

DAYTON BOMA

BUILDING OWNERS & MANAGERS ASSOCIATION

FROM THE PRESIDENT

SEPTEMBER 2022



By Sean Turner
President
Dayton BOMA

As I write this article, kids are just starting to go back to school, so by the time this is published in September we will be on the doorstep of Fall. What a summer we've had! Our Dayton BOMA Local has seen growth in membership that we have not seen in many years, which I think is a direct result of the programming offer to our members. These programming efforts result in a real value add to the membership dues we pay.

I think it's important to highlight these programming efforts for members who haven't been able to attend our events, so they can see all the various opportunities. Our regularly scheduled monthly membership luncheon always have great speakers from Richard Kaglic with the Federal Reserve Bank discussing the economic outlook to Stephanie Keinath from the Dayton Chamber of Commerce discussing statistics on job force development. Additional opportunities for engagement include breakfast and learn sessions, such as our recent meeting with Theresa Busher, Public Affairs Specialist with the Social Security Administration; and CenterPoint Energy and Heapy regarding energy rebate programs. Networking is often a major reason a member initially joins, and those opportunities exist at all the above-mentioned events as well as our after hours networking events sponsored by our various Principal and Associate members. Finally, one of our premier

events is our Annual Golf Outing at Walnut Grove CC. This year was a great success and is made possible by Nancy Ferrara, our BOMA Association Executive, the golf committee, volunteers, sponsors, and golfers.

There are many ways to get involved if you have an interest or a passion for a specific committee, enjoy volunteering and want to learn more about a specific program, or even if you just want to network further with your fellow Dayton BOMA members. Please see Nancy or me if you're interested in further supporting your BOMA local.

We have an immediate need to head up our Government Affairs Committee. A person in this role would update the membership on recent local, state, and national government topics that have a direct impact on commercial real estate and of interest to our membership. Updates might include topics such as, a local city (Vandalia) adopting a tracking system for inspections and testing of fire protection equipment, and how the expense and labor to track may impact building owners and managers. An update on a national scale would be on the recent passing of the Inflation Reduction. Although this passed strictly along party lines, BOMA International was able to highlight the importance of key industry issues, including carried interest, and urged lawmakers to remove language that would have eliminated the treatment of carried interest as it relates to commercial real estate.

Again, what a summer we have had! I look forward to the remainder of the year with all our various programming opportunities to become more educated and informed, and to network further with the membership. I hope to see you at our next event!

UPCOMING SPEAKERS AND EVENTS

If you'd like to suggest a future speaker or topic, please reach out to Nancy at nancy@bomadayton.org or give her a call at (937) 299-2662.

September 28th – Our September After Hours Event will be held at The Troll Pub, at The Wheelhouse in the Oregon District, from 5-7pm. Wes Eversole and Rieck Services will be our sponsors for this event.

October 11th – Dayton BOMA Trade Show to be held at the Presidential Banquet Center from 11:30 until 1:00. Our Associate members will be showcasing the services they offer.

November 8th – Our membership luncheon this month will be held from 11:30 until 1:00 at the Kettering Health Network Operations Command Center (NOCC) located at 1050 Forrer Blvd in Kettering. We'll be collecting toys for the Marine Corps Reserve Toys for Tots program this month.

December 13th – Dayton BOMA Holiday Luncheon to be held from 11:30 until 1:00 at the Presidential Banquet Center.

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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2022 COMMITTEE CHAIRS

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

Government Affairs:
Committee Chair Position
Currently Open

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

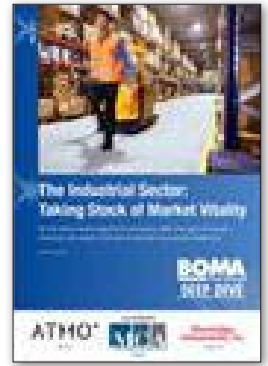
Emergency Preparedness: Becky Edgren
(937) 401-9700
bedgren@puroclean.com

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

BOMA DEEP DIVE NO. 2 (JUNE 2022)

While the office market slowly regains its occupancy after more than two years of pandemic-induced havoc, industrial real estate has continued its decade-long upward trajectory. *The Industrial Sector: Taking Stock of Market Vitality*, the second in our 2022 series of BOMA Deep Dives, not only explores the opportunities ahead for this sector, but also the headwinds—chief among them the rapid overdrive of consumer demand for goods brought about by COVID-19 and a market that has struggled to keep up.

