

DAYTON BOMA

BUILDING OWNERS & MANAGERS ASSOCIATION

FROM THE PRESIDENT

MAY 2022



By Sean Turner
President
Dayton BOMA

We have some great news! We've had a recent flurry of activity in membership, which hopefully is a positive sign for Dayton and commercial real estate in general. Dayton BOMA has a policy to make every effort to maintain a 50% to 50% balance of principal to associate members. Principal members being those building owners and managers, and associate members being vendors and suppliers to the industry. Our principal membership has grown to meet or exceed that level for the first time since I've been a member. Again, this is great news because we can reach out to potential associate members that have been on our waiting list. So, thank you to all of you who have provided names and contact information for potential members, contacted potential members, or helped attract new members. I encourage you to continue to share your thoughts on membership with Jennifer Blair, Chair of our Membership Committee.

I was fortunate to attend the BOMA Winter Business Meeting (WBM) in February that was held in Washington D.C. It was a well-attended and very informative conference. I really enjoy attending the BOMA Association Executive (BAE) meetings. In attending those, I am reminded of how fortunate we are to have such an excellent BAE in Nancy Ferrara. She is so dedicated to this organization, and does an amazing job keeping the Board organized, informed and on task. I say this because I learned at the

conference that over 25% of the BAEs are new in the last 18 months. Thank you, Nancy, we appreciate all you do for us!

Other sessions I attended include the Membership Development Committee where a request was made to BOMA International for some marketing materials to help illustrate the value of a BOMA membership. The Board of Governors meeting is always well attended where information on revenue and expenses for the prior year along with the budget for the current year are shared. They also discussed involvement in various initiatives such as the BOMA 360 Program and the Industry Defense Fund.

The other main session at the WBM covered how to engage your elected officials as well as some of BOMA's lobbying initiatives. There were three topics discussed that might be useful when BOMA Ohio meets at the Ohio State House later this year. Briefly, those initiatives were Workforce Development – trying to fill the labor gaps in commercial real estate in the most needed positions of building engineers, facility managers and property managers. The Green Energy Loan Enhancement Act is another effort of BOMA's to nearly double the current loan cap amount for energy efficient upgrades to buildings. The final initiative discussed was Carbon Reduction and how BOMA supports carbon reduction, but without wide sweeping mandates that may be very difficult and costly for buildings owners to implement.

I'll wrap up by focusing on our positive membership news. We have plenty of ways for new and old members alike to get involved in BOMA with various breakfast and learn sessions, monthly luncheons, after hours networking, committees, and our golf outing. We hope to see some of these new faces at our various events.

UPCOMING SPEAKERS AND EVENTS

May 11th – Dayton BOMA Membership Luncheon to be held at the Kohler Center. Richard Kaglic, Vice President and Senior Regional Officer with the Federal Reserve Bank of Cleveland, Cincinnati Branch, will be joining us as our guest speaker.

June 8th – Breakfast & Learn Session with Theresa Busher, Public Affairs Specialist with the Social Security Administration. Theresa will be presenting "Retirement 101". This event will take place at the Montgomery County Business Solutions Center from 8:30 until 10am.

June 14th – Dayton BOMA Membership Luncheon to be held at The Dayton Foodbank. We'll listen to an update from The Foodbank while we enjoy pizza for lunch. The balance of our time will be spent volunteering. We will be collecting food for The Foodbank this month as well. This meeting will begin promptly at 11:30.

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.



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BOMA DEEP DIVE: RAISING TALENT IN THE MIDST OF THE GREAT RESIGNATION

As commercial real estate firms look to fill open positions quickly to support tenants in their quest to return to their offices, one thing is becoming clear: Hiring today is a very different undertaking than it once was. Raising Talent in the Midst of the Great Resignation, the first in our 2022 series of BOMA Deep Dives, explores the factors contributing to the industry's severe talent shortage and new approaches for attracting and retaining top performers in this tight labor market.

Learn what that means and how employers in the commercial real estate industry can attract the skilled employees they desperately need in our latest BOMA Deep Dive, then watch a bonus video interview with three of the industry experts who contributed to BOMA Deep Dive: Raising Talent in the Midst of the Great Resignation.

For more information go to www.boma.org/deepdives.



THE DEMOGRAPHIC DROUGHT - ARE YOU PREPARED?

