

DAYTON BOMA

BUILDING OWNERS & MANAGERS ASSOCIATION

FROM THE PRESIDENT

MAY 2023



By Sean Turner
President
Dayton BOMA

Happy Spring! At the time of my writing this article it feels much more like late winter, but warmer weather should be around the corner shortly. A recurring theme in many of my president's articles centers around getting the most value out of your Dayton BOMA membership. This can be accomplished through attendance at events, joining the Board of Directors or involvement on a committee. I mention maximizing your membership value again, because with warmer weather often comes more opportunities for involvement.

This year will be the 38th anniversary of our annual golf outing. We are fortunate again this year, as we have been for many years, to be able to host this event at Walnut Grove Country Club. I recently read in the Dayton Business Journal that Walnut Grove was top ranked in both slope rating (course difficulty) and membership. Our golf outing is a great opportunity to get involved. But you might be asking yourself, "But what if I don't play golf?" We would welcome your participation on the committee itself or volunteering the day of the event. There are also sponsorship opportunities to promote your business where you would have a captive audience that passes by your booth at your designated golf hole. Of course, you could have a great time golfing and networking as well.

Another benefit to your membership

in BOMA is the industry related advocacy that is accomplished on the national and local level. A majority of the BOMA Winter Business Meeting Conferences I've attended, focus specifically on commercial real estate advocacy. These topics on the national level range from tax credits that are proposed to spur development, to taxation that may be viewed to hinder commercial real estate growth. On the local level, we participate with the other BOMA Ohio associations in our annual BOMA Ohio Day at the Statehouse. We work together to establish talking points important to our membership, which might include workforce development, carbon reduction, and green energy loans. Additionally, we highlight who BOMA is and the economic impact we have in Ohio. This year's BOMA Ohio Day at the Statehouse was held on Wednesday, May 10th. If you weren't able to join Nancy and I, along with the other BOMA Ohio locals, we will be providing an update on our interactions with our State Representatives and Senators, soon.

In closing, I again encourage you to get involved to maximize your membership value. If you are actively involved, thank you. I would encourage you to make an effort to personally invite a member or potential member to one of our events. If you haven't been involved much, you are missing out on some great experiences – membership luncheons with engaging speakers, after-hour networking events, breakfast with educational topics, etc. Please reach out to Nancy or I, or another member to see how you can get involved. Thanks!.

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.

May 16th – Dayton BOMA membership luncheon to be held at the Presidential Banquet Center in Kettering. Our speaker this month is Julianne Dunn, Senior Regional Officer of the Federal Reserve Bank – Cincinnati Branch.

May 17th – After Hours Event to be held from 5-7pm at Wheat Penny, located at 515 Wayne Avenue. Bob Denny, Mike Butcher and Modern Entrance Systems will be our sponsors for this event.

June 13th – Our membership luncheon this month will be held at The Dayton Foodbank, located at 56 Armor Place. We'll enjoy pizza for lunch while listening to an update on their services. Afterwards we'll volunteer our time. If possible, please plan to stay until 1:30.

July 24th – Dayton BOMA 38th Annual Golf Outing to be held at Walnut Grove Country Club. 9am shotgun start.

OUR VISION

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



DAYTON BOMA BOARD

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BOMA'S DECARBONIZATION SYMPOSIUM FOSTERS PRODUCTIVE DISCUSSIONS

International thought leaders across Commercial Real Estate gathered in Washington D.C. in March. BOMA International's Public Policy Symposium on Decarbonization was the impetus for this gathering. From advice on hiring sustainability consultants to code compliance, some of the most pertinent industry issues were brought to the table.

"BOMA International has always been a leader in decarbonization issues, it is something we have talked about behind the scenes, now we're bringing it out to the public," said Manny Moreno, Vice Chair of BOMA International. "I think that's important for us to publicize it, to let our members and other people know what we're working on, how important it is to us and to our industry."

The Symposium did just that. Bringing in a variety of collaborators to help make these issues public was clearly top of mind. Members of the GSA (General Services Administration) discussed their agency's efforts in the built environment and how collaboration can increase the effectiveness of decarbonization efforts. Additionally, Energy Star was represented by Mike Zatz, whose panel was centered on explaining new tools Energy Star is providing to aid decarbonization of buildings.