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



MANAGING INDUSTRIAL PROPERTIES WEBINAR SERIES

Are you new to industrial property management? If yes, then plan on attending the new Managing Industrial Properties seven-part webinar series which discusses the basics of industrial property management.

Each webinar is one hour and this webinar series is a must for the latest trends and innovative strategies for early-career industrial real estate professionals. The industrial sector is growing rapidly, thanks in part to the popularity and expansion of the Panama Canal, E-commerce and other technological innovations. While, on the surface, it may seem that managing industrial properties is similar to managing office or retail properties, operational characteristics and unique needs of industrial tenants require a real estate manager to develop a slightly different skill set. This webinar series covers the basics of industrial properties with these six topics areas:



- Industrial property management
- What is creating demand for industrial real estate?
- Financial performance in industrial real estate
- Overview of maintenance programs -
- Major industrial building systems - Part I and Part II
- Emerging market trends in industrial properties

Purchase the entire series at a discounted price or you can purchase individual webinar topic areas. Each webinar topic comes with a course manual handbook. BOMA's Industrial Standard is intended exclusively for industrial and flex buildings and their associated structures, and may be applied to single tenant, multi-tenant or multi-building configurations.

BOMA 2019 for Industrial Buildings: Standard Method of Measurement (ANSI/BOMA Z65.2-2019) also includes clarifications addressing frequently asked questions from the previous 2012 version of the Industrial Standard to help ensure the most accurate measurement and application.

BOMA's webinars qualify for continuing education credits for the renewal of industry designations including CMCP, RPA, FMA, CPM, ARM and SMA/SMT. Certain webinars qualify for GBCI, AIA and BOC continuing education hours.

Each industrial management webinar qualifies for 1.0 continuing education credit. To receive credit, you will need to complete the post-assessment quiz following the webinar and score at least 80% and complete the webinar evaluation survey.

For more information go to www.boma.org, click on Education & Events and then Webinars.

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.



VEHICLE FIRES – ARE YOU PREPARED?

Most of the information we provide about “Emergency Planning” focuses on business continuity and/or building safety. An often-over-looked risk, however, is vehicle fires. According to the U.S. Fire Administration and the National Fire Protection Association:

- Nearly one out of seven fires involve vehicles.
- One out of 10.5 fire deaths results from vehicle fires.
- An estimated 300 civilians are killed and 1,250 are injured each year from vehicle fires.
- Four percent of fire-related firefighter injuries each year result from vehicle fires.

Many believe these fires rarely occur and dismiss the danger as “Hollywood hype.” But there are more than 19 vehicle fires every hour in the U.S. releasing toxic gases along with flying debris and explosions. Alternative-fueled vehicles, which include those powered by batteries, fuel cells, hydrogen, natural gas or propane, pose additional hazards including potential electric shock from high voltage wires. In addition to the risk of life, annual property damage costs from vehicle fires exceed \$1 billion.

Some safety suggestions from the Federal Emergency Management Agency U.S. Fire Administration include:

- Pull over, turn off the engine and exit the vehicle.
- Move as far away from the vehicle as safely possible and call 911.
- If using a fire extinguisher, be sure it is approved for use on class B and C fires.
- Do not open the hood or trunk – air could fuel the fire.

The most common cause of vehicle fires is lack of maintenance. Ensure company vehicles have scheduled, routine maintenance and consider developing a training program to inform staff and clients of the risks and safety measures associated with vehicle fires. And don't forget to add this to your Emergency Plan to ensure it is reviewed annually.



DAYTON BOMA MEMBERS VOLUNTEER THEIR TIME

In June of this year Dayton BOMA members gathered at The Dayton Foodbank and enjoyed pizza for lunch while listening to Brandon Kunkle, Community Relations Liaison, share updates on how The Foodbank is helping those in our area with food insecurities. Members volunteered their time sorting through donations collected by the USPS as well as donated close to 150lbs. of food themselves.



MEMBER HIGHLIGHT



Rick Hartley is the owner and managing director of Supporting Strategies | Dayton, OH – an accounting and bookkeeping company that helps clients make better business decisions with accurate and timely financial information. Rick has 22 years of experience in finance, HR, organizational leadership, and business development.