Senior labor economist, Ron Hetrick, along with several of his peers, recently released data on what they termed “The Demographic Drought – How the approaching sansdemoc will transform the labor market for the rest of our lives.” They explained “The US is suffering the beginning phases of a great sansdemoc – ‘without people,’ or in our case, ‘without enough people’ – a demographic drought that is projected to worsen throughout the century and will impact every business, college and region.” In simple terms, there are not enough people to fill the job openings and without an aggressive hiring and retaining plan, businesses will struggle.

Hetrick explains that America's total fertility rate has been below 2.1 almost every year since 1971, and populations are shrinking globally, not just in the U.S. Additional issues impacting the labor market:

- As of 2016, millennials became the single largest group in the labor force and this group has radically different attitudes toward work with more and more millennial men wanting part time work
- In 2014, for the first time since 1880, more men 25-34 years old were living with their parents than with a spouse
- 90 Americans die daily from opioid overdose and in 2019 an estimated 9.7 million Americans age 12 or older misused prescription painkillers causing many prime-age workers to be absent from the labor force
- 43% of people who are planning on quitting their jobs will seek self-employment

Gallup's study, “Building a High-Development Culture Through Your Employee Engagement Strategy” found 85% of employees are either not engaged or are actively disengaged in their current job. This is validated by the mass exodus of employees where CNBC reported roughly 47 million people quit their job in 2021. Gallup developed a 12-point strategy to help employers retain and attract talent which include:

- Employee development – 2/3 of employees leave due to lack of growth opportunities
- A sense of purpose and understanding how their role contributes to the purpose of the organization
- Clearly understanding expectations
- Considering employee opinions – asking what frustrates them, what the organization can do to improve, and focusing on employee strengths

Bottom line, talent is in high demand and will be for years to come. Developing an employee engagement strategy may need to be added to the list of emergency preparedness. Once again, understanding the risk and being prepared is key.

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.



BOMA INTERNATIONAL ENDORSES BIPARTISAN HOUSE BILL SUPPORTING SMALL BUSINESS ENERGY EFFICIENT IMPROVEMENTS

The Small Business Energy Loan Enhancement Act (H.R. 6921) increases allowable cap on vital Small Business Administration loan program

The Building Owners and Managers Association (BOMA) International has endorsed bipartisan legislation expanding the maximum allowable amount businesses may borrow through the U.S. Small Business Administration's 504 Certified Development Company (504/CDC) loan program for energy efficient investments and upgrades. The bill, introduced by U.S. Representatives Jason Crow (D-Colo.) and Don Bacon (R-Neb.), is titled the Small Business Energy Loan Enhancement Act (H.R. 6921) and has been referred to the House Small Business Committee.

The legislation would nearly double the loan amounts available to small businesses making energy investments through the Small Business Administration's 504/CDC loan program, increasing the maximum amount from \$5.5 million to \$10 million. The program provides small businesses with long-term, fixed-rate, low-cost loans that can be used to finance renovation and retrofit projects, as well as the purchase of major fixed assets, such as land, equipment and machinery. Among the small businesses that will benefit from this legislation are commercial properties seeking to increase operational efficiency through capital-intensive investments, particularly older building stock.

The average age of a commercial building in the United States is more than 50 years old. To meet the rapidly evolving needs and expectations of today's tenants, the commercial real estate industry faces a growing demand to operate more energy efficient, technologically enhanced buildings. However, commercial real estate companies often do not have capital for crucial and extensive retrofit and renovation projects, many of which exceed the current 504/CDC loan cap of \$5.5 million. The Small Business Energy Loan Enhancement Act would put the necessary funding within reach.

"BOMA International is proud to endorse the Small Business Energy Loan Enhancement Act and applaud the leadership of Representatives Crow and Bacon to significantly expand access to funding through the Small Business Administration," said BOMA International President and Chief Operating Officer Henry H. Chamberlain, APR, FASAE, CAE. "This legislation is a game changer for small businesses, including commercial properties, nearly doubling the funding available for critical investments that can deliver modern, smarter and more energy efficient buildings and move the needle on carbon reduction."

"The groundbreaking Small Business Energy Loan Enhancement Act will provide much-needed financial resources for commercial buildings to invest in vital renovations and retrofits that both increase operational efficiency and help the commercial real estate industry advance its sustainability objectives," added BOMA International Chair and Chief Elected Officer Mark Dukes, BOMA Fellow, CCIM, RPA, senior vice president of Asset Management at Physicians Realty Trust. "BOMA International commends Representatives Crow and Bacon for their work to expand the funding available for property professionals to move forward with necessary investments that will modernize the built environment."

