

### FROM THE PRESIDENT

SEPTEMBER 2020



By Karen Basista President Dayton BOMA

Each time I am to write the President's Message I can honestly say it has been a struggle for me. And I have been struggling terribly the past few days. Someone very close to me told me I need to "try to anticipate what the future will look like and be optimistic". So here goes...

I really wish the virus would just go away. While I don't know if that's possible, I hope the future brings a vaccine that works correctly with no side effects. I hope people can return to a normal work environment, although I do think working from home some days can be a good thing. I hope the real estate market can continue to do well and that the economy bounces back.

I do believe things will not go back to the way they were prior to the pandemic but we as Dayton BOMA are resilient and have found a way to make life work. For example, we had a tailgate luncheon back in May that was great fun. It was wonderful to see everyone, network and interact while social distancing. In June, we had our panel discussion which was one of my most favorite lunch meetings ever! Our panel did a terrific job sharing information and entertaining the rest of us by keeping the conversation lively. We had a wonderful turnout for our

golf outing and I think it's safe to say the golfers enjoyed the day. Again, we had to "pivot" by serving boxed lunches, wearing masks and social distancing but it was still enjoyable. A huge thank you to Nancy, all the volunteers and sponsors for making it another fun event. And our 100 Year Anniversary Celebration has been rescheduled to December. I sincerely hope you all are able to attend as Nancy has worked very hard to put a great program together for us so stay tuned.

And before you know it, it will be 2021 which I hope will be a more peaceful year for everyone. Continue to be safe and stay well friends...

### WE'RE GOING VIRTUAL! NOVEMBER 4-5, 2020

After careful consideration, BOMA International is announcing that we will hold the 2020 Medical Office Buildings & Healthcare Real Estate Conference as a virtual event to protect the health and safety of our community. The virtual event will be held November 4 -5, 2020 and will offer the same expert leadership and guidance in a new virtual format. There's never been a more important time to come together, so we are revamping both our content and your user experience to provide only the most relevant education and forward-thinking strategies to help you navigate the changes ahead and emerge stronger than ever.

To Register go to www.mob.boma. org/MOB2020.

## UPCOMING SPEAKERS AND EVENTS

If you'd like to recommend a future speaker or topic, please contact Nancy Ferrara by email (nancy@bomadayton.org) or give her a call at (937) 299-2662.

**September 8th** – We will be touring the Dayton Arcade this month.

October 13th – We will be meeting in the parking lot of the Presidential Banquet Center for a Tailgate cookout.

November 2nd – 4th – 2020 Medical Office Buildings + Healthcare Real Estate Conference Virtual Event.

December 8th – Dayton BOMA 100 Year Anniversary membership luncheon to be held at Patterson House in Oakwood. After touring Patterson House we'll enjoy our holiday lunch while we hear Brady Kress, CEO of Dayton History, speak.

January 22nd – 25th, 2021 – BOMA International Winter Business meeting to be held in Palm Springs, CA.

### **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**

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### **2020 COMMITTEE CHAIRS**

Membership: Sean Turner (937) 461-7474 smturner@turnerpsg.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

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# STAY CONNECTED WITH THE BOMA APP

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



### **BOMA IS HERE FOR YOU!**

Over the past few months, the BOMA community has come together to mitigate the impact of the COVID-19 pandemic. Many of you are essential personnel, showing up for work under exceptional circumstances, keeping our infrastructure safe and community operational, and many more of you are working from home to help prevent the spread of this virus. By working together, we help keep each other safe.

As a property professional in these uncertain times, it's more important than ever to be a member of Dayton BOMA. No other organization can provide you the guidance and expertise you need exactly when you need it to help navigate these uncharted waters.

