

DAYTON BOMA

BUILDING OWNERS & MANAGERS ASSOCIATION

FROM THE PRESIDENT

FEBRUARY 2022



By Sean Turner
President
Dayton BOMA

Happy New Year! I am honored to serve as your President of our Dayton BOMA Local. We have been through a challenging two years in dealing with the many changes COVID has dealt us. However, as an organization, and I'm sure the same rings true for your businesses, we continue to adapt and be flexible. I am very excited about the year 2022 because of this adaptability, flexibility and the creativity and resilience of our organization.

We ended 2021 with a wonderful celebration recognizing our 100th Anniversary of being a BOMA Local, albeit a delayed celebration due to COVID. We were able to walk through the Dayton Arcade to witness the transformation that has taken place there and heard from Brady Kress of Dayton History highlight things that were happening 100 years ago when Dayton BOMA started. What a fantastic presentation by Brady (I could have listened to him much longer) and what a beautiful restoration of the Arcade!

Our Local is off to a great start for 2022 with the announcement of several new principal members. It is a policy of ours to try to achieve and maintain a healthy balance of 50% principal members and 50% associate members. With our newest principal members, we have achieved this balance for the first time in years.

I especially encourage our newest members, but also all of our members, to make the most of your involvement in this organization. BOMA is a great place to build relationships, and one way to do that is through involvement in the various committees, attendance of our regularly scheduled luncheon meetings, educational sessions and after-hour events. Please reach out to Nancy or me if you have any questions on how to be more involved.

By the time this prints, I will be off to Washington D.C. for the 2022 Winter Business Meeting and National Issues Conference. I am looking forward to this conference and the opportunity to interact with other Locals, as well as bring back any updates on BOMA International and government affairs.

I'm looking forward to interacting with all of you. Let's make the year 2022 a great one!

2022 DAYTON BOMA BOARD OF DIRECTORS



Back row: Wes Eversole, Mike Croucher, Sean Turner, Ryan Zeman
Front row: Jo Lease, Jennifer Blair, Sheri Simpson
Not pictured: Lauren Saintz, Karen Basista

UPCOMING SPEAKERS AND EVENTS

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

February 8th – Dayton BOMA Membership Luncheon to be held at the Presidential Banquet Center.

February 10th – Our February After Hours Event will be held at the Troll Pub at The Wheelhouse from 5-7pm. Bob Denny, Sean Denny and Modern Entrance Systems will be sponsoring this event.

February 15th – Our next Breakfast and Learn Session will be held from 8:30-10am at the Business Solutions Center, 1435 Cincinnati Street in Dayton. Lauren Saintz and ABM will be hosting the event titled "Discover the Future of EV Charging." Be sure to let Nancy know if you plan to attend.

May 4-6 – BOMA International Medical Office Buildings + Healthcare Real Estate Conference, held in Nashville, TN.

July 25th – Dayton BOMA 37th Annual Golf Outing, Walnut Grove Country Club, 9am Shotgun Start.

OUR VISION

BOMA will be the partner individuals in the commercial real estate industry choose to maximize value for their careers, organizations and assets.



DAYTON BOMA BOARD

President: Sean Turner
Vice President: Jennifer Blair
Past President: Karen Basista
Secretary/Treasurer: Jo Lease
Principal Director: Mike Croucher
Principal Director: Sheri Simpson
Associate Director: Wes Eversole
Associate Director: Lauren Saintz
Associate Director: Ryan Zeman

2022 COMMITTEE CHAIRS

Membership: Jennifer Blair
(937) 294-0748 ext. 110
jennifer@hubermanagementcorp.com

Government Affairs: Sheri Simpson
(937) 956-7838
sheri.simpson@culmenservices.com

Newsletter: Nancy Ferrara
(937) 299-2662
nancy@bomadayton.org

Programming & Education: Nancy Ferrara
(937) 299-2662
nancy@bomadayton.org

Community/Membership Interaction:
Nancy Ferrara
(937) 299-2662
nancy@bomadayton.org

Emergency Preparedness: Becky Edgren
(937) 401-9700
bedgren@puroclean.com

Energy & Environment: Wes Eversole
(937) 603-6553
wes.eversole@rieckservices.com



Since the release of BOMA International's very first COVID-19 guidance document back in January 2020, the BOMA Coronavirus Resource Center (boma.org/coronavirus) has served as a repository of credible information and thought leadership to help commercial real estate professionals navigate unprecedented change. Over time, it has expanded to include insightful articles, comprehensive

research and links to helpful analysis, documents, websites and webinars.

As the industry moves towards recovery, bringing new issues and priorities to the surface, the BOMA Coronavirus Resource Center continues to serve as a place for knowledge amid transformation. The resources highlighted below have been curated to reflect the current state of the industry and to help property professionals rebound from adversity.