BOMA International boasts an extensive history as commercial real estate's leader at the intersection of business interests and environmental policies, and it continues to pave the way in developing strategies that proactively address pro-business considerations, such as high-performance building best practices, energy efficiency and carbon reduction. The Small Business Energy Loan Enhancement Act will allow the commercial real estate industry to make the upgrades necessary to address these key considerations.

BOMA International looks forward to working with Representatives Crow and Bacon and members of the 117th Congress to advance this legislation.

MEMBER HIGHLIGHT

Melissa Fryman is currently a business development executive with Johnson Controls Fire Protection. She began her career with the company in 2015.

First as a service coordinator, then a project coordinator and now as a service sales representative. She is currently the only sales rep in the area covering not only the Dayton area, but also the greater Cincinnati area and Northern Kentucky as well.

Melissa lives in southwest Ohio with her husband Greg of thirteen years as well as their nine-year-old son, Logan. Although she doesn't reside in the Dayton area, she has enjoyed getting to know the area through her time with Dayton BOMA and friends that live in Dayton. In her free time, she enjoys reading and spending time with her family and two miniature schnauzers, Zoey and Ellie.



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THE BOMA 360 PERFORMANCE PROGRAM

What is BOMA 360?

The BOMA 360 Performance Program sets the standard worldwide for operational best practices in the commercial real estate industry. For building owners and managers who want to help their properties stand out from the crowd, there is no clearer mark of excellence than achieving the BOMA 360 designation.

Earning the prestigious BOMA 360 label demonstrates that a building is outperforming the competition across all areas of operations and management. Designees report the program helped them achieve operational efficiencies as well as higher levels of tenant satisfaction.

As the BOMA 360 program continues to expand around the globe, more and more properties are reaping the substantial benefits and significant return on investment that the designation offers, an unmistakable edge in an increasingly competitive marketplace.

For more than a decade, the BOMA 360 Performance Program has elevated operational best practices in the commercial real estate industry. We're continuing that legacy by introducing our new, updated office and industrial criteria designed to help you keep your properties on the cutting edge and get the maximum ROI from your program participation. Once launched, certified member buildings using the BOMA 360 portal will be able to proceed to the TOBY supplemental portion for awards consideration.



Get to know BOMA 360

What Does the BOMA 360 Performance Program Evaluate?

The BOMA 360 Program, sponsored by BOMA International, evaluates buildings against industry best practices in 6 major areas of building operation:

- Building operations and management
- Life safety, security and risk management
- Training and education
- Energy
- Environment/sustainability
- Tenant relations/community involvement

Individual buildings that satisfy the requirements in all 6 areas are awarded the BOMA 360 designation.

How does the BOMA 360 program differ from other building recognition programs in the industry?

Other industry recognition programs focus on only certain areas of operation, such as energy efficiency and sustainable operations. The BOMA 360 program takes a holistic approach by evaluating all major areas of operations and management.

What benefits will my building receive by participating in the BOMA 360 program?

BOMA 360 recipients report that the designation has been a key factor in attracting and competing for tenants; in achieving operational savings and efficiencies; in establishing new operation or management policies or procedures; and in gaining recognition from owners, tenants and the community. Independent studies conducted by Kingsley Associates reports that BOMA

360 buildings earn higher scores in nearly all tenant satisfaction categories. Furthermore, a study conducted by CoStar reports that BOMA 360 buildings have higher retention rates and command higher rental rates than similar buildings without the designation.

How will my building be recognized as a BOMA 360 Performance Building?

Buildings that achieve the BOMA 360 designation will receive the following: plaque to display in the building; opportunity to purchase customized signs and banners; BOMA press release announcing the achievement; listing in a BOMA 360 directory on BOMA's Website; recognition at the BOMA annual conference, Winter Business Meeting and other events; and an opportunity to provide case studies for inclusion in BOMA publications. In addition, you may use the BOMA 360 logo on your company's or building's website and on letterhead, business cards and marketing and collateral materials. You will also receive a marketing tool kit with ideas and templates for announcing your building's achievement to owners, tenants, and brokers, and for advertising your achievement in the industry and the community.

How is the BOMA 360 program administered to ensure third-party verification?

An independent council appointed by the BOMA International Chair provides oversight for

the program. Membership on the council includes at least 2 representatives from BOMA 360 buildings and 2 "public" members outside of BOMA. The council develops and updates program criteria, ensuring consistency with current industry best practices, and confers the designation. Audit procedures are in place to verify assessments.

What types of buildings are eligible to participate in the program?

All occupied commercial and industrial buildings, including owner-occupied buildings, are eligible to participate as long as they meet the prerequisites. The program is open to both members and non-members of BOMA; however, application fees for non-members are higher.

