

September 2017

# Dayton BOMA

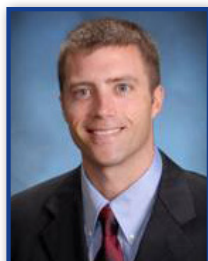
Building Owners & Managers Association



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## From The President



The sight of school buses around Dayton is one of the telltale signs that summer is coming to a close. It makes me reflect on

the numerous activities available to our membership these past several months. This is a testament to the backbone of our motivated BAE, Nancy Ferrara, and active and selfless members. There are plenty of opportunities to be involved at different levels or become more active in participating. Looking back since our last newsletter, here are some highlights of activities.

As I eluded to in the last newsletter, three of us attended the BOMA Ohio Advocacy Day in Columbus back in May. This is an opportunity for the Ohio locals to get together and meet with their legislators on topics relevant to commercial real estate. We had great discussions with Minority Leader Fred Strahorn, Representative Jim Butler and Senator Peggy Lehner, or their aides. As a result of our meeting with Leader Strahorn, we had the opportunity to schedule him as the guest speaker for our August luncheon.

In May we had our monthly luncheon featuring Mike Grauwelman from the Montgomery County Land Bank. He shared with us their mission and the work they are doing to remove blight and rehab foreclosure homes to rebuild communities. May also featured one of our popular breakfast and learn opportunities with Emerson

Climate Technologies held at Heapy Engineering's offices. Emerson discussed efficiency standards, refrigerant changes and trends in commercial HVAC.

June brought us a networking opportunity with our member hosted after hours social event at The Pub at The Greene. We also had a great building tour of Kettering Health Network's new Kettering Cancer Center and bridge across Southern Boulevard. Many thanks to Nancy for scrambling to pull this tour together after learning late on Friday before our Tuesday meeting, that the original tour at Dayton Children's had to be canceled. These building excursions are a great way to get out and see something you may not normally have the opportunity to see, and this was an exceptional tour. At the end of the month I had the opportunity to attend the BOMA International Conference and Expo in Nashville. This was another great conference for networking and education. It was the largest in 10 years with over 3,000 attendees.

Our 32nd Annual Golf Outing was in July. This is our single largest fundraiser for the year and was well attended. We were blessed with fantastic weather for the event. Many thanks to Nancy, the golf committee, our generous sponsors and attendees. We also had another networking after hours event this month sponsored by Bill Mangus and Chuck Baker with Securitas Security.

My point in refreshing your memory on all the events of the summer is to remind you of the many opportunities there are to be involved and participate. I look

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## 2017 Committee Chairs

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### Emergency Preparedness Chair

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forward to the remainder of the year highlighted by our Trade Show and annual holiday luncheon. So again, I encourage you to get involved.

— Sean Turner

## Upcoming Events and Speakers

Reminder... our membership luncheons are held on the second Tuesday of each month from 11:30 until 1:00.

If you'd like to recommend a future speaker or topic, please contact Nancy Ferrara at [nancy.bae.boma@ameritech.net](mailto:nancy.bae.boma@ameritech.net) or by calling (937) 299-2662.

**September 12th** — Dayton BOMA Membership Trade Show, 11:30am-1pm at the Presidential Banquet Center in Kettering.

**September 26th** — After Hours Event to be held from 5-7pm at Wandering Griffin (3725 Presidential Drive) in Beavercreek. Chandra Miller and ABM will be our sponsors for this event.

**October 10th** — We will be meeting at Aileron (8860 Wildcat Road, Tipp City) this month. Mark Thompson, Business Advisor with Aileron will be our speaker.

**November 14th** — Our November membership luncheon will be held at the Pentagon Tower Club (3500 Pentagon Boulevard) in Beavercreek. Our guest speaker this month will be Nancy Roberson with Roberson Law.

## After Hours Networking Events

A BIG Thank You goes out to Sean Turner and Maureen Bereda with Turner Property Services Group for sponsoring our After Hours Event in June. We'd also like to THANK Bill Mangus and Chuck Baker with Securitas Security for sponsoring our July event. What a great way to unwind and get to know your fellow BOMA members.

If you weren't able to join us in June or July, be sure to note our next After Hours Event will be held on Tuesday, September 26th at Wandering Griffin.

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



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## Who Will Be Our Next Star?



Pictured: Tony Pinto, Maureen Bereda, Sheri Simpson, Nancy Reed and Frank Urwin

Congratulations goes out to our Membership Star Award winners for the month of August.

Our winners were diligent in securing several sponsors for our golf outing this year. Others helped out in several areas the day of the event.