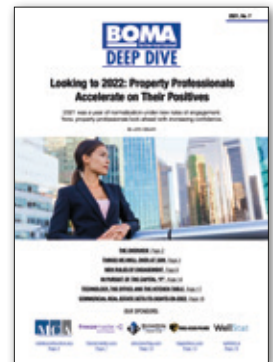
An archive of all materials shared and produced in response to the height of the pandemic emergency can be found at boma.org/coronavirus.

LOOKING TO 2022: PROPERTY PROFESSIONALS ACCELERATE ON THEIR POSITIVES

Deep Dive No. 7

As we open the door to 2022, we seem fairly well armed against most surprises. For the past 18-plus months, we have navigated through a global pandemic and a variety of economic downturns of various depths and durations. With extreme caution we ask, what is there left to throw us off our game? To answer this question, we spoke to senior executives from some of the top commercial real estate companies. **Looking to 2022: Property Professionals Accelerate on Their Positives**, the seventh installment in our series of BOMA Deep Dives, explores what's in store for the year ahead according to the C-suite.

Read our latest BOMA Deep Dive to find out what the C-suite predicts for the year ahead, then watch a bonus video interview with two of the industry experts who contributed to BOMA *Deep Dive No. 7*: Piedmont Office Realty Trust's Kevin Fossum and Zeller's Steve Herron. Go to BOMA.org/DeepDives.



STAY CONNECTED WITH THE BOMA APP

The BOMA App is your hub for everything BOMA, including each year's annual conference app and quick links to BOMA resources, allowing you to stay informed on the go. Just search "BOMA App" in the iTunes Store or Google Play.



WHAT'S NEXT FOR COMMERCIAL REAL ESTATE?



Experiences are key to bringing people back to commercial buildings in larger numbers post-pandemic. This was just one of the many insights

BOMA International President Henry Chamberlain shared during his highly anticipated State of the Industry address at BOMA International's annual conference in Boston. Weren't able to join us in Boston and want to find out what's next for commercial real estate? Check out the video of this year's State of the Industry presentation. Go to videos.boma.org/2021-state-of-the-industry.

BOMI: INDEPENDENT INSTITUTE FOR PROPERTY AND FACILITY MANAGEMENT EDUCATION

BOMI is the premier international provider of educational products and services to the property and facility management industries. As the Independent Institute for Property and Facility Management Education, BOMI is dedicated to improving the skills of professionals with property, facilities, and systems responsibilities.

Founded in 1970, BOMI International is a 501(c)(3) not-for-profit educational institute that has earned a reputation as the trusted property and facility educational resource for top corporations, government agencies, property management firms, educational institutions, unions, and trade associations.

BOMI's Vision is to be the career-long learning and development partner of choice to the property and facility management professions and related disciplines.

Core Values

- Client-centered value and service
- Integrity and ethics throughout
- Relevant and continuous lifelong learning
- Flexibility and nimbleness for a changing marketplace
- Operational excellence and continuous improvement
- Embracing diversity and inclusion
- Collaborating across boundaries

BOMI International is known for its industry-standard designations:

- **RPA®** — Real Property Administrator
- **FMA®** — Facilities Management Administrator
- **SMA®** — Systems Maintenance Administrator
- **SMT®** — Systems Maintenance Technician
- **BOMI-HP®** — High-Performance Sustainable Buildings

These designations act as a letter of credibility in the industry, ensuring employers that prospective and current employees holding a BOMI designation are properly trained and have the experience to perform their jobs at the highest level. More than 40,000 building professionals hold one or more BOMI credential, and more than 90,000 have turned to BOMI for premier education and training.

Questions? Please contact BOMI at (800) 235-2665 or service@bomi.org.

SAVE SIGNIFICANTLY ON YOUR WORKERS COMPENSATION PREMIUM

Did you know that many alternative discounts are available to help reduce your annual Ohio workers' compensation costs? Through the Sedgwick workers' compensation program and BOMA Ohio, your organization can significantly reduce your workers' compensation costs through a variety of alternative rating programs. Sedgwick offers you quality service and stability through the complex workers' compensation environment.

For over 50 years, Sedgwick has been helping employers navigate Ohio's workers' compensation system, providing services to help them control claim-related costs and reduce premiums. Their team includes the experienced colleagues from CompManagement and CareWorks Comp. The two companies merged and are now Sedgwick. Together, they serve nearly 65,000 Ohio employers including organizations of all sizes operating in various industries across the state. Group rating programs administered by Sedgwick have produced over \$4 billion in savings since group rating was introduced in 1991 and their group retrospective programs have returned over \$630 million in premium refunds since the program began in 2009.