- The BOMA network connects you with industry colleagues who can help you navigate our new normal way of doing business. The power of the BOMA network provides you with the connections you need with local peers who are developing best practices, local service providers who can answer the urgent questions you have and industry leaders who can share their knowledge.
- BOMA International's Coronavirus Resource Center has help to make your job easier by providing our industry with critical resources and credible information about how to mitigate the health and business impacts of COVID-19 preparing for building re-entry, an expert analysis of the CARES Act and updates on

- the latest state and local legislation that are COVID-19 related.
- BOMA is the industry's voice in Columbus on Capitol Hill and with government agencies, voicing your concerns about the Paycheck Protection Program, liability protection during re-entry and pandemic risk insurance that have been shared directly with congressional leaders.
- BOMA leveraged its longstanding relationship with the Department of Homeland Security to define essential personnel, reinforcing the need for commercial building personnel to provide essential services as part of the nation's critical infrastructure and to keep your buildings operational.
- BOMA's education provides access to timely industry thought leadership through webinars, virtual information exchanges and articles both online and in BOMA Magazine focusing directly on COVID-19 thought leaders to help guide your staff through unprecedented times.

We still have work to do, but we are deeply grateful for our extraordinary members and the commercial real estate industry. **BOMA** is here for you now and in the future, and we wish you continued good health and safety.

Dayton Building Owners and Managers Association 1920-2020

Celebrating



### **BOMA INTERNATIONAL ANNOUNCES CHAMPIONS OF W2 CHALLENGE**

### More Than Two Thousand Properties Participated in Groundbreaking Water and Waste Benchmarking Initiative

The Building Owners and Managers Association (BOMA) International recently concluded its W2 (Water and Waste) Challenge and announced the program's top performers. The W2 Challenge was a groundbreaking, two-year program designed to encourage buildings in the United States to benchmark water usage and waste output and implement best practices to improve performance. Leveraging the commercial real estate industry's longstanding commitment to sustainability—with a track-record of leadership on energy efficiency specifically—the program was based on the premise that water and waste represent the next frontier of industry sustainability efforts.

The initiative originated from BOMA International's Energy and **Environment Committee and took** form with the support of a generous grant from BOMA International Cornerstone Partner Yardi, and in partnership with ENERGY STAR® and the nationwide network of U.S. BOMA local associations. Participants committed to enter water and/or waste data at least quarterly in ENERGY STAR Portfolio Manager® over the 2018 and 2019 calendar years; in return, they received progress reports and scorecards, emails, webinars and additional resources and recognition opportunities.

The W2 Challenge focused on securing the largest and broadest participation as possible, and it was open to all—participants did not need to be BOMA members and properties could be from any real estate sector, from commercial to residential to retail.

The results were overwhelming:

- More than 2,000 buildings signed up across the United States;
- 412 cities were represented; and
- 493 million square feet of property were shared with the W2 Challenge in Portfolio Manager.

Now that the results have been tallied, four companies were honored as national champions in the challenge:

- America's Capital Partners: Water Performance Improvement (Small Portfolio) and Waste Performance Improvement (Large Portfolio)
- Hudson Pacific Properties: Waste Performance Improvement (Small Portfolio)
- Lord Green Strategies: Largest Participating Portfolio
- Shorenstein Realty Services: Water Performance Improvement (Large Portfolio)

BOMA International and its partners honor the following organizations for successfully participating and completing the W2 Challenge:

- · AG-LO Burbank Collection
- America's Capital Partners
- Baltimore Department of General Services
- Boston Properties
- Bozzuto Management Company
- Brookfield Properties
- · Campus Federal Credit Union
- CBRE
- CommonWealth Partners
- Digital Realty
- DWS
- Greystar Real Estate Partners
- Hearn Company
- Hudson Pacific Properties
- Invesco Real Estate
- Jamestown
- Jones Lang LaSalle
- JPMorgan Chase
- Kilroy Realty
- LaSalle Investment Management
- · LBA Realty
- Lincoln Property Company
- Lionstone Investments
- Next Play LLC
- Northwood Office
- Nuveen
- Oracle
- Pacific Urban Residential

- Parmenter Realty Partners
- Pleasanton Corporate Commons
- · Principal Real Estate Investors
- · Shorenstein Realty
- Stiles
- · Tishman Speyer
- · UBS Realty Investors
- · Unico Properties
- · USAA Real Estate

"BOMA International congratulates all the organizations and thousands of properties that completed the W2 Challenge," said BOMA International Chair and Chief Elected Officer Shelby Christensen, LEED Green Associate. "The program exceeded all expectations and proved once again that commercial real estate is leading the way on sustainability. Thanks to the challenge, we know that many of these properties will use this experience as a springboard to further action, and BOMA will be able to use the results to further develop policy initiatives to assist the industry in meeting its sustainability goals."