Rick and his wife Jamie live in Centerville with their two younger children, Zach and Bekah, who enjoy playing golf for the Centerville High School golf teams. Rick and Jamie's older son, Thad, is at Florida Gulf Coast University majoring in PGA Golf Management. In his free time, Rick enjoys playing golf with the kids, and together Rick and Jamie enjoy being around the swimming pool, hiking, and travel to the beaches of southwest Florida and southwest Michigan.

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HEAT STRESS AND ILLNESSES

We are well into the dog days of summer! Many of us may be thinking that fall (and cooler weather) are right around the corner. However, it is important we stay mindful of the hazards from the heat during these last few months. There are ways we can combat heat illness but let's first take a look at how the body uses its' own mechanisms.

Normal body temperature is around 98° F and to achieve that temperature the body responds in the following ways:

1. Activating sweat glands.
 - a. There are anywhere from 1.6 to 5 million sweat glands in our body.
 - b. Sweat glands release water and electrolytes. Be sure to replenish!!!!
 - c. Evaporation of sweat carries heat away from the body.
2. Pumping blood (opening and closing blood vessels) to the surface of the skin.
 - a. This is a result of blood taking heat from the body to the surface.
3. Raising or flattening the hair on our body.
 - a. Positions of hair can help reduce body temperature.

Whether our job requires us to work indoors or outdoors in a hot environment, quick response to the symptoms of heat illness is crucial. Let's review some of these illnesses and their treatment.

Heat Cramps – The mildest form of heat illness and is caused by depletion of salt and water levels in body resulting in painful muscle cramps or spasms. Be sure to drink water (or a sports drink) and take a break in a cool area.

Heat Exhaustion – More severe than heat cramps, it is a continued result of water and salt loss without proper hydration. Symptoms include weakness, profuse sweating, nausea, rapid breathing, and continued muscle spasms/cramps. If you have heat exhaustion or see someone who shows the symptoms, get to a cool shaded area, drink small sips of cool water and put cold cloths on the skin. Keep an eye on this situation as it might require immediate medical attention.

Heat Stroke – This is the most severe of heat illnesses and begins as the body temperature reaches 104° F. The body is in an altered mental state with symptoms of confusion, inability to sweat, hallucinations, slurred speech, and potential seizures. Immediately get to a cool area, call 911, loosen clothing and try to cool the body off with water mist or cool compresses. Do not give the person anything to drink.

These conditions are preventable if you take the proper steps when working in this environment. Here are some tips.

- 1) Be sure to hydrate frequently. Remember, sweat is a combination of water and electrolytes. We must be sure to replenish.
- 2) Monitor daily temperatures and humidity and take appropriate precautions.
- 3) Be sure to take breaks in the shade or cooler areas.
- 4) Wear light weight and light-colored clothing.
- 5) Spread the word to other employees on how to identify signs and symptoms of heat illness.
- 6) Avoid alcohol and caffeine when working in a hot or humid environment.
- 7) Finally.... never "tough it out" and be a hero.

If you would like to find more information on "Warning Signs and Symptoms of Heat-Related Illness" go to the CDC website at <https://www.cdc.gov/disasters/extremeheat/warning.html>.

Did you know that heat illness has become such a "hot" topic that the Occupational Safety and Health Administration (OSHA) has created a National Emphasis Program where they are focusing on industries where heat illnesses may be an issue. To read more about it, go to <https://www.osha.gov/heat>.

For more information, please contact Sedgwick's Andy Sawan at (330) 819-4728 or andrew.sawan@sedgwick.com.

DEPARTMENT OF ENERGY BETTER CLIMATE CHALLENGE

On February 28, 2022, U.S. Department



of Energy (DOE) Secretary Jennifer Granholm officially launched the Better Climate Challenge. This national public-private partnership calls on organizations across the country to set bold, portfolio-wide greenhouse gas reduction targets and share their innovative solutions and best practices with partners and across industries.

DOE's Better Climate Challenge partners have committed to reducing their enterprise-wide greenhouse gas emissions by at least 50% within 10 years without the use of offsets. Partners will work with DOE to provide annual updates while working collaboratively to identify pathways and key areas for collaboration and improvement.