If your organization is not yet participating in this BOMA member benefit and you would like to receive a free, no-obligation analysis from Sedgwick, reach out to Julia Bowling at (513) 218-4062, by email at julia.bowling@sedgwick.com, or apply online at ohiotpa.sedgwick.com/AC3/GroupRating.aspx?Organization=bomaohio.

MEMBER HIGHLIGHT



Val Beerbower hails from northwest Ohio and toured the I-75 corridor before settling down in Dayton. After graduating from Ohio University with a degree in journalism, she worked for newspapers and magazines in Tiffin, Troy, and Cincinnati, then she relocated to Dayton and made the switch to public relations.

In 2019, she made another transition to her current role with the economic development team at the Downtown Dayton Partnership, where she has been since 2014. Val was recently promoted to Director of First-Floor Development and Business Marketing, reflecting her blended roles in the nonprofit agency.

Val and her husband, Mike, reside in the St. Anne's Hill neighborhood in Dayton where they "enjoy" renovating their 120-year-old home, and legitimately enjoy biking, hiking, kayaking, and spending time with friends.

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MEMBER HIGHLIGHT

Heather Smith is a Property Manager with IRG Realty Advisors. Heather began her career 21 years ago as a Property Manager with Towne Properties where she oversaw a portfolio of residential and commercial properties. Heather has her Master of Science in Management degree and specializes in organizational development, leadership, problem solving, and business acumen. She is a Certified Manager of Community Associations (CMCA) and Association Management Specialist (AMS). Heather started work with IRG Realty Advisors in July 2021 as a Property Manager. Her portfolio consists of multiple industrial properties totaling just over million SF.

Outside of work, Heather adores her family and spends most of her time with them. Her hobbies include gardening, bird watching, cooking, photography, fishing, and the outdoors.

Heather also finds it important to give back to the community. She has served as an event coordinator for the Leukemia and Lymphoma Society and was recognized at the 2020 Pillar Awards by the Leukemia and Lymphoma Society. Heather is a Leader Against Pain Advocate for the National Fibromyalgia Association and an advocate for Women Helping Women.



MEDICAL OFFICE BUILDINGS CAN NOW BECOME ENERGY STAR® CERTIFIED

The U.S. Environmental Protection Agency (EPA) rolled out an updated 1-100 ENERGY STAR score for U.S. medical office buildings (MOBs) on February 7. The updated score will provide MOB owners and managers a more accurate picture of how their building's energy use compares to similar facilities across the country. This also means that—after an eight-year hiatus—U.S. MOBs will once again be eligible to earn ENERGY STAR certification for superior energy performance.

About the New Score

The updated ENERGY STAR score is based on 2015 data collected by the American Society for Health Care Engineering and will replace the existing score which is based on a dataset from 1999. A score of 50 on EPA's 1–100 scale indicates that a building has average energy performance, while a score of 75 indicates that a building outperforms 75% of similar buildings and is therefore eligible for ENERGY STAR certification.

In 2014, due to outdated data, EPA suspended certification for medical office buildings; with the availability of a much more recent dataset, EPA is able to update the model that powers the ENERGY STAR score and once again support ENERGY STAR certification for the top 25% of all U.S. MOBs. On or after February 7, you'll see an "Apply for ENERGY STAR Certification" notification on the summary page for each MOB property in Portfolio Manager® that qualifies for certification.

For more information go to energystar.gov/buildings/benchmark/understand_metrics/score_updates.



MEMBER HIGHLIGHT



Carla Bonifas is a Property Manager with IRG Realty Advisors. She started with the Akron-based company in August of 2020 after moving back to Ohio from Chicago.

Carla began her Commercial Property Management career in Philadelphia and continued in downtown Chicago where she managed several different office buildings in both cities. Starting as a Property Coordinator, she moved up to Administrator, then Assistant Property Manager and is now managing nine buildings in both Kettering and Miamisburg, totaling nearly 700k SF of office space.

She was active in BOMA Chicago and Philadelphia throughout the last several years and is looking forward to joining the Dayton BOMA network.

Carla lives in Troy, Ohio with her husband Trevor and two sons Julian (4) and Landry (1). They enjoy exploring all the hiking/biking trails that Miami Valley offers, catching a Dayton Dragons baseball game and checking out all the new restaurants coming to the area.

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BOMA ENGAGES ON NEW CODES PROPOSALS

BOMA is deep into working on the next International Code Council (ICC) cycle (2024), participating on committees and at hearings, online and in-person. As always, BOMA was well-represented at the ICC hearings, which were held in Pittsburgh in September. A few highlights:

- BOMA introduced a Fire Code proposal to make retrofitting requirements fair for building owners, following complaints from members about short-noticed and expensive retrofits, including high-rise egress path markings, in-building emergency communications and firehose standpipes. Although not yet successful, our proposal
- Several proposals related to rooftop occupancies deserve further attention as they may make it more difficult and expensive to provide these alterations; we will be releasing a summary of the rooftop issue early next year to assist BOMA local associations as the proposals are considered at the state and local level.
- BOMA successfully assisted in the development of several optional code changes related to the COVID-19 pandemic, while defeating several proposals for mandatory changes, some of which were from manufactures promoting exclusive use of their products. We partnered with Johnson Controls for an optional appendix item to provide building owners guidance for pandemic mechanical needs in new and existing buildings.