### **MEMBER HIGHLIGHT**



Vickie
Vanderhorst
began her
property
management
career in 2012
after joining
Turner Property
Services

Group. She has over 25 years of experience working in various positions in the commercial real estate industry. She's currently pursuing her RPA certification.

Vickie has been married to her husband David for 25 years and has two wonderful daughters; Haily 16 and Amelia 12. In their spare time, they love to travel and experience the world with both of their children. Vickie loves the outdoors and spending time with family.

She also volunteers at her church and her girls' school. Most recently Vicki volunteered with the tornado cleanup in Old North Dayton.

# 2021 WINTER BUSINESS MEETING

You won't want to miss BOMA International's 2021 Winter Business Meeting, taking place January 22-25 at the beautiful Hyatt Regency Indian Wells near Palm Springs, CA. Open to all BOMA members, this meeting offers valuable opportunities to learn, network.

### Shape the Business of BOMA

One of the best ways to get more involved in BOMA is by attending the Winter Business Meeting. Whether you're interested in advocacy, education, leadership development, philanthropy or other industry issues, BOMA has a committee or task force that would value your contributions. Your participation will help shape the future of BOMA and the commercial real estate industry.

Registration and housing will open in September.

### **BOMA INTERNATIONAL ELECTS 2020-2021 OFFICERS**

The Building Owners and Managers Association (BOMA) International elected its 2020-2021 officers during its Board of Governors meeting held virtually in late June.

The Board of Governors of BOMA International elected:

- Shelby Christensen, LEED Green Associate, Philadelphia, as Chair and Chief Elected Officer for 2020-2021; Shelby served as the BOMA International Chair-Elect for the 2019-2020 term, has more than 25 years of industry experience. Before the company was acquired by Prologis in early 2020, Christensen was senior vice president of Operations for Liberty Property Trust's 106 million square feet of office and industrial real estate throughout the United States and United Kingdom. Christensen also serves as the chair of the BOMA International National Advisory Council, she previously served as co-chair of the Industrial Committee and as a member of the Executive Committee. She received BOMA International's prestigious Chair's Award in 2015.
- Mark Dukes, BOMA Fellow, CCIM, RPA, Vice President, Physicians Realty Trust, Atlanta, as Chair-Elect; Mark is vice president of Asset Management at Physicians Realty Trust, where he oversees all operations for a 190-building portfolio of healthcare assets, located in 30 states. Dukes is a past president of BOMA/ Georgia. Prior to his 2019-2020 term as Vice Chair, Dukes served a twoyear term on the BOMA International Executive Committee and also served as chair of BOMA International's Asset Management Committee. In 2018, he was named a BOMA Fellow.
- Randal L.
   Froebelius,
   P.Eng, President

   and General
   Manager, Equity ICI
   Real Estate Services,
   Inc., Toronto, as Vice
   Chair;
   As founder,
   president and
   general manager of
   Equity ICI Real Estate
   Services, Inc., Randal

provides property management services to a small client portfolio, with emphasis on urban office and retail properties. In his more than 25 years of specialized real estate experience, Froebelius has represented BOMA on all levels; previously serving as chair of both **BOMA/Toronto and BOMA Canada** and serving three years as a member on BOMA International's Executive Committee. He is chair of BOMA International's Standard Methods of Floor Measurement Committee and vice chair of the International Council. In 2018, Froebelius received a Chair's Award from both BOMA International and BOMA Canada and was named a BOMA Fellow in 2019.

 And continuing his second two-year term as Secretary/Treasurer, Keith Major, CPM, Managing Partner, Canadian Office and Industrial, BentallGreenOak (Canada) LP, Toronto. Keith Major is a managing partner for, Canadian Office and Industrial with BentallGreenOak (Canada) LP in Toronto. Major is part of BentallGreenOak's senior leadership team, overseeing property management, operations, leasing and development for the company's Canadian office and industrial portfolio. He currently serves as chair of the Finance Committee and was co-vice chair of the International Council. Prior to being elected Secretary/Treasurer in 2017, Major served on the BOMA International Executive Committee for four years.