This new effort provides additional opportunities for peer exchange and technical assistance to meet the urgent call to mitigate the impacts of climate change. The DOE will provide technical assistance and opportunities to gain experience and share actionable best practices for carbon reduction. According to the agency, if all organizations in the commercial, public and industrial sectors reduced their U.S. greenhouse gas emissions by 50%, it would save nearly 1.5 billion metric tons of CO₂e annually, more than the emissions from every home in the United States.

To learn more about the DOE Better Climate Challenge, go to <https://www.energy.gov/articles/doe-announces-pledges-90-organizations-slash-emissions-50-within-decade>

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2023 WINTER BUSINESS MEETING

Join us for BOMA International's 2023 Winter Business Meeting to be held January 20-23 in Scottsdale, Arizona. Open to all BOMA members, this event offers the chance to network, learn and participate in interactive discussions on emerging trends and best practices in commercial real estate. The Board of Governors, BOMA Regions and all BOMA International committees, task forces and special interest groups will meet. There will also be plenty of time to network at receptions and evening events.

Registration for the 2023 Winter Business Meeting will open in September. The cost for the full conference is \$695 with an additional local staff rate of \$545.

All registrations include: access to all business meetings (except those marked with an asterisk – closed meeting for committee members only); Welcome Reception on Friday, January 20; Keynote Luncheon on Saturday, January 21; Regional Breakfasts, Sunday, January 22;

Closing Reception on Sunday, January 22; Board of Governors on Monday, January 23.

You are welcome to bring your spouse/guest at a rate of \$150. Registration includes: Welcome Reception on Friday, January 20; spouse/guest Breakfast on Sunday, January 22; Closing Reception on Sunday January 22. Please note, spouse/guest registration is only for family or friends who are not part of the commercial real estate industry or a provider to the commercial real estate industry.

The 2023 Winter Business Meeting will be held at the Hyatt Regency Scottsdale at Gainey Ranch. Discounted room rates are available for registered BOMA attendees. The BOMA room block will open when conference registration opens in September.

A pre-conference golf tournament will be held at the Hyatt Regency Gainey Ranch on Thursday, January 19. Separate registration

fee required. Registration for the golf tournament will open in September.

Go to www.boma.org/BOMA/Education-Events/Conferences for more details.



NATIONAL LIGHT UP NIGHT



The National Flag Foundation is planning a National Light Up Night the evening of November 11, 2022 (Veterans Day). Their plan is to have a unifying National Light Up Night across the United States, honoring the 240th Anniversary of the inception of the Purple Heart Award.

The National Flag Foundation has partnered with the Military Order of the Purple Heart (the only Congressionally Chartered Purple Heart Organization in our Country) in seeking to bring attention to their storied organization, and to honor our nation's Purple Heart recipients. They are asking buildings across the country to light up in purple that evening, and if that is not possible, with red, white and/or blue.

This plan is intended to bring attention and honor to those who have served our country and paid a dear price in doing so. Moreover, many of our Country's wounded soldiers are desperately in need of help and initiatives such as the

NFF's National Light Up Night stands to go a long way in bringing this much need attention to these special women and men.

Please make a note of this date and plan to participate!

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



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Rick Hartley**

CLOSEST TO THE PIN

**Ashli Bell
Ryan Gotthardt**



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

**Emily Griggs, Otis
Sheri Simpson, Retired
Dave Wallace, Reed Elsevier
Wes Eversole, Rieck Services
Travis Mouse, CertaPro Painters
Jennifer Blair, Huber Management
Frank Urwin, Ohio & Indiana Roofing
Jeff Price & JD Fugate, TNT Services
Robert Duncan & Kathy Schibi, Schindler**

**Natalee Arbino & Ben Arden, Solid Blend
Maureen Bereda, Synergy Building Systems
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OHIO WORKER'S COMP & EXPERIENCE MODIFICATION RATE

Ohio is one of a handful of states that has a state administered workers' compensation system. The Bureau of Workers' Compensation (BWC), established in 1912, is the largest state-operated provider of workers' compensation insurance in the United States.