To view the revised criteria for office buildings and the newly created criteria for industrial buildings go to www.boma.org and click on Recognition & Awards. If you have any questions or would like additional information about the BOMA 360 program, contact Joel Corley at jcorley@boma.org. Both criteria will be effective upon the launch of the new 2022 BOMA 360/TOBY Portal.

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CRE INDUSTRY PREPAREDNESS RESOURCES

BOMA International has developed several resources to aid our members in developing and updating their emergency preparedness plans. Our most current guidance documents can be found here.



• BOMA's Pandemic Guide

BOMA International's Managing Through Pandemics: Preparing Your Buildings, Tenants and Staff is a guidebook covering every aspect of managing a commercial building through a global health crisis.

• BOMA's Civil Unrest Guide

BOMA International's Civil Unrest and the 2020 Election Season gives you the tools you need to make preparations and minimize potential disruptions related to the 2020 election.

• BOMA's Emergency Preparedness Guidebook

BOMA International's Emergency Preparedness Guidebook: The Property Professional's Resource for Developing Emergency Plans for Natural and Human-Based Threats is the industry's most up-to-date guide to help property professionals prepare for and respond to a broad range of potential threats. The guidebook walks the user step-by-step through the four phases of emergency management—mitigation, preparedness, response and recovery—to help ensure tenant safety and building security during emergency situations.

For more information go to www.boma.org and click on Advocacy & Codes and then Security & Emergency Preparedness.

A HIGHER STANDARD: THE COMMERCIAL REAL ESTATE CERTIFICATION YOU'VE BEEN WAITING FOR

The Certified Manager of Commercial Properties™ (CMCP™), certification is designed for early-career property professionals who are looking to validate their industry knowledge and take their careers in commercial real estate to the next level.



As the only certification of its kind in the industry, the CMCP instantly communicates your ability to be an effective commercial property manager and your strong understanding of the responsibilities of the role. Earning the CMCP certification is the first step in building a successful career in commercial real estate.

CMCP™ Advantages

- Offers recognition early in one's career (typically 1–5 years of experience)
- Validates foundational knowledge in key areas of property management
- Evaluates readiness for additional training, responsibilities and career advancement
- Quickly assists employers with on-boarding new property managers and assessing industry knowledge and career potential
- Backed by BOMA and BOMI Certification, Inc., the leaders in commercial real estate education and training

Eligibility Requirements

- Four-year degree and 1 year of property management experience, **or**
- Two-year degree and 2 years of property management experience, **or**
- No degree and 4 years of property management experience, and
- 30 hours of verifiable education in commercial property management

CMCP™ Exam

- Exams offered at multiple testing centers throughout the U.S. and internationally
- Exam questions reflect body of knowledge for property management developed through market research and a Job Task Analysis conducted by BOMA and BOMI
- Membership in BOMA is not required
- Registration is \$675, which includes application and exam fees and a candidate handbook.

Learn more about the CMCP certification and get on the early access list for more information at www.CRECI.org.

The CMCP certification is administered by the Commercial Real Estate Certification Institute (CRECI), an independent certification institute created by BOMA International and BOMI Certification, Inc.

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EXPO DATES: JUNE 26-27

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.

It's time to reimagine commercial real estate at the 2022 BOMA International Conference to be held in Nashville, June 25-28. This Year's Education Tracks Include:

Creating Asset Value

Designed to help property managers and asset managers gain further knowledge about asset and portfolio management. This track covers policies, leasing, negotiations, economic trends, market conditions, acquiring/disposing of assets, financial and decision-making skills.

Energy Efficiency & Environmental Responsibility

Sessions in this track focus on the latest industry trends and best practices to achieve sustainable, energy efficient building performance and operations, aiding in the reduction of your building's carbon footprint.

Health & Wellness

This track focuses on creating and maintaining healthy commercial properties for building occupants and understanding how building features and services impact human health and wellbeing.

Industrial Real Estate Management

Stay informed about best practices, current trends, operational strategies and the outlook for this rapidly growing sector of commercial real estate.

Leadership, Career and Talent Development

Sessions in this track concentrate on professional development and maximizing career potential, as well as sharpening the leadership skills of others and attracting and retaining new talent.

Occupant Engagement

These sessions focus on creating successful tenant relationships, addressing evolving occupant and workplace needs, creating value, and tenant acquisition and retention strategies.

Technology and Innovation

This track explores new and emerging technologies and innovations that are achieving efficiencies and providing enhanced capabilities for building owners and managers, and the challenges and opportunities presented by advancing technology.

