but she also enjoys reading, crocheting, and spending time with friends and family. She looks forward to getting to know everyone in the BOMA Dayton organization and serving in some capacity for the organization soon!

Dora grew up in West Chester, but has lived in Springboro for over a decade. She is married with a three-year old daughter.

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Dayton BOMA Members of the Year

Principal Member of the Year:

Maureen Bereda with Turner Property Services Group



Congratulations to Maureen Bereda on receiving our Principal Member of the Year award for 2015. She currently serves on the BOMA Board as well as our Newsletter Chair. Maureen has been instrumental in getting members and non-members more involved with BOMA either through newsletter advertising or golf outing sponsorships as well as participation in the golf outing itself.

Maureen, THANK YOU for your continued support of Dayton BOMA!

Associate Member of the Year:

Ryan Hoffman with Heapy Engineering



Congratulations to Ryan Hoffman on receiving our Associate Member of the Year award for 2015. Ryan is always happy to provide education to our members. He's presented at one of our Trade Shows and has hosted two of our Breakfast & Learn Sessions. Ryan has also spoke on sustainability at a membership luncheon.

Ryan, THANK YOU for your continued support of Dayton BOMA!



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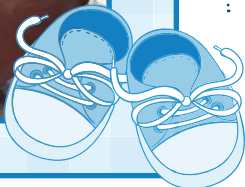
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Toys for Tots Success in 2015

Congratulations to Ryan and Caryn Hoffman on the birth of their first child, Thomas Ryan Hoffman! Thomas Ryan was born on Saturday, December 26, 2015. He weighed in at 7lbs, 5oz and 20" long.

Ryan is with Heapy Engineering.



GySgt Patat B. F., Toys for Tots Coordinator, would like to thank Dayton BOMA for their support of the 2015 U.S. Marine Corps Reserve's *Toys for Tots* campaign. The 2015 campaign provided 20,000 toys to children (almost 10,000 families) in our area! Without the hard work from the community, this wouldn't have been possible.

This Month in History

February 11, 1990—In South Africa, Nelson Mandela, at age 71, was released from prison after serving 27 years of a life sentence on charges of attempting to overthrow the apartheid government. In April 1994, he was elected president in the first all-race elections.

February 14, 1929—The St. Valentine's Day Massacre occurred in Chicago as seven members of the Bugs Moran gang were gunned down by five of Al Capone's mobsters posing as police.

February 27, 1950—The 22nd Amendment to the U.S. Constitution was ratified, limiting the president to two terms or a maximum of ten years in office.

February 20, 1962—Astronaut John Glenn became the first American launched into orbit. Traveling aboard the *Friendship 7* spacecraft, Glenn reached an altitude of 162 miles and completed three orbits in a flight lasting just under five hours. Glenn was the third American in space, preceded by Alan Shepard and Virgil "Gus" Grissom who had each completed short sub-orbital flights. All of them had been preceded by Russian cosmonaut Yuri Gagarin who was the first human in space, completing one orbit on April 12, 1961.

February 23, 1942—During World War II, the first attack on the U.S. mainland occurred as a Japanese submarine shelled an oil refinery near Santa Barbara, California, causing minor damage.



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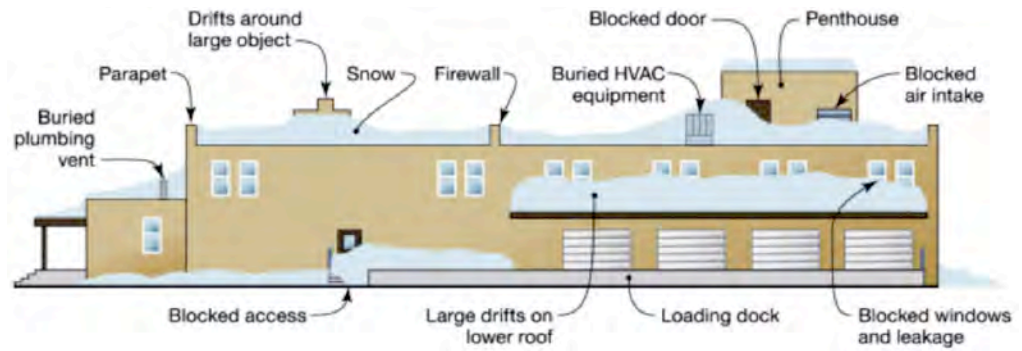
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5	500 lbs	19 inches	3 inches	1 inches
10	1,000 lbs	38 inches	6 inches	2 inches
15	1,500 lbs	57 inches	9 inches	3 inches
20	2,000 lbs	77 inches	12 inches	4 inches
25	2,500 lbs	96 inches	15 inches	5 inches
30	3,000 lbs	115 inches	17 inches	6 inches

12 inches of light, dry snow weighs approximately 3 pounds.
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GreenScape Horticultural Services provides complete professional horticultural services, inside and outside, commercial and residential. With years of experience in plantscaping and landscaping, we are the experts. Greenscape Horticultural Services is a locally owned plantscaping company in Southwestern, Ohio. We are a company that has grown to over 250 accounts in the Dayton, Cincinnati and Columbus areas. This success has come primarily from our focus on personalized service, prompt response and well trained technicians.



Interior Plantscaping

Services includes, design, sales, installation and maintenance of live foliage plants, flowers and bromeliads. The weekly service includes watering, trimming, spraying and replacing indoor plants. We sell pots, containers, and silk trees and plants as well.



Exterior Landscaping

Our available services include landscape design, installation, and maintenance for commercial and residential clients. GreenScape can provide annuals, perennials, and planting of trees and shrubs. We also provide lawn services including lawn mowing, edging, blowing, fertilization, as well as irrigation repair. Snow removal is offered on an as-needed basis.



Holiday & Silk Décor

GreenScape can provide Christmas display design including installation and removal of Christmas trees, wreaths, and other Christmas décor. Poinsettias are included in our flower program.

3020 E River Rd, Moraine, OH 45439

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