Please join us in congratulating Maureen Bereda, Tony Pinto, Sharon Rislund, Frank Urwin, Sheri Simpson and Nancy Reed as our Membership Star Award winners for the month of August. **THANK YOU** for your time and the support you give Dayton BOMA.

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

## April's After Hours Gathering



Our April After Hours Event was held at Roost American and was sponsored by Miller-Valentine Group Realty Services.



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# 2017 Legislative Priorities

BOMA International advocates on behalf of the commercial real estate industry on Capitol Hill, in states across the country and in federal agencies. BOMA furthers the industry's legislative and regulatory agendas by actively working with lawmakers and government officials to advance issues most important to its members, including the three listed below:

## Tax Reform

Our current tax system is cumbersome and in desperate need of updating. Current depreciation models do not accurately reflect the market reality for commercial building owners. In order to advance our industry and our economy, the tax code must be simplified and aligned with actual commercial asset and lease longevity.



## ADA Notice and Compliance

The Americans with Disabilities Act (ADA), signed into law in 1990, greatly increased the protection and advancement of the rights of Americans with disabilities. Because of this landmark law, accessibility has dramatically improved in buildings around the country over the past three decades. Unfortunately, some attorneys are undermining the spirit of the ADA by subverting the intent of the law to make a profit without improving accessibility. These attorneys file lawsuits over technical, easily correctable accessibility violations and pressure business owners into paying large settlements consisting principally of attorney's fees. They are more interested in quick financial settlements than removing any ADA barriers.

## Energy Efficiency

Energy use in commercial buildings is one of the largest controllable operating costs for property owners and managers. Our members have a vested interest in reducing their energy use to save money for tenants and owners. In recent years, Congress has introduced several proposals that would combine the business model of energy efficiency with the social and environmental need for our nation to reduce electricity production, all while still serving the our domestic energy needs.





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## June's After Hours Gathering



Our June After Hours Event was held at The Pub at The Greene and was sponsored by Turner Property Services Group.

## Fire Prevention Week 2017: October 8th to 14th

This year's theme is *Every Second Counts... Plan 2 Ways Out*. Seconds can mean the difference between residents of our community escaping safely from a fire or having their lives end in tragedy. What activities are planned for Fire Prevention Week within your buildings?

I recently attended a training session for employees selected to be "fire floor wardens" within a six story building. The HR department presented about 30 minutes of training, followed by questions and answers.

I was invited to help answer questions. Some of them were: "if I'm a supervisor and/or fire floor warden, and I'm out to lunch, do I have to rush back during a fire alarm activation to account for my staff?" Answer, no, your fellow floor employees should know who's in the building and no longer accounted for. Everyone has cell phones, so it's okay to use them. "What else am I supposed to do?" My answer was make sure that everyone on the floor knows ALL of the means of egress. Not just the elevator and front stairs. And then I challenged everyone in the room with a question, "How many of you have ever walked all the way down, and out, using the back stairs?" And then things got interesting. Two or three didn't even know there was a back/second stair (to be fair, it is remote and through other departments). And of those who did know, many had never entered, nor used the stairs. So we concluded this training session with a quick field trip to, and then down and out, using the back stairs.

I challenge each of you to do something for Fire Prevention Week. Consider having a building wide fire drill and ask your building occupants to identify and use a secondary means of egress. Because seconds count.

For additional resources and assistance, contact your local Fire Marshal or visit [www.usfa.fema.gov/](http://www.usfa.fema.gov/).

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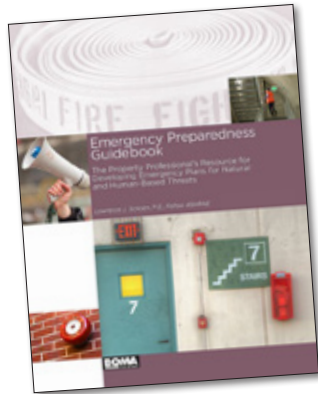
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## Security and Emergency Preparedness

The Federal Emergency Management Agency (FEMA) has declared September to be National Preparedness Month. National Preparedness Month is geared towards encouraging Americans to take steps to prepare for emergencies in their homes, businesses and communities. FEMA hopes to engage the public to make preparedness a regular part of their daily lives.

Resources specifically geared towards emergency preparedness for commercial real estate can be found at [www.boma.org/research/securityandemergencypreparedness](http://www.boma.org/research/securityandemergencypreparedness) and in BOMA's publication, the Emergency Preparedness Guidebook.

Additional information can also be found at [www.ready.gov](http://www.ready.gov). Ready offers brochures and other free publications to help you and your community prepare.