# BOMA INTERNATIONAL ELECTS 2020-2022 EXECUTIVE COMMITTEE MEMBERS

The Building Owners and Managers Association (BOMA) International elected seven Executive Committee members during its Board of Governors meeting held virtually in late June.

BOMA International's Executive Committee is responsible for developing the strategic direction and policies for the association. Executive Committee members work with BOMA International officers and executive staff to maximize the effectiveness of BOMA International, while ensuring resources are available to achieve its goals. Executive Committee members serve a minimum term of two years.

The Board of Governors of BOMA International elected the following individuals to the Executive Committee:

- Scott Bennion, CPM, Senior Property/Asset Manager, RiverPark Development, BOMA/Utah
- Kevin Clarke, LEED AP, RPA, Senior Vice President, Property Management, Avison Young, BOMA/Pittsburgh
- Susan Hammer, LEED AP, BOMI-HP, General Manager, JLL, BOMA/Chicago
- Christopher Horsley, Executive Vice President, Hokanson Companies,Inc., BOMA/Indianapolis
- Theotto Lillard, Property Manager, Hubbell Property Management, BOMA/lowa
- Steve Broom, South District Manager, Fujitec America, Inc., BOMA/Greater Dallas (Associate Member)
- Ana Duffy, LEED GA, Sustainability Analyst, Hudson Pacific Properties, BOMA/San Francisco (Emerging Professional)

### INDUSTRIAL STANDARD

BOMA's 2019 for Industrial Building: Standard Method of Measurement is the update to the 2012 Industrial Standard. BOMA first published its Industrial Standard with the Society of Industrial and Office Realtors® in 2001. The Industrial Standard was updated in 2004, 2009 and 2012 and 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.

The 2019 Industrial Standard features a single method of measurement. It generates multiple Load Factors for various shared space types, such as Building Service Area, Floor Service Area and Inter-Building Area.

Features of the 2019 Standard:

- The 2019 Industrial Standard follows the new format introduced with the 2017 Office Standard. It is presented in a step-by-step format to make it easier to follow and rewritten to make it easier to understand the concepts and methodology.
- To address ambiguities and inconsistencies found after the publication of the 2012 Industrial Standard, a series of best practice guidance was developed and incorporated into the 2019 Standard.
- The International Property Measurement Standards contain three distinct measurements,

- known as IPMS 1, IPMS 2 and IPMS 3. IPMS 1 is common among each of the IPMS standards and is used for measuring the total area of all classes of buildings on a floor-by-floor basis, including external walls.
- The 2019 Standard introduces a new methodology for measuring industrial buildings. Method A (Exterior Wall) and Method B (Drip Line) have been replaced with a unified method of measurement.

To download the 2019 Industrial Standards Fact Sheet go to www. boma.org and click on BOMA Standards.

### **OUR MISSION**

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



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# Dayton BOMA 35th Annual Golf Outing

Congratulations to this year's winners!

### **1ST PLACE**



JoEllen Gates **Brad Havens** (not pictured Tony Wilson and Ross Ewing)

### 2ND PLACE



**Bob Baird** Mike Bly Owen McHugh Dale Morris



### LONGEST DRIVE

Lindsay O'Bryan Tony Wilson

### **CLOSEST TO THE PIN** Lindsay O'Bryan

Mike Ausperger



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

Wes Eversole, Rieck Services Jennifer Blair, Austin Landing Jeff Williams, ServePro NW Dayton Frank Urwin, Ohio and Indiana Roofing Ruth Lanter, Modern Entrance Systems Dora Weis. Johnson Controls Fire Protection

Ryan Zeman, Sonshine Commercial Cleaning

Sean Turner, Turner Property Services Group

Miles McCollum & Jason Lakes.