There's never been a better time to refocus and rethink what we know about commercial real estate. BOMA 2022 is where we'll do it all. With access to top-notch education covering everything from smart buildings to smarter strategies, a full range of technologies that can help you keep your tenants safe and satisfied, insights into the future of work (and workplaces)—plus the industry's best business network—this is your place, and your moment, to thrive.

For more information and to register go to <https://www.bomaconvention.org/BOMA2022>.

BREAKFAST & LEARN

We'd like to thank Lauren Saintz with ABM Electrical Power Solutions and Steve Purdy with eMobility, ABM's Internal Team dedicated to EV charging projects, for presenting at our Breakfast and Learn Session held in February at the Montgomery County Business Solutions Center. Steve and Lauren shared with us the state of the EV industry, industry trends, growth potential, EV charging needs and fleet electrification, as well as government incentives and policies.

We'd also like to thank Lauren Saintz and ABM for providing breakfast for the event.

BECKY EDGREN IN THE SPOTLIGHT DURING INTERNATIONAL WOMEN'S MONTH

Becky Edgren owns PuroClean Emergency Services in Moraine. With more than 30 years of experience in male-dominated industries such



as manufacturing and machining, Becky joined PuroClean in 2008 with a desire to begin her entrepreneurial journey and inspire her three daughters. A leader who supports female empowerment through education, Becky also devotes much of her time supporting women in her field.

In the past 12 years, Becky's expertise and focus on continued education has catapulted her franchise location to great success with between \$2 and \$2.5 million in sales. Becky has earned numerous awards for her efforts in business and her community, including a spot on PuroClean's "President's Circle" each year since 2012, reserved for franchise owners who achieve top sales throughout the network.



MEMBER HIGHLIGHT

Zachary Young has been in the security industry for nearly 10 years, starting as a security officer then site supervisor with his previous employer. He started with Securitas in 2017 as an HR Specialist mainly dealing with recruiting and onboarding, but quickly moved into the role of District Manager. Being a manager in the security field was challenging through Covid and civil unrest in our communities, but it showed how resilient his team could be through difficult times. In January of 2022 Zach was promoted to the Area Business Development Manager position. He takes great pride in being the first point of contact with prospects and thoroughly enjoy developing relationships with our clients.

Zach was born and raised in, what used to be, the small town of Grove City, OH. He grew up playing sports and riding BMX. His competitive spirit and need for adventure carried over into adulthood. Zach enjoys playing golf and softball with his friends as well as exploring and camping with his family. He met his girlfriend Amy Sue in 2015. She also brought two children into his life with her, Parker, 16, and Anabelle, 10. Parker is getting close to accomplishing his Eagle Scout rank. Annie a great basketball and softball player. Zach stays involved in their activities as Advancement Chair and Outdoor Activities Coordinator with Boy Scout Troop 412, and coaches Anabelle's sports teams through Hamilton Youth Athletic Association. Their favorite thing to do is take a ride on their motorcycles out to a town they've never been to and find a local pizza shop to grab a bite to eat.



BOMA KNOWLEDGE CENTER



The BOMA Knowledge Center is a searchable repository of all content created by BOMA International. This expansive resource library houses hundreds of articles, research reports, policy briefs, videos and more, all conveniently located in a single online platform.

Use the categories listed to filter content by topic, search specific keywords in the search bar or keep scrolling to browse the most popular content.

To learn more and to take advantage of all that BOMA International has to offer, go to www.boma.org/knowledge.

BREAKFAST & LEARN

We appreciate City of Dayton Fire Marshal, Andrew Steele taking time out of his day to present at our Breakfast and Learn Session in April that was held at the Montgomery County Business Solutions Center. Andrew's presentation included how to encourage/conduct fire drills in your managed buildings, Ohio Fire and Building Codes, emergency plans, fire inspection reporting systems, inspection fees and unusual fire code violations.

We'd also like to thank Melissa Fryman and Johnson Controls for sponsoring the event and for providing breakfast.





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BENEFITS OF BEING A BOMA MEMBER

EDUCATION

In an ever-changing industry, career success depends on maintaining strong fundamentals, developing new skills and keeping a pulse on current trends. BOMA International's educational offerings are designed to help you do just that.

- BOMA provides you with new solutions to improve your operations, save money and retain tenants.
- Whether you're new to the industry or a seasoned pro, BOMA has the professional development resources you need to grow in your career, from management basics and lease negotiations to financial analysis and asset performance.
- BOMA's resources help you assess your market to make the most informed decisions, plan long-term strategy and run a more efficient operation.
- As a BOMA member, you'll gain access to leading experts in commercial real estate to share best practices, learn proven strategies and address common challenges.