This past year has also seen a reorganization of the development process for the International Energy Conservation Code (IECC); fortunately, BOMA is represented on the IECC Commercial Development Committee. We will continue to focus on ensuring that renovations of existing buildings do not trigger unnecessary upgrades to unaffected portions of the building.

For any codes-related questions, contact BOMA's code consultants John Catlett (building, fire, trade) at codes@boma.org or Andrew Klein (energy) at andrew@asklein.com.

VITAL INSIGHTS PROPELLING US FORWARD

2022 BOMA International's MEDICAL OFFICE BUILDINGS + HEALTHCARE REAL ESTATE Conference

You don't just take care of the people and practices in your spaces—you ensure they thrive. **BOMA International's Medical Office Buildings + Healthcare Real Estate Conference** being held May 4-6 in Nashville, TN, is where you'll discover the strategic and financial opportunities that exist within your real estate portfolio. Learn from industry visionaries how to maximize property and portfolio management to enable strategic alignment, enhance delivery of services, improve patient and provider relationships, and offer a competitive advantage. And as healthcare evolves, so can your priorities.

Program and Speakers

Experience the medical real estate industry's most comprehensive education program. Wide-ranging topics cover evolving health system strategies, capital markets trends, innovative design solutions, non-traditional healthcare settings, leasing and property management challenges, legal and regulatory issues, developing the next generation of industry leaders, and much more.

Over 20 education sessions include thought-provoking Keynote Sessions offering a unique perspective on vital topics and emerging trends, as well as breakout sessions organized in five tracks:

- **Capital Markets:** Sessions in this track explore the latest trends in medical real estate transactions and financing.

- **Compliance & Regulation:** These sessions examine key legal and regulatory issues impacting medical real estate.
- **Development & Innovation:** Sessions in this track explore development and construction trends, as well as transformative facility design trends that are improving patient experiences and health outcomes.
- **Leasing & Management:** These sessions explore market trends, strategies to acquire and retain tenants, technology tools, and best practices for managing high-performance healthcare facilities.
- **Provider Strategies:** Sessions in this track focus on health systems' real estate strategies and their innovative approaches to asset management.

The 2022 conference education program is currently under development. Any updates can be found at boma.org then click on *Calendar & Events*.

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INDUSTRY DEFENSE FUND



BOMA International's member-driven Industry Defense Fund is instrumental in giving a voice to the commercial real estate industry helping achieve critical advocacy successes. Its purpose is to ensure that adequate funds are available at the federal, state and local levels for

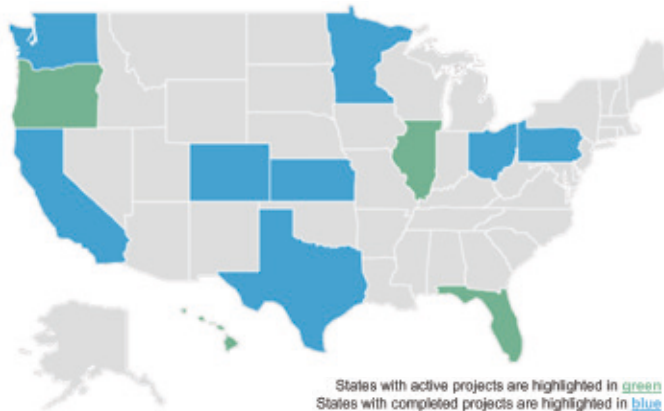
wide-ranging advocacy issues that may impact BOMA members. The IDF is administered by an oversight committee, and applications are accepted on a rolling basis.

The Industry Defense Fund (IDF) video found at boma.org/BOMA/Advocacy/IDF provides an overview of this important, member-driven program. It includes background on the IDF process and history, and it concludes with testimonials from some of our BOMA local associations. This video is a good resource that illustrates the value of the BOMA network.

INDUSTRY DEFENSE-FUNDED PROJECTS, 2015-PRESENT

Ohio BOMA/Cleveland

“Utility Submetering” (2018): Successfully pushed for the reversal of a decision by the Public Utilities Commission of Ohio, which would have strictly regulated commercial building owners from submetering utility fees to tenants.



MINNESOTA DATA PRIVACY CASE RECEIVES IDF SUPPORT

BOMA International's Industry Defense Fund (IDF) Oversight Committee approved funding in December for a project in Minnesota that may have far-reaching consequences for data privacy and commercial real estate. The joint application from BOMA/Greater Minneapolis, BOMA/Greater Saint Paul and BOMA/Duluth will support their ongoing work on a legal case now headed to the Minnesota Supreme Court.