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**Bryan Woods & Forest Harshbarger**,

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### **CareWorks**

Ohio Managed Care

#### **MEMBER PROGRAMS**

Group Rating

- Nearly 100,000 Ohio employers are currently participating in group rating CareWorks Comp is the only group rating program endorsed by the Building Owners & Managers Association of Ohio
- On average, for every dollar spent on fees, clients saved \$11.00 in premium, a 1000% return on investment

#### **Group Retrospective Rating**

- Rebates are based on the results of employer's workplace safety and cost control efforts
- CareWorks Comp has created two tiers with different projected savings levels for each industry group
- CareWorks Comp group retrospective programs have returned \$335 million in premium refunds

**Umemployment Compensation** 

 CareWorks Comp's comprehensive unemployment compensation program delivers unique, customized solutions to help employers reduce and control

For more information. please contact Julia Bowling, Program Manager at CareWorks Comp. Julia can be reached at (513) 218-4062 or Julia. bowling@careworkscomp.com.

### **TAILGATE MEMBERSHIP LUNCHEON**

In May of this year Dayton BOMA members gathered outdoors for a tailgate luncheon in the parking lot of the Presidential Banquet Center. What a great way to reconnect after spending the previous few months working from home.









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### **100 YEAR ANNIVERSARY CELEBRATION!**

Present and past members gathered in July on the patio at Walnut Grove Country Club, to celebrate Dayton BOMA's 100 Year Anniversary.

A special THANK YOU to Culmen Real Estate Services, Houser Asphalt and Concrete, Modern Entrance Systems and Securitas Security for sponsoring the event.





### CYBER-RISK. IS IT PART OF YOUR EMERGENCY PLAN?



COVID-19 brought a new meaning to "emergency planning" and all of us continue to navigate these uncharted waters. And while most of society is adjusting to the "new normal," studies report there is another challenge many are not prepared for – the dramatic increase in cyber-attacks.

In an attempt to protect workers, consumers, and students from COVID exposure, organizations are moving a substantial amount of their operations on-line. This has given malicious hackers new opportunities to wreak havoc on a broader base of individuals and organizations due to inadequate protection and lack of cyber-security training. Recent reports suggest as many as 40% of cyber-attacks are against small businesses with average losses exceeding \$188,000. Attacks on small organizations have been found to provide a direct link to larger

organizations in the supply chain which leads to thousands being exposed.

Consider conducting training specifically addressing potential cyber threats. Ensure staff remain diligent

in safeguarding passwords and use extreme caution when opening emails and attachments.

Finally, talk to your insurance agent about cyber-security coverage. While many general liability plans have some type of cyber coverage included, it is rarely adequate. Work with your broker to carefully assess your risk and discuss options available.

"Be the CHANGE you wish to see in the WORLD" - Gandhi



# BOMA INTERNATIONAL, YARDI AND BRIGHTLINE STRATEGIES ANNOUNCE RESEARCH PARTNERSHIP TO CONDUCT COMMERCIAL REAL ESTATE COVID-19 IMPACT STUDIES

National Research Series to Assess Financial and Operational Risks Resulting from the Coronavirus Crisis; Forecast Implications on Market and Commercial Portfolio Performance; and Provide Actionable Intelligence on Key Workplace Decision-Points and Pathways to Maximize Asset Resiliency

The Building Owners and Managers Association (BOMA) International, Yardi and Brightline Strategies announced today a strategic partnership to field three, nationwide commercial real estate COVID-19 impact studies. The rolling research program is designed to assess the latest in tenant decision-maker sentiments relating to COVID-19, as well as its impacts on their businesses and attitudes towards the physical work environment. The findings will demonstrate how such perceptions and beliefs affect real estate decisions going forward and their implications on perceived value of office space and utilization, relocation and renewal likelihoods, rent premiums, future vacancy rates, portfolio risk exposure, and return-towork positioning, programming and practices. The goal is to provide real estate investors, owners and operators predictive models on market and portfolio resiliency over the next six to 24 months based on the dynamics shown to affect the performance of commercial assets both positively and negatively.

"COVID-19 is potentially the largest disruptive force facing the commercial real estate industry and its tenancy in our lifetimes," said Henry H. Chamberlain, APR, FASAE, CAE, president and COO of BOMA International. "The opportunity to gain timely insights into space considerations and planning from a wide swath of tenant decision-makers and influencers will be of tremendous value to BOMA members and the broader commercial real estate industry."