## Hurricane Harvey Relief

Thank you to everyone for your interest in helping those impacted by Hurricane Harvey. BOMA International is encouraging its members to donate to the American Red Cross. Donations can be made by visiting [www.redcross.org](http://www.redcross.org) or by calling 1-800-RED CROSS, or text the word *HARVEY* to 90999 to make a \$10 donation.

Donations help the Red Cross provide safe shelter and comfort for the hundreds of thousands of people impacted by this disaster. This is the most efficient and expeditious way to reach those in need.

### BOMA'S MISSION

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

## Earn a Two-Percent Rebate on Your Home Depot Purchases

BOMA members participating in a national rebate incentive program with The Home Depot have earned more than \$10 million in rebates to date—more than \$3 million in 2016 alone! You can earn money back on your purchases, too. The Home Depot rebate program offers BOMA members a two percent annual rebate on all qualifying in-store and online pre-tax purchases of thousands of products in Paint, Janitorial, Flooring, Plumbing, Electrical and more, plus other special savings and services, such as dedicated support, delivery, competitive pricing and volume discounts.

There is no cost to enroll in the program. Rebates are distributed annually at the end of the rebate period, which runs through February, and annual purchases must total a minimum of \$25,000 to qualify. This program is for commercial accounts only and is open to all BOMA members, including associate members.



Enroll now and start earning money on your company's Home Depot purchases. Be sure to enter the program code "BOMA" when you register. If you are already enrolled in the program, be sure your account and payment information is up-to-date so that you don't miss out on any savings or rebates.



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## *Upcoming BOMA Events*

BOMA International's annual conferences attract hundreds of top industry professionals, both members and non-members alike, and offer unequalled opportunities to make professional connections and learn about the latest trends and critical issues impacting the industry.

**2018 Winter Business Meeting  
& National Issues Conference  
January 28-31, 2018**

Help shape the future direction of BOMA when you join us in Washington, DC, January 28-31, 2018.

## **2018 BOMA International's MEDICAL OFFICE BUILDINGS + HEALTHCARE REAL ESTATE Conference May 9-11, 2018 | Houston, Texas**

Join us at the Healthcare Real Estate industry's largest and most respected conference on May 9-11, 2018 in Houston, Texas.

## **BOMA 2018** INTERNATIONAL CONFERENCE & EXPO Presented by BOMA International and BUILDINGS HENRY B. GONZALEZ CONVENTION CENTER | SAN ANTONIO, TX **JUNE 23-26, 2018**

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# Dayton BOMA 32nd Annual Golf Outing

## Congratulations to this year's winners!



### 1st Place

**Bryan Woods and Frank Urwin**  
(not pictured: Scott McFall and Lin Behnken)



### 2nd Place

**Tom Lambe, Jim Porter and Dave Wallace**  
(not pictured: Ed Hawley)



### Closest to the Pin

**Ken Elrich and Chandra Miller** (Ken also won the Men's Longest Drive)



***This event could not take place without the hard work and dedication of our volunteers. THANK YOU!***

**Sheri Simpson, Sharon Rislund and James Abrams,**  
Miller-Valentine Group Realty Services  
**Maureen Bereda,** Turner Property Services Group  
**Caitlin Calabria and Gayle Shiveley,** Otis Elevator  
**Richard McEnheimer,** Solid Blend Technologies  
**Nancy Reed,** DSS Sweeping Service

**Scarlett Biggs,** CertaPro Painters  
**Kathy Schibi,** Schindler Elevator  
**Dora Weis,** SimplexGrinnell  
**Linda Meagher,** ABM  
**Jane Curtis**

# 32nd Annual Golf Outing Sponsors

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# Study: Energy Efficiency Tax Incentives Spur Economic Growth and New Jobs

The Building Owners and Managers Association (BOMA) International, in collaboration with other real estate industry groups and with support from a grant from software developer Yardi, has released a groundbreaking study on the costs and benefits of modernizing and extending the Energy Efficient Commercial Building Tax Deduction, commonly referred to as 179D after its U.S. Internal Revenue Code section number. The study, which was conducted by Regional Economic Models, Inc. (REMI), estimates that as many as 77,000 jobs will be created and \$7.4 billion will be added annually to the national gross domestic product (GDP) if Congress passes a long-term extension and modification of 179D.