A BOMA member building is challenging the use of private data in a property tax assessment case, as once this information is introduced in court, it becomes public. After a tax court

ruled in favor of the building, the county appealed the case to the state supreme court. If the county is successful in its appeal, at stake is the release of nonpublic information, including individual tenant rental agreements, tenant improvement arrangements, total income generated and other private data. This potentially puts any commercial building that has appealed its property taxes at a competitive disadvantage as competitors would be able to view rental agreements.

The BOMA local associations have joined with other real estate organizations in filing an amicus brief to the state supreme court.

BOMA LOBBYIST RECEIVES TOP HONORS

Pearce Crosland, BOMA International's Director of Federal Affairs, was recognized by *The Hill* as one of the top lobbyists in Washington, D.C., in 2021 for his work on behalf of BOMA International.

Per *The Hill*... “In one of the busiest years on record for the D.C. influence world, these are the people who wielded their connections and knowledge most effectively... they are all key players who the nation's biggest companies, advocacy groups, labor unions and trade associations turn to when they want their voices heard in the nation's capital.”

The Hill adds “The ranks of policy experts, influencers and advocates run deep in Washington, but these are the people who stand out for delivering results for their clients in the halls of Congress and the administration.”

CALIFORNIA PROP 15

BOMA California and the California Business Properties Association helped lead the successful fight that defeated a statewide November ballot measure on “split roll” property taxes. The initiative threatened to dismantle long-standing tax protections and would have resulted in a \$12 billion annual tax hike on commercial real estate. Coupled with the impacts of the COVID-19 pandemic and a national recession, this would have been devastating to the CRE industry and to small businesses and California communities generally.

BOMA International's Industry Defense Fund approved a \$100,000 contribution to the opposition campaign—the largest award ever granted by the IDF—that was matched by the BOMA local associations in the state.

Congratulations to all involved in this historic victory.

INDUSTRY RESOURCES

BOMA provides you with the industry resources you need to stay relevant, prepared and in the know. For purposes of comparison, office space is grouped into three Building Class Definitions. As demand for industrial real estate grows, so does the need for Industrial Real Estate Resources on best practices for managing these unique assets. With increasing occurrences of natural and man-made disasters, it is imperative that property

professionals have the Security and Emergency Planning Resources to prevent, respond to and recover from any situation. White Papers and Case Studies provided by our sponsors cover topics ranging from building automation systems to lighting retrofits to smart buildings.

More information on these resources can be found at boma.org under the *Research and Resources* tab.

DAYTON BOMA MEMBERS COME TOGETHER FOR TOYS FOR TOTS



In November of each year, Dayton BOMA members come together to donate toys to the Marine Corps Reserve Toys for Tots program to help them with their primary goal of delivering a message of hope to less fortunate children in our area.

2021 Local Impact
17,029 toys distributed
5,087 children supported

The objectives of the U.S. Marine Corps Reserve Toys for Tots program is to help less fortunate children throughout the United States experience the joy of

Christmas; to play an active role in the development of one of our nation's most valuable resources—our children; to unite all members of local communities in a common cause for three months each year during the annual toy collection and distribution campaign; and to contribute to better communities in the future.

MEMBER RECOGNITION

The Dayton BOMA Board would like to recognize the following individuals as longtime members of Dayton BOMA.

16 YEARS

Shawn Bone, US Lawns

19 YEARS

Jim Houpt, Merchants Security
Bill Mangus, Securitas Security
Sharon Rislund, Culmen Real Estate Services

28 YEARS

Mike Houser, Houser Asphalt & Concrete
Dave Wallace, Reed Elsevier

34 YEARS

Karen Basista, Culmen Real Estate Services

THANK YOU for your continued support of Dayton BOMA!

2021 PRINCIPAL MEMBER OF THE YEAR

Our 2021 Principal Member of the Year has served on the Dayton BOMA Board for the past 10 years holding various positions. He was our

Vice President in 2021 and also Chair of our Membership Committee at that time. Our Principal Member of the Year has filled in for our President when she wasn't able to attend board meetings or membership luncheons as well as the BOMA International Conference.

Please join us in congratulating Sean Turner as our 2021 Principal Member of the Year.



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ASK ABOUT OUR PREVENTATIVE MAINTENANCE PROGRAM!

The Real Estate Roundtable brings together leaders of the nation's top publicly-held and privately-owned real estate ownership, development, lending and management firms with the leaders of major national real estate trade associations, to jointly address key national policy issues relating to real estate and the overall economy. The group met for its general meeting and committee meetings, all virtual. BOMA International Chair Mark Dukes and President Henry Chamberlain participate as members of the Roundtable. There are some BOMA members that participate in the Roundtable committee meetings as well.