Building on a Mid-Atlantic COVID-19 impact study fielded by Brightline in April-May 2020 (download the key findings presentation https:// brightlinestrategies.com/covid), the three upcoming studies will be conducted among space decisionmakers and office influencers/users with more than 2,500 respondents targeted for each. The new study was developed collaboratively between the partnered organizations with input from several national and regional commercial real estate owners and operators. With access to tenant insights provided by BOMA members, Brightline clients and Yardi customers, as well as other proprietary recruitment methodologies and list sources, the studies will include a representative, nationwide sample of tenants stratified by market/location, industry, stage of growth, number of employees, office size, rent rate, renewal date, asset class/type and other key demographic characteristics and psychographic attributes.

Underwritten through a grant from Yardi, the first study will begin fielding in August 2020 and is expected to close by month's end. The second study will be conducted in mid-Q4 2020, with the third and final survey in the series tentatively scheduled to run in February 2021.

"This research will provide deep customer insight for property owners, and hopefully spur innovation like improving COVID-related building health to accelerate reopening," said Robert Teel, Vice President, Global Solutions at Yardi. "In most times of rapid change, opportunities for growth also tend to follow the first steps of recovery. We feel this series of surveys could potentially highlight new initiatives and investment opportunities throughout the year."

Once complete, each study will provide industry stakeholders key insights around the financial and operational risks resulting from the coronavirus crisis, reprioritization of experiential and environmental programming based on recent shifts in tenant wants, needs and expectations,

and tactical guidance to maximize portfolio resiliency going forward.

"Fielding a series of studies in partnership with organizations like BOMA International, Yardi and leading real estate firms across the United States will provide unprecedented insights and transparency as to the effects of COVID-19 on commercial real estate portfolios and the tenants who occupy them," said Michael Broder, president and CEO of Brightline Strategies. "These studies not only identify the critical factors impacting future occupancy but also provide the data to model likely outcomes across markets, in a specific portfolio and/or asset, or on a tenant segmentation basis. We look forward to sharing these important insights in the near term."

BOMA International, Yardi and Brightline will be releasing the results from the first study in September 2020. For those interested in having their portfolios included in the studies, please email participation inquiries to covidstudy@brightinestrategies.com.

For information on study progress, release date and upcoming webinars, please visit www.brightlinestrategies.com/covid.html.

### About YARDI

Yardi® develops and supports industry-leading investment and property management software for all types and sizes of real estate companies. Established in 1984, Yardi is based in Santa Barbara, Calif., and serves clients worldwide. For more information on how Yardi is Energized for Tomorrow, visit yardi.com.

### **About Brightline Strategies**

For more than 20 years, Brightline Strategies has been dedicated to providing their clients with the actionable intelligence to shape their development, marketing and management strategies; mitigate risk; drive demand, preference and premiums; expand portfolios across markets and borders; and maximize asset value across the ownership lifecycle. For more information, visit www.brightlinestrategies.com.

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- Offers recognition early in your career and increases your value to your company and the industry
- Signals to employers you have the potential to advance and grow in your career and can navigate the fast-changing world of commercial real estate
- Boosts confidence by validating your knowledge of fundamental commercial real estate operations and management principles
- May increase your chances for promotion and/or additional responsibilities and opportunities

For more information go www.boma.org/BOMA/Education-Events/CMCP

#### **Just Announced!**

The BOMA Foundation has created a new scholarship to fund individuals pursuing the CMCP certification. Up to eight scholarships will be awarded per quarter. Applicants may use the scholarship to cover either the CMCP application/exam fee or the CMCP Exam Prep Course. To learn more and apply, go to www.boma.org/Foundation.

# BOMA INTERNATIONAL'S CORONAVIRUS RESOURCE CENTER

BOMA International continues to monitor the latest COVID-19 developments, and resources are being posted regularly to www.boma.org/coronavirus. These resources include webinar recordings, relevant articles and links to helpful documents, websites and expert analysis.

Members should refer to the **CDC** and **World Health Organization** (WHO) for up-to-the minute updates and best practices.



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