NETWORKING

In commercial real estate, it's often who you know that can impact your business, your career and your future. A BOMA membership opens the door to a global network of professionals that can help you advance your goals.

- BOMA provides you with a direct connection to people who can advance your goals, including vendors and an extensive network of your peers.
- BOMA membership provides you with critical industry connections to help improve your building's performance.
- BOMA gives you access to service providers you can trust to help you solve problems and implement effective solutions.
- BOMA is your connection to thought leaders who can help you collaborate on fresh ideas and tackle your toughest issues.
- Through BOMA, you'll meet new like-minded contacts at meetings, luncheons and special events year-round—it's the best networking in the industry.
- BOMA is your resource for professional growth—because no matter where you are in your career, BOMA's network will introduce you to the people who can help you advance.

ADVOCACY

BOMA works to advance the interests of the commercial real estate industry at the local and state levels, on Capitol Hill and with Federal agencies. By actively working with lawmakers and government officials, BOMA advances issues of concern to the CRE industry and ensures our voice is heard by policymakers shaping legislative and regulatory agendas. BOMA represents its members on topics including:

- Americans with Disabilities Act (ADA) lawsuit reform
- Energy legislation, including preserving the ENERGY STAR program
- Support for property tax simplification, transparency and capital gains tax cuts/elimination
- The development, implementation and interpretation of sensible codes and regulations
- Cost-effective infrastructure improvements
- Energy Benchmarking Ordinances

CAREER ADVANCEMENT

BOMA is your best resource for professional growth—because no matter where you are in your career, BOMA helps you grow your knowledge and skills and connects you with the people who can help you advance.

- BOMA's education programs provide practical, effective training that will help you succeed in today's—and tomorrow's—commercial real estate workforce.
- You can select the education formats that best fit your schedule and goals—classroom courses, workshops or webinars; plus attend the BOMA International Conference & Expo each June for the ultimate in CRE education and networking.
- BOMA gives you access to the research and insights that will ensure you're on top of your game with the latest strategies and solutions to increase asset performance.
- Expand your professional network by attending monthly lunches and special events.
- Get involved in committees and task forces to hone your leadership skills and advance the goals of BOMA and the industry.

HOW TO: FUTURE PROOF YOUR BUILDING



When it comes to being successful in the commercial real estate industry, nothing is more important than staying ahead of the curve. With so many changes happening so quickly now, how can property professionals make the most of this unique moment and future-proof their properties for years—and decades—to come? Thanks to the valuable insights provided by the BOMA network's industry-leading service providers and vendors, you don't have to find the answers to this question alone.

We've teamed up with a variety of companies to produce BOMA's all-new How to: Future-Proof Your Building playbook—a digital guide jam-packed with the expert perspectives you need on everything from the most up-to-date security considerations to the role of resilience in today's commercial properties. How to: Future-Proof Your Building is the latest in a series of How-To Playbooks created exclusively for the BOMA network, by the BOMA network.

Please reach out to nancy@bomadayton.org for your free copy.

DID YOU KNOW?

BOMA International offers a variety of programs designed to enhance and advance the careers of commercial real estate professionals. Courses are offered online, at BOMA International conferences, or through your BOMA local associations.

OUR MISSION

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



MEMBER HIGHLIGHT

Maureen Bereda graduated from Wright State University with a B.S. in accounting and later her MBA from University of Dayton. Early in her career she worked as a financial analyst at NCR, LCI Telecommunications and IAMS. She has worked in property management for 20 years both residential and commercial. During that time, she has earned her Real Estate License, CPM (Certified Property Manager) and her Real Estate Brokers License. She currently works at Synergy Building Systems as the Director of Asset & Property Management. Maureen held the Vice President position on the board of Dayton BOMA during her previous membership and was awarded the Principal Member of the Year in 2015. She is very excited to be back in the chapter. Maureen is also a member of IREM and NAIOP.



Maureen and her husband Mike live in Bellbrook and have 2 children, Cassidy & Zach. Mike is a program manager at WPAFB. Cassidy will graduate from Tennessee Tech University in May with a Chemical Engineering degree and a minor in Biology. Upon graduation she will relocate to Spring Hill, TN where she has accepted a job with Solvay Chemical Company. Zach is studying Computer Science and will graduate from UD in 2025.

During her free time Maureen loves to visit her kids, travel and volunteer with several local organizations.