"Raise your hand if you know how to solve the issue of decarbonization," asked Bala Gnanam, Vice President of Sustainability, Advocacy, and Stakeholder Relations at BOMA Canada, after a brief moment of silence and no raised hands, Gnanam's point had been made. Everyone in that room was there to discuss and learn, not to provide their quick fix to decarbonization. This theme rang true throughout the whole day, panelists were just as eager to discuss strategies and challenges as the attendees were. Gnanam's panel was titled "International Decarbonization Strategies" and was one of ten sessions that took place on March 14th. It was an open forum for discussion, like most other panels, comprised of half presentation/prepared remarks and half open dialogue about challenges attendees faced in their everyday building operations.

When asked about the Symposium, Randal Froebelius, Chair of BOMA International, mentioned how important the international aspect was. "On a global basis, initiatives like BOMA BEST, where BOMA under its broad umbrella can work together and bring countries together is fantastic, and we need more of that. Talking today about government incentive programs, interest free loans around energy free production, it is something that we can mirror across borders."

A large topic of discussion was the fast-approaching goal of net zero cities, and in turn, net zero buildings. For some property owners and managers, regulations are stricter than they can manage. Many cities across North America are aiming for net zero by 2050. Buildings are no small part of the push for net zero. According to a JLL report, on average, buildings account for 60% of a city's emissions. This means those that own and operate in the built environment must understand effective methods of making new construction net zero and moving existing buildings in the right direction.

A massive part of hitting these lofty net zero goals is finding the right benchmarking tools and portfolio managers, and speakers at the event understood this. One such example would be the Energy Star Portfolio Manager which enables owners and managers to input building data and visualize where they stand in relation to sustainability benchmarks. Another hub for resources on decarbonization is BOMA International's Carbon Reduction Challenge. This site synthesizes industry resources into a one-stop shop for all things decarbonization.

The Public Policy Symposium showed that decarbonization efforts are being taken seriously across the industry. If one thing was made clear, it is that the Commercial Real Estate industry is full of people who are ready to share their knowledge. Best practices were and continue to be willingly shared across the board. As Gnanam made clear, no one has the easy answer to solving the challenges facing the industry, but events like this that bring like-minded individuals together to tackle these issues head on continue to be productive.

OUR MISSION

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



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.



AFTER HOURS NETWORKING EVENTS

We'd like to thank Cole Higgins and Perfection Group for sponsoring our after hours event in February held at Jimmie's Ladder 11 on Brown Street. We'd also like to thank Jim Houpt and Merchants Security for sponsoring our April event held at Lock 27 downtown.

If you weren't able to join us at either event, be sure to mark your calendar for our next After Hours Event to be held on Wednesday, May 17th from 5-7pm at Wheat Penny on Wayne Avenue. Bob Denny, Mike Butcher and Modern Entrance Systems will be our sponsors. What great time to get to know other Dayton BOMA members.

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



PRINCIPAL MEMBER OF THE YEAR

Congratulations goes out to Jennifer Blair, COO with Huber Management Corp. as winner of our 2022 Principal Member of the Year award. Jennifer has been an active Dayton BOMA member since she joined us in 2016. She has served on the BOMA Board of Directors for the past four years and has been very successful in securing sponsors for our golf outing over the past two to three years. Jennifer is currently our Vice President and heads up our Membership Committee. Please join us in congratulating Jennifer Blair as our 2022 Principal Member of the Year.



GOLF FACTS

- At an estimated 12,500 to 1, the odds of achieving a hole in one are greater than being hit by a car.
- It is reported that on average, 300 million golf balls are lost each year in the United States of America alone.
- The average handicap for men in the US is 14.2
- The average female handicap amongst US golfers is 27.5.
- The USA has a lower average handicap for men than the UK (16) and Australia (16.9).
- The world's longest hole is nearly 1,000 yards long.
- The youngest golfer ever to record a hole in one was just five years of age.
- According to the Guinness World Record, the longest golf drive ever recorded is 515 yards.
- At the end of 2022, there were no fewer than 16,000 golf courses in operation across the United States of America.
- Florida is home to more golf courses than any other US state. There are currently just over 1,100 golf courses in operation in the Sunshine state.
- Michigan is the US state with the highest number of publicly available, daily-fee, golf courses. There are over 500.
- Augusta National in Atlanta, Georgia, has hosted more major golf championships than any other US course, hosting 76 majors.
- The Oakmont Country Club in Pennsylvania has hosted more US Opens than any other course, hosting the prestigious event on nine occasions between 1927 and 2016.