An employer's experience modification rate (EMR), which is determined by the BWC, greatly impacts workers' compensation premium that an employer pays. If you have a safe organization, with little to no workers' compensation claims, you will have a better than average EMR. If you have a less safe organization, with numerous costly claims, you will have a worse than average EMR. Typically, the better your EMR, the lower the premium that you will pay to the BWC.

The BWC uses your historical payroll, industry type and claim costs to determine your EMR. A business with claim costs that are typical for their size and industry, will have an EMR of 1.0. If the business has lower claim costs than typical, their EMR will be below 1.0. If the business has higher claim costs

than typical, their EMR will be above 1.0. The lower the EMR, the lower the premium that will be paid compared to similar business. The higher the EMR, the higher the premium that will be paid compared to similar businesses.

Additionally, the lower your EMR, the greater likelihood that you will qualify for higher discounts through group rating programs and group retrospective rating programs. These programs allow employers to band together to receive additional discounts or rebates on their premium. Discounts and rebates can exceed 50% of the premium that you pay to the BWC.

An employer's EMR is based on claims that occurred in the past compared to historical payroll. Your payroll is categorized by your industry type. To lower your EMR, you must reduce claims and claim costs. The best claim is one that never occurs. A robust workplace safety program can limit future claims from occurring which will ultimately improve your EMR.

If your organization does have a claim, there are several strategies that you can implement to help reduce the

overall cost in the claim. Every claim is different, but generally, getting injured workers healthy and back to work safely and quickly, will keep costs down. There are many additional strategies that can be enacted to reduce or lower costs in a claim that has occurred. Partnering with your managed care organization and your third party administrator will help determine the best strategies for a specific claim.

From safety programs to claim cost containment strategies, there are many tools to assist with reducing your EMR and your premium. Beyond any potential premium reductions, keeping your employees safe is simply the right thing to do. By using the many tools available to you, our hope is for your employees to return home from work in the same healthy condition that they arrived to work.

If you have any questions, contact our Sedgwick program manager, Julia Bowling, at julia.bowling@sedgwick.com or call (513) 218-4062.

U.S. DOL RECOGNIZES BOMA AS WORKFORCE ALLY

The U.S. Department of Labor (DOL) today awarded BOMA International with a special status in its latest Occupational Information Network (O*NET) Ally Campaign. Throughout the past year, BOMA has worked with DOL to research and classify commercial real estate occupations within the O*NET database. The O*NET Ally Campaign enables DOL to acknowledge professional organizations that are considered experts in their

field. DOL will include an exclusive O*NET Ally tag next to BOMA International's name in O*NET OnLine and feature BOMA prominently as a "Source of Additional Information."



BOMA International is proud to be a leader in the workforce development space, and this new recognition is an important step in our work with DOL to achieve our mutual goals of building a diverse, qualified labor pool to address industry workforce shortages.

Please reach out to Pearce Crosland, Director of Federal Affairs, at pcrosland@boma.org with any comments or questions.

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AFTER HOURS NETWORKING EVENTS

Our thanks goes out to Karen Basista, Sheri Simpson, James Abrams, AJ Savino and Culmen Real Estate Services for sponsoring our after hours event held in May at Chappy's Social House. We'd also like to thank Genevieve Neller, Lauren Saintz and ABM for sponsoring our July Event held at Eudora Brewing Company. Both are great places to sit back and relax after a day at the office.

If you weren't able to join us in either May or July, our next After Hours Event will be held Wednesday, September 28th at The Troll Pub at The Wheelhouse in the Oregon District. Wes Eversole and Rieck Services will be our sponsors for this event. We hope you'll join us! It's the perfect time to get to know your fellow BOMA members.

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



MEMBER HIGHLIGHT



Pedram Salajegheh is a Managing Partner of Zahra Investments Ltd. Zahra Investments

is an asset management company whose forte is finding the value in undermanaged properties for acquisition, renewal, and revitalization. Zahra Investments owns residential, commercial, and office space properties in Dayton, Cincinnati, and Columbus metropolitan. Upon their 2018 acquisition, Zahra decided to locate their corporate office at Talbott Tower.

Pedram is an accomplished Civil Engineer and former associate professor of engineering who then immigrated to the United States. Upon completing his second master's degree in Civil Engineering Management from the University of Dayton, Pedram joined Zahra Investments as Managing Member.

In his spare time Pedram likes to read and spend time with his family. He has two children and lives in Centerville.