INDUSTRY KNOWLEDGE TO GUIDE YOUR PATH

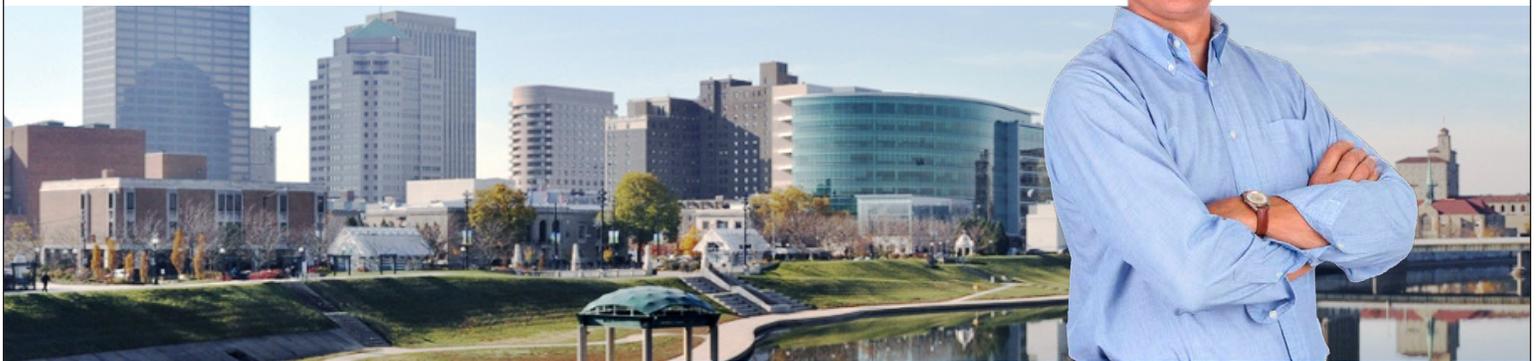
Over the past two years, tenant interest in outdoor spaces has skyrocketed as a result of the pandemic. But did you know many of these spaces may now be included in your rentable square footage calculation per the latest version of BOMA's Office Standard?

The inclusion of outdoor balconies, covered galleries and finished rooftop terraces that are designated for a tenant's exclusive use is just one of many updates in ***BOMA 2017 for Office Buildings: Standard Methods of Measurement (ANSI/BOMA Z65.1-2017)***.

As office buildings continue to evolve and tenants redefine their workplace needs, make sure you have the latest version of this easy-to-follow, step-by-step standard in your library.

To learn more about this essential standard and order your copy, visit store.boma.org.

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AMERICA'S LARGEST INDUSTRIAL THRIFT STORE

Shingles, drywall, tile, siding, insulation, appliances, carpet...the list goes on and on of materials that are disposed of when maintaining or remodeling a building. From the smallest home to the largest office building, the problem of waste exists.

While building managers are concerned with quality, efficiency and cost-effectiveness, they also need to keep the environment in mind.

If you've watched the trucks hauling debris away from a remodel site, you have some idea how much waste is produced. You don't have to be a tree hugger to be concerned about how much trash is being produced in the United States today – about 292 million tons according to the EPA. Picture a train, 2,920,000 cars long, stretching nearly one and a quarter times around the world, hauling off the nation's waste.

Those tasked with the upkeep of buildings can play a big part in the production, as well as the management, of waste. And they don't have to undertake big measures to make a contribution to landfill diversion.

The ingenuity of a Colorado-based "repurposing" leader is showing building managers how to save money while also preventing unnecessary waste.

A company called repurposedMATERIALS is helping industries across the nation reduce their environmental impact by finding a second life for a surprising number of items. Here are few of repurposedMATERIALS' creative applications of used materials:

- Aluminum stadium bleacher planks are repurposed for walkways and decks, or covers for patios
- Shower doors become windows for a greenhouse
- Polyiso insulation is used to keep buried water and sewer lines from freezing
- Old basketball court floors and football field turf are used for floors, playgrounds and wall decorations

"We all have a part to play in protecting our environment," said repurposedMATERIALS owner Damon Carson. "It makes sense environmentally and economically. Giving materials a second life keeps them out of the landfill, which can come with surprising cost savings."

For half a century, the solution to the

waste problem has been recycling. But recycling involves the reprocessing of materials. It uses energy, another kind of waste. It's expensive. And it's inefficient.

For those reasons, recycling ranks just above 'waste-to-energy' (i.e. burning) on the waste hierarchy. Recycling keeps a portion of the junk out of the landfill. But is there some way to more efficiently reduce industrial waste?