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BOMA INTERNATIONAL ENDORSES BIPARTISAN HOUSE BILL (H.R. 1491) SUPPORTING SMALL BUSINESS ENERGY EFFICIENT IMPROVEMENTS

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.

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 Randal Frobelius, BOMA Fellow, P. Eng, Founder and President, Equity ICI Real Estate Services, Inc. "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



Courtney Meyer recently started as an Existing Installation Account Manager with Schindler Elevator in March, overseeing clientele in the Greater Dayton area. Courtney has been with Schindler for a little over a year and a half, beginning her career as an Inside Sales Intern in Toledo. Courtney has spent the first two months as an account manager learning the role and meeting her customers.

Courtney is originally from Dayton and studied Professional Sales and Marketing at The University of Toledo. Upon graduation in December of 2023, Courtney was eager to pursue her interest and passion for sales in her hometown.

MEMBER HIGHLIGHT



Brad Lockhart is Vice-President of Sales for Innergreen. He has been with Innergreen for 10 years and in the interior plant industry for 39 years. Innergreen provides distinctive indoor plant designs with decorative containers and maintenance service. They also provide unique exterior plantings and festive holiday decorations to hundreds of businesses throughout Dayton, Greater Cincinnati, Northern Kentucky and Columbus.

Brad is married to his wife, Julie and they have two grown children. He serves as Secretary of The Mariemont Architectural Review Board and is a member of the Park Board. He currently coaches girl's basketball and also has coached youth and high school sports for over 40 years. Brad enjoys gardening, traveling, hiking, and running.

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.

2023 Quarterly Deadlines

- **Q2 Applicant Deadline – July 31st**
- **Q3 Applicant Deadline – Sept. 30th**
- **Q4 Applicant Deadline – February 8th**

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.

TOP 10 COMPANIES WITH THE MOST BOMA 360 BUILDINGS

These companies are leading the way with the most building designations and renewals in the program:

1. LBA Realty
2. The RMR Group
3. Brookfield Properties
4. Cushman & Wakefield
5. Piedmont Office Management
6. Cousins Properties
7. Howard Hughes Management Services Company
8. CBRE (tie)
8. SL Green Realty Corp. (tie)
8. JLL (tie)
9. JBG SMITH
10. Boston Properties

*As of June 1, 2022

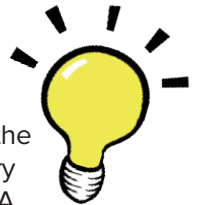
Learn more at recognition@boma.org.

BOMA INTERNATIONAL WEBINARS

BOMA International's pre-recorded Webinars are available to purchase and view at your convenience. All you need is a computer and the internet. Visit our webinar portal at learn.boma.org to browse the webinars available on-demand. Topics include:

- Legislative issues impacting CRE
- Building Operations and Management
- Finance/Asset Management
- Industrial Property Management
- Medical Office Buildings and Healthcare Facilities
- Tenant Relations and Retention
- BEEP® Webinar Series
- BOMA 2017 Office Standard Webinar Series
- Tutorials on BOMA International programs (BOMA 360, EER, TOBY Awards)

BOMA International webinars qualify for continuing professional development credit for the renewal of these industry designations: CMCP, RPA, FMA, SMA, SMT, CPM, CCM and ARM. Certain webinars are also approved for renewal of the Building Operator Certificate (BOC) and the BEEP Webinar Series is approved for GBCI Continuing Education for LEED credential maintenance. The BOMA 2017 Office Standard Webinar Series is approved for American Institute of Architects (AIA) Learning Unit Hours.



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BOMA 2023

INTERNATIONAL CONFERENCE & EXPO
Presented by BOMA International and BUILDINGS

JUNE 24-27 | KANSAS CITY

Commercial real estate isn't slowing down — and staying relevant means staying ahead of the changes on the horizon. Only the BOMA International Conference & Expo helps you keep up on the things that matter, from groundbreaking building technologies to new occupant expectations, the next phase of hybrid work environments to promising decarbonization efforts. The BOMA International Conference & Expo is once-a-year opportunity to prepare for changes ahead—changes that impact your properties and your ability to remain competitive in the market.