In terms of Roundtable initiatives (weforum.org), a lot of focus is on preserving like kind exchanges and carried interest and the equitable tax treatment of pass-through businesses. They are also working to expand affordable housing through tax incentives and incentivizing investments in opportunity zones. There is an emphasis to ensure the Build Back Better infrastructure bill's money is invested wisely in roads, grounds, broadband, and energy efficiency incentives. The primary focus areas around climate and energy are clean energy tax incentives with concerns that ESG reporting requirements from the SEC may be too restrictive. Other topics include developing pandemic risk insurance working through the Business Continuity Coalition, of which BOMA is a member, as well as ensuring a smooth transition from LIBOR, and reducing regulatory compliance.

CBRE's Spencer Levy is leading the Roundtable's Research Committee. They are planning some research later this year on the return to office. The Committee will share their work with Brightline Strategies and Yardi and participate in their efforts. They have also established a Diversity Committee led by Related's Jeff Blau and the Real Estate Executive Council's Ken McIntyre. A project currently being proposed is an initiative to create a minority owned supplier platform. It is expected to cost \$1.4 million to establish and significant additional funds to operate. The Roundtable

and NAREIT will be fundraising with company members, and will be looking for financial and other resource support from real estate associations. A related effort will be to attract diverse talent to jobs in real estate. The best ways for us to contribute will be discussed at the Diversity, Equity, and Inclusion Committee meeting at the Winter Business Meeting.

They also featured a variety of speakers. U.S. Special Envoy for Climate, John Kerry, is proud the United States was a full participant at the Glasgow Summit calling for global leaders to reduce carbon and keep the planet from warming more than the 1.5 degrees Celsius. That has been a topic for some time. The establishment of the First Movers Coalition (weforum.org/first-movers-coalition) now comprising 36 corporations representing trillions of dollars committed to getting to net zero emissions is a significant accomplishment. He sees it as a learning laboratory driving the production of alternative energy including hydrogen fuel, case studies around energy efficiency driven by technology, better batteries, and carbon sucking technologies. He sees the real estate industry as an important player in reducing carbon given the amount buildings emit.

Sen. John Thune (R-SD) believes the focus for the next 12 months should be on keeping the country on the rails and being a check and balance to the Biden Administration. He is especially worried about the fragile economy and inflation and concerned over proposals to raise taxes and increase federal deficit spending. He wants to focus on getting people back to work and having the workforce we need to grow the economy and the need to work on immigration policy and worker visas. Senator Thune is a proponent of 5G roll-out and thinks there is urgency for the FAA and FCC to work out any issues. In relation to China, he believes the U.S. needs to project more power in the region and negotiate trade deals with other Asian countries.

Sen. Amy Klobuchar (D-MN) just returned from a bipartisan trip to the Ukraine and reported there is full

support for sanctions and supporting the will of the people in the country. She is pleased the Build Back Better bill passed and sees the coming investments in infrastructure, the grid, and broadband as needed stimulus for the economy. As with Senator Thune, she believes there needs to be more focus on the future workforce that is going to drive the economy and part of that will be immigrant visas.

AFTER HOURS NETWORKING EVENTS



THANK YOU to Sean Turner, Jo Lease, Vickie Vanderhorst and Turner Property Services Group for sponsoring our November after hours event held at The Pub at The Greene. What a great time to get to know your fellow BOMA members.

If you weren't able to join us in November, please mark your calendar for our next After Hours Event to be held Thursday, February 10th at the Troll Pub at The Wheelhouse. Bob Denny, Sean Denny and Modern Entrance Systems will be our sponsors for this event.

If you're interested in sponsoring an event later this year, please give Nancy a call at (937) 299-2662.

OUR MISSION

To advance a vibrant, commercial real estate industry through advocacy, influence and knowledge.



TWO WAYS TO SAVE WITH THE HOME DEPOT PRO

The Home Depot Pro Rebate Program—For retail purchases

The Home Depot Pro Retail offers BOMA members an exclusive annual rebate incentive program. Receive a **2% annual rebate** on all qualifying pre-tax in-store and online purchases (a qualifying purchase is any pre-tax purchase on a registered account), plus extra services and savings.