Carson believes the answer is 'yes,' and the solution is not recycling. It's "repurposing."

Rather than melting, shredding, chipping or grinding – the recycling process – repurposedMATERIALS finds new uses for materials in their current form.

"If something is obsolete to the primary user, that doesn't mean it doesn't have value somewhere," Carson said. "If you find yourself saying 'I can't use this. What am I going to do with it?' that's where we come in."

Carson challenges those in every industry to consider if there are "repurpose-able" options for their obsolete materials before simply banishing them to the landfill.

"It makes sense environmentally and economically," Carson said. "Giving materials a second life keeps them out of the landfill, which can come with surprising cost savings."

Repurposing is at the intersection of affordability and sustainability. For the one getting rid of waste, there may be a savings over paying to dispose of the material. And for the one utilizing repurposed material over a primary-purpose product, there is typically a savings of 50 to 75%.

"We adhere to the belief 'It is not waste until it is wasted,'" Carson said. "If you can avoid paying for disposal, and you can keep it out of the landfill, it's a win-win."

Carson pointed out not all items that become obsolete are damaged or worn out.

"When I started 10 years ago, we focused on 'used' materials," he said. "But as we got into the industry, we realized that 'waste' in corporate America is anything businesses don't want. Sometimes it's used materials, but often times it's 'off-spec' materials. It's something that's not the right color, isn't popular anymore, has become a little

outdated...whatever. There may be a host of options for someone to repurpose what another person can no longer use."

When it comes to disposing of materials, whether they be unused excess products, or used materials, Carson said he can help contractors find a second-life purpose for those items.

"Your options are the trash truck or the repurposed materials truck," Carson said. "One truck is going to take it and bury it. The other truck is going to give it a second life."

RepurposedMATERIALS just purchased a building in Newton Falls, outside of Youngstown. We hope to have this Ohio location, our 6th, open in the next 3-4 months.

For advice on repurposing materials, contact Carson by telephone at (720) 615-0281, or by email at damon@repurposedmaterialsinc.com.

OHIO WORKERS' COMPENSATION

Both group rating programs and group retrospective rating programs can effectively reduce the amount of premium that you pay to the Bureau of Workers' Compensation (BWC). The group programs provide premium discount and rebate opportunities for employers. Qualifying for a premium discount or rebate depends on claim costs relative to an employer's size. Generally, employers qualify for the group programs by having a safe workplace with limited workers' compensation injuries and costs. The best injury is one that never occurs.

Ohio's workers' compensation system is complex. A work injury can be an unsettling and stressful time for your employee and you. Sedgwick, as the administrator of our BOMA Ohio workers' compensation program, is here to consult with you about any specific workers' compensation questions, and also offer various educational opportunities to help employers navigate Ohio's workers' compensation system.

For more information, contact our Sedgwick program manager, Julia Bowling at 513.218.4062 or julia.bowling@sedgwick.com.

AFTER HOURS NETWORKING EVENTS



Our thanks goes out to Bob Denny, Sean Denny and Modern Entrance Systems for sponsoring our February after hours event held at The Troll Pub at The Wheelhouse. We'd also like to thank Mike Houser and Houser Asphalt and Concrete for sponsoring our April Event at Bar and Bistro located in the Top of the Market Industrial Building on Webster Street. Both are great places that we as a group have not been to before. It's the perfect time to get to know your fellow BOMA members.

If you weren't able to join us in either February or April, our next After Hours Event will be held in May. Karen Basista, Sheri Simpson, James Abrams, AJ Savino and Culmen Real Estate Services will be our sponsors for this event. Stay tuned for the date and location. We hope you'll join us!

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



SAVE THE DATE!

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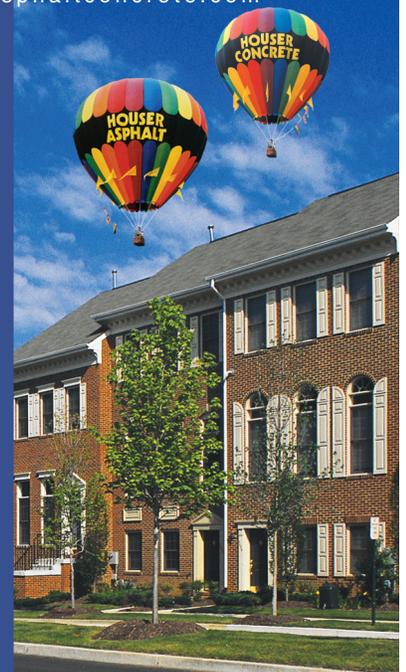
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