First enacted in 2005, 179D allowed commercial building owners to offset some of the costs of energy efficiency retrofits. Over the past decade, it became an important tool for reducing energy consumption and greenhouse gas emissions in the built environment. 179D was the only federal incentive for commercial building owners to improve the energy efficiency of their properties. BOMA International, a long-time supporter of the tax deduction, currently is working with lawmakers in the U.S. Congress to encourage the extension of the incentive, which expired in 2016. It also is calling for a revision of the language to expand the pool of owners eligible for the incentive and increase the deduction from \$1.80 per square foot to \$3.00 in order to encourage even more ambitious retrofits. In its current form, the requirements to earn a tax deduction are out of reach for many existing buildings, which account for 98 percent of all building stock.

Strengthening and modernizing Section 179D would come with huge benefits, according to the study, such as adding \$5.7 billion in personal income

for the first ten years after enactment. Additionally, it is estimated to lead to an average annual gain of 39,388 jobs, \$3.7 billion in GDP and \$3 billion in personal income for the first ten years after enactment.

"This study confirms what we've already been seeing in the marketplace: 179D is good for the industry, the economy and the environment," said BOMA International Chair Brian M. Harnetiaux, senior vice president of Asset Management at McCarthy Cook. "Section 179D has proven to be a valuable industry resource, and with an extension and some adjustments, it will continue to drive the commercial real estate industry forward."

The study was co-funded by the American Institute of Architects, along with Alliant Group LP, Ameresco, Blue Energy Group, Concord Energy Strategies, Energy Tax Savers, Energy Systems Group, National Electrical Manufacturers Association, the Natural Resources Defense Council and the United States Green Building Council.

Find the study in its entirety at [www.boma.org](http://www.boma.org).



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# Dayton BOMA Donates School Supplies to Families in Need



August 22, 2017

Nancy Ferrara  
Dayton BOMA  
P.O. Box 680  
Dayton, Ohio 45409-0680

Dear Nancy,

On behalf of the ECHO program, Empowering Children with Hope and Opportunity, please extend our gratitude to the Dayton Building Owners and Managers Association for their 6 bags of school supplies and the 4 donated back packs. Thank you Nancy, for all of your hard work in organizing this outreach to our program. 100% of all donations go to the students.

A special thank you to:

**Frank Bullock**  
**Ken Elrich**  
**Mike Houser**  
**Steve Turner**

Who together donated \$230 toward school supplies; this is very helpful for assisting with miscellaneous school supplies and school uniforms in hard to find sizes. Also with supplementing the purchase of mandatory gym uniforms for a high needs family.

The Family Advocate provides services to families in 3 high poverty schools. The families served, lack support and resources and many of the children have experienced some trauma in their life. The students love to feel like their peers and have the correct school supplies and uniforms to start off their school year! This year the Family Advocate is starting a joint initiative called Families Forward with other community collaborators to provide additional resources to struggling families. ECHO recently expanded mental health services to 14 schools in the area. The need continues to grow and support of the community is pivotal.

Thank you for this continuous outreach to our program. The families are very appreciative of the help.

Sincerely,

A handwritten signature in blue ink that reads "Michelle Sherman".

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## Winter Business Meeting and National Issues Conference



Being an active and involved member of BOMA helps shape and direct a successful commercial real estate career. And one of the best ways to participate in BOMA is by attending the 2018 Winter Business Meeting and National Issues Conference in Washington, DC, January 28–31. Whether you're interested in advocacy, education, membership, leadership development, or other industry issues, BOMA has a committee or task force that would value your contribution. The Winter Business Meeting is your ideal opportunity to learn, network

and participate in interactive discussions on current trends and best practices in commercial real estate, and to help shape the future direction and mission of BOMA International.

BOMA International's Board of Governors, the BOMA Regions and all committees and task forces will meet during the Winter Business Meeting. The National Issues Conference will include an update on key issues affecting commercial real estate before Congress, as well as insiders' tips on meeting with members of Congress and legislative staff.

This gathering is one of BOMA's best opportunities to review critical legislative issues and, most importantly, to communicate real estate's message in a unified fashion to Congress. Real estate's concerns are best presented when BOMA members, speaking as constituents, talk directly to their elected officials.

All conference events will take place at the Hyatt Regency Capitol Hill, just steps from the U.S. Capitol and other DC landmarks.



# BOMA International's 2017 Office and Industrial Benchmarking Reports Released

The Building Owners and Managers Association (BOMA) International, in collaboration with research firm Kingsley Associates, recently released its 2017 Office Experience Exchange Report (Office EER) and 2017 Industrial Experience Exchange Report (Industrial EER). The Office EER offers more benchmarking information than any other comparable industry source, and the Industrial EER stands as the only existing benchmarking source in its sector.