Take advantage of volume pricing, enjoy exclusive offers and rewards, track purchases and instantly authorize employee in-store purchases with Text2Confirm Authorization. There is no cost to enroll. *Annual purchases must total a minimum of \$10,000 to qualify for the rebate.*



NEW: The Home Depot Pro Institutional Discount Program—For Wholesale Purchases

The Home Depot Pro Institutional, the wholesale distribution division

of The Home Depot, is the leading national provider of integrated facility maintenance solutions, offering BOMA members the delivery convenience of thousands of cleaning, maintenance and repair items right to your door and/or will-call pickup at many locations across the U.S. BOMA members receive access to:



- BOMA tiered discounted pricing program
- 250,000+ commercial grade products at [HomeDepotPro.com/Institutional](https://www.homedepot.com/Institutional)
- Free next-day delivery
- House accounts with Pro credit line and customizable invoicing options
- Workflow approval functionality
- Robust spend reporting and visibility

Go to [boma.org](https://www.boma.org), scroll to the bottom of the homepage and click on *Learn How To Enroll*.

INDUSTRY KNOWLEDGE TO GUIDE YOUR PATH

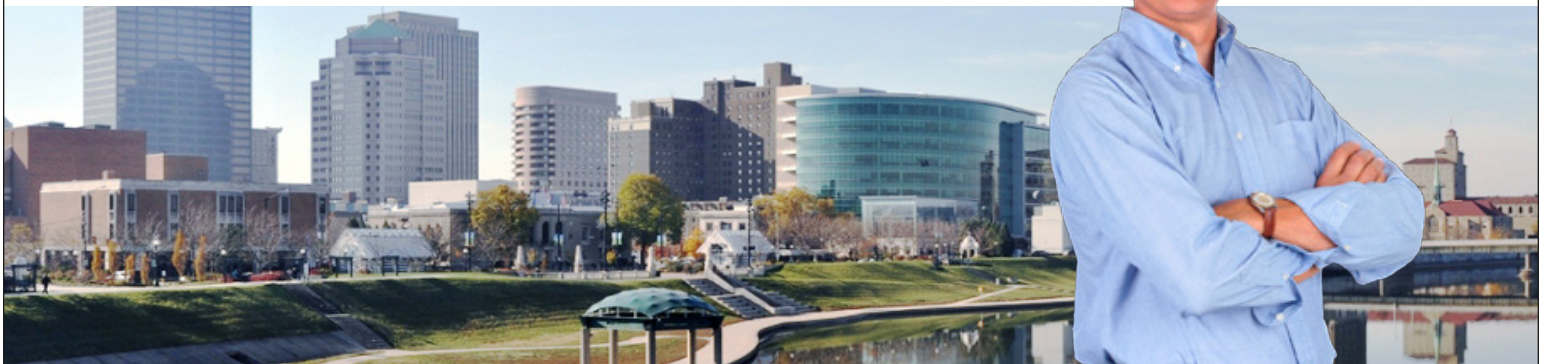
Calculating escalation billings is a complex process even in the best of times. Getting them right is critical to maintaining the profitability of your building and solid relationships with your tenants. And with vacancy levels and other pandemic-related factors affecting operating expense calculations and reconciliations, the gross-up process is more difficult to navigate than ever.

Luckily, BOMA International's *Escalation Handbook for Office Buildings* cuts through the complexities to provide straightforward, easy-to-understand explanations of the methodologies used for calculating your annual escalation billings.

This comprehensive guide covers everything from basic terminology to managing an escalation audit. It's the only step-by-step resource you need for the gross-up process.

To view complete publication details, visit store.boma.org.

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We also offer one-time and regularly scheduled services such as power washing, floor care and restoration, and parking lot striping and sweeping.

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DAYTON BOMA HOLIDAY LUNCHEON

This year's holiday luncheon was held December 13th at The Dayton Arcade. Dayton BOMA members, present and past, gathered in the Tank venue to celebrate Dayton BOMA's 100 Year Anniversary. Members also enjoyed listening to Brady Kress, President & CEO of Dayton History, talk about the history of Dayton over the past 100 years.

Before departing, we were fortunate enough to take a tour of The Arcade with Megan Dunn Peters and Dave Williams of Cross Street Partners, as our tour guides.

Dayton BOMA turned 100 years old in August of 2020. Due to the pandemic, our celebration was held later than originally planned.



EMERGENCY ACTION PLANNING TIPS: WINTER PREPAREDNESS

February is often the coldest month in Ohio and winter storms are often unpredictable. Here are some tips from the SBA to ensure you are prepared “just in case:”

- Check your insurance and your lease agreements to ensure you are adequately protected for winter hazards.
- Develop a procedure for restoring electrical services on an item-by-item basis.
- Rock salt, sand, snow shovels and ice scrapers should be in company vehicles as well as in the building.
- If frozen pipes are a concern, assess short-term solutions until major repairs can be completed in the spring.
- Have emergency, after-hours phone numbers on hand for insurance agent, burst pipes (plumbers and restoration specialists), loss of heat, generator rental and snow removal.
- Maintain/inspect automatic sprinkler systems in idle buildings; “dry systems” should also be inspected.
- Review your procedure for notifying employees if the building will be closed and review the procedure with current staff.