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**ECHO: Empowering
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and Opportunity**

August 29, 2022

Dayton BOMA
P.O. Box 680
Dayton, Ohio 45409

Dear Nancy,

Thank you for reaching out and providing a generous donation of school supplies as well as a monetary amount to the Empowering Children with Hope and Opportunity program (ECHO). Please extend our gratitude to the BOMA organization. As a result of these supplies, numerous students can begin the school year with the items they need.

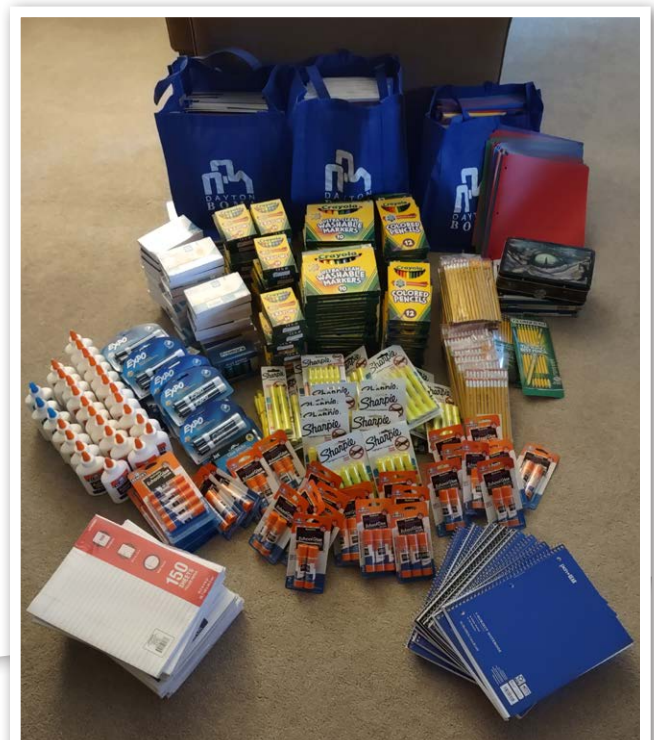
As the Family Advocate for ECHO, I work with families at three high poverty schools. Many of these families are single parents, grandparents raising grandchildren, and low-income parents. Back-to-school season puts a strain on a family's budget, especially with all the other basic needs (rent, food, utilities, and gas).

Thank you for thinking of our families and providing support to our students. You are truly a blessing.

Sincerely,

Michelle Sherman, LSW, Family Advocate
University of Dayton, ECHO
msherman1@udayton.edu
937-232-2651

Tax ID # 31-0536715



BREAKFAST & LEARN



We'd like to thank Andrew Steel with the Dayton Fire Department for presenting at our Breakfast and Learn Session held in April at the Montgomery County Business Solutions Center. Andrew covered how to encourage/ conduct fire drills in your managed buildings, Ohio Fire Code (OFC) requirements for emergency plans and how to recognize and abate typical, and unusual, fire code violations. Andrew also talked about the Brycer fire inspection reporting system.

We'd also like to thank Theresa Busher with the Social Security Administration for joining us in June at the Business Solutions Center. Theresa presented "Retirement 101 - It's never too early to plan for the future."

And in August, Bob Baird with CenterPoint Energy, along with Sumeta Medicherla and Shelly Kramer, both with Heapy, joined us at the Business Solutions Center to talk about the latest CenterPoint Energy rebate programs.



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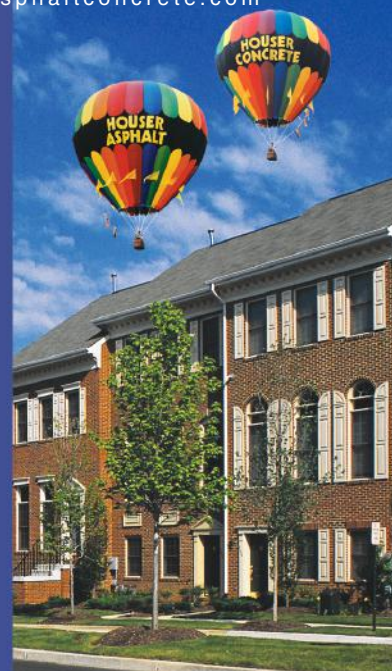
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