According to two-year trend data of identical office properties between calendar years 2015 and 2016, total income in the office sector increased from \$28.93 per square foot (psf) to \$30.60 psf, while total operating expenses increased from \$8.20 psf to \$8.26 psf. In addition, real estate taxes went up 7.9 percent year over year from \$4.83 psf to \$5.21 psf. While total operating expenses increased by 0.7 percent, not all expenses increased at the same rate—and some remained flat or even decreased. Additional highlights from the top-level office sector data include:

## U.S. Private-Sector Office Building Occupancy Figures:

- The average occupancy rate decreased by 1.1 percent, from 90.12 percent in 2015 to 89.10 percent in 2016.
- Square footage per office tenant increased by 0.5 percent, from 12,888.27 in 2015 to 12,954.97 in 2016.

## U.S. Private-Sector Office Building Income Figures:

- Total rental income increased by 3.8 percent, from \$27.33 psf in 2015 to \$28.38 psf in 2016.
- Base rent increased 2.4 percent, from \$23.67 psf in 2015 to \$24.24 psf in 2016.

## U.S. Private-Sector Office Building Expense Figures:

- Contract cleaning increased by 0.9 percent, from \$1.14 psf in 2015 to \$1.15 psf in 2016.
- Total electricity expense went down 10.1 percent, from \$1.88 psf in 2015 to \$1.69 psf in 2016.
- General administrative office expenses decreased by 61.5 percent, from \$0.52 psf in 2015 to \$0.20 psf in 2016.
- Insurance remained consistent at \$0.36 psf in 2015 and 2016.

For industrial properties, the results of two-year trend data analysis show that total rental income per square foot increased from \$5.61 to \$6.12. In addition, total industrial revenue significantly

increased from \$5.81 psf to \$10.26 psf, which is a 76.6 percent jump. This change may be due, in part, to the increase in base rent, which went from \$4.46 psf in 2015 to \$4.85 psf in 2016—an 8.7 percent jump itself. Total operating expenses increased by 4.9 percent, from \$1.42 psf in 2015 to \$1.49 psf in 2016.

As in the office sector, specific expenses in the industrial sector also fluctuated by line item. Additional top-level industrial sector findings include:

## U.S. Private-Sector Industrial Building Occupancy Figures:

- The average occupancy rate increased by 1.4 percent, from 96.76 percent in 2015 to 98.12 percent in 2016.
- Square footage per tenant increased 2.2 percent, from 70,711.40 in 2015 to 72,301.68 in 2016.

## U.S. Private-Sector Industrial Building Expense Figures:

- Exterior building maintenance remained constant at \$0.14 psf in both 2015 and 2016.
- Energy expense decreased 14.3 percent, from \$0.07 psf in 2015 to \$0.06 psf in 2016.

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- Real estate taxes increased by 5.7 percent, from \$0.87 psf in 2015 to \$0.92 psf in 2016.
- Insurance remained the same at \$0.09 psf in 2015 and in 2016.

Both the Office EER and Industrial EER consist entirely of voluntarily reported data from office and industrial property owners and managers. With information from thousands of buildings across hundreds of markets in the U.S. and Canada, this year's Office EER once again boasts the most comprehensive and accurate income and expense data in the commercial real estate industry. The Industrial EER, now in its third year, remains the only benchmarking resource in the industry specifically tailored to the industrial sector. The 2017 Industrial EER offers industrial sector data from thousands of buildings across the United States.

The interactive online databases allow users to generate customized reports using a host of search filters, including building size, type, class, market, sub market and more. Reports are easily downloadable as both Excel and PDF documents, and a subscription grants unlimited access; there is no limit to the number of reports users can generate.

For more information and to subscribe to the 2017 Office EER and 2017 Industrial EER, visit [www.eer.boma.org](http://www.eer.boma.org).



## Building Codes and Voluntary Standards

BOMA International continues to be a major force as the only national commercial real estate trade organization with an aggressive codes and standards advocacy program. BOMA's advocacy team is involved in codes and standards development from the moment they're created, not after they're released. The advocacy team is here to provide you with a wide range of services: keeping you updated on the challenges the industry will be facing in the upcoming development of national codes. Assisting state and locals by identifying significant changes from one code edition to the next and providing members with answers to code questions they may have when working on projects.

For more information go to [www.boma.org/codes](http://www.boma.org/codes).



The first fatality involving powered flight occurred on September 17, 1908 as a biplane piloted by Orville Wright fell from a height of 75 feet, killing Lt. Thomas E. Selfridge, his 26 year old passenger.

A crowd of nearly 2,000 spectators at Fort Myer, Virginia, observed the crash of the plan which was being tested for possible military use.

Wright himself was seriously injured.



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