REIMAGINE COMMERCIAL REAL ESTATE AT THE 2022 BOMA INTERNATIONAL CONFERENCE, JUNE 25-28

This is the beginning of an exciting new era. Flexible work practices, incredible innovation and new occupant expectations are changing the form (and function) of commercial properties—and for CRE pros ready to make a difference, the opportunities are endless. Join us at the event that is backed by the strength of the leading CRE organization, and let’s open the door to our industry’s next phase.

Solutions that make an immediate impact

Discover cutting-edge innovations that will elevate your building above the rest at the BOMA 2022 Expo.

Inspiration for this unique moment

Get energized with BOMA 2022 keynotes, featuring well-known leaders in and outside the world of CRE. Stay tuned for details!

Insights from today’s foremost experts

Building knowledge that will empower you to make the most of this moment, attract new occupants and propel your career forward—all with the industry’s premiere education program.

All programs at the BOMA International Annual Conference & Expo qualify for CMCP, RPA, FMA, SMA, SMT, CPM, CCM and ARM renewal and continuing professional development credits. Some sessions also qualify for the continuing education credits required for real estate license renewal in states that allow self-submission. You must scan your conference badge at the end of each session to receive a completion certificate.

Some sessions at the BOMA International Annual Conference & Expo qualify for GBCI Continuing Education hours for LEED credential maintenance.

BOMA International is an approved NEEC provider. Some sessions at the BOMA International Annual Conference & Expo qualify for the Building Operator Certification (BOC).

Tap into the power of NOW. Go to bomaconvention.org/BOMA2022/Public/Enter.aspx and register for BOMA 2022 today!

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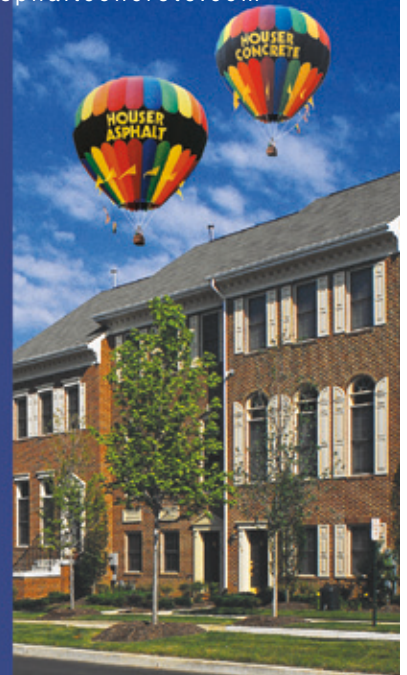
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2022 LEGISLATIVE PRIORITIES

117TH CONGRESS, SECOND SESSION

Throughout 2021, BOMA International saw a number of significant legislative wins on many of our key issues and made great strides in expanding a presence and amplifying the voice of the commercial real estate industry on Capitol Hill.

There is still work to be done as we move into the Second Session of the 117th Congress. The 2022 National Issues Conference will focus on the following legislative initiatives, identified by our Government Affairs Committee as some of the industry's most pressing issues.

THE ISSUES

Carbon Reduction

THE ASK: Avoid blanket mandates and work with CRE to support meaningful and achievable carbon reduction policy

The commercial real estate industry has an important role to play in identifying and supporting solutions that effectively address carbon emissions in an economically responsible manner. As emissions-related government mandates have varied greatly in structure and effectiveness, the commercial real estate industry is committed to identifying carbon policy that is constructive and achievable. BOMA International, in collaboration with our global affiliates, is currently working to develop a "green framework" that could address carbon reduction strategies.

Green Energy Loan Enhancement Act

THE ASK: Urge your member of Congress to co-sponsor this piece of legislation.

Sponsored by Rep. Jason Crow (D-CO-6), the **Green Energy Loan Enhancement Act** proposes an increase to the borrowing cap for loans granted through the Small Business Administration's (SBA) 504/CDC Loan Program for energy efficient building upgrades, renovations, and retrofits. The SBA caps most loans at \$5 million. However, certain projects that increase the energy efficiency of buildings and/or meet energy reduction goals may qualify for a loan up to \$5.5 million, an expansion of \$500,000. This legislation will expand the loan cap for energy efficient upgrade and enhancement projects from \$5.5 million to \$10 million.

Workforce Development

THE ASK: Continue to support workforce development policy and funding through the 117th Congress.

BOMA International is engaged with the U.S. Department of Labor (DOL) to establish and build out the curriculum for a national Commercial Real Estate Industry Registered Apprenticeship Program. There are no federal programs currently in place with the sole purpose of developing a commercial real estate workforce certified to fill both existing and emerging industry jobs. Without programs in place to identify and develop industry talent, there will be significant negative impacts to the direct jobs within the industry, as well as the CRE-adjacent entities utilizing commercial office space to conduct their business.