Gain an Unbeatable Edge

You may have heard terms like “sustainability” and “flexible spaces” for a while now, but what those ideas look like in practice today is very different from a year ago—and the industry will continue to transform, on all fronts. The 2023 BOMA International Conference delivers the insights and skill-building opportunities that property professionals need to not just keep up but stay on the cutting edge. You'll be able to explore topics relevant to your goals (for your property and your career) with more than 40 education sessions presented by forward thinking experts, get reinvigorated for the road ahead with special keynotes and learn from your peers at networking events.

Sunday Opening Keynote

The world is fast moving and full of uncertainty. No situation demonstrates this like the battlefield, which is why the US military developed VUCA, a framework for understanding—and defeating—chaos. VUCA, representing Volatility, Uncertainty, Complexity, and Ambiguity, helps leaders define the challenges they confront and how best to conquer them. Combat veteran, author, and Co-Founder and Executive Chairman of Team Rubicon, Jake Wood will share how Vision, Understanding, Clarity and Agility interact to help teams thrive in chaos, whether in the boardroom or in

the marketplace. Wood's experience as a Marine Sniper in Iraq and Afghanistan, as well as an entrepreneur who has built the fastest growing disaster response organization in America, provide him with compelling real-life stories to draw upon to help demonstrate the key lessons of conquering chaos.

Jake Wood, Founder and CEO, recently founded Groundswell, a revolutionary venture-backed financial technology company that is looking to disrupt philanthropy and employee compensation by making personal charitable foundations as common as 401(k)s. Wood is also founder and Executive Chairman of Team Rubicon—the fastest growing and most innovative disaster response organization in the world. Since 2010, Team Rubicon has grown to over 150,000 volunteers and responded to nearly 1,000 crises around the world and the United States. Under Wood's leadership, Team Rubicon developed a reputation for its corporate culture, and was named one of the top nonprofits to work for in America five times.

Prior to Team Rubicon, Wood served as a Marine Corps scout-sniper with combat tours in Iraq and Afghanistan and was a varsity football player for the Wisconsin Badgers. He is the author of *Once a Warrior*, a memoir detailing his time at war and disaster zones around the world that legendary journalist Tom Brokaw said was “the book America needs right now.”

Education Tracks and CE Credits

BOMA has always been the most reliable source of information for commercial real estate professionals. BOMA's educational sessions distill today's most timely issues and relevant topics with a special emphasis on the evolving workplace, workforce development and emerging technologies. Dive into sessions that illuminate the latest trends, forecast the market and provide the technical and tactical knowledge you need to maximize your career.

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.

Registration is Now Open

All attendees should login to their BOMA International account by going to www.boma.org. If you are not a BOMA member or do not have an account, click “Create a new account” on the ‘Sign In’ screen. If you need to pay by check, please go to <https://www.bomaconvention.org> and download the registration form. Be sure to complete the registration form and mail it with your check.

BOMA INTERNATIONAL'S 2023 MOB CONFERENCE PACKED AND PRODUCTIVE

April 28, 2023 - Alex Miller

With a record high of over 1,600 attendees, the 2023 Medical Office Buildings + Healthcare Real Estate Conference in Chicago was a great success. Three days of speakers, networking, and education sessions provided attendees with the chance to learn from each other and from industry leaders. In a rapidly changing healthcare real estate field, these discussions continue to be extremely valuable.

This year's educational track was focused on a range of pertinent topics; operations, leasing, design, regulatory issues and structuring deals. All of this education enabled attendees to better understand how they grow and evolve their services.

In terms of conference growth, BOMA leadership is impressed. "Our MOB conference continues to grow year over year, and I'm proud that it has become the gold standard for the industry" said BOMA International Chair Randal Froebelius, "Not only does the conference facilitate important discussions that steer the future of healthcare real estate, but it also provides an important opportunity for our community to build its network and enhance relationships."

One of the clear advantages of participating in the MOB conference is that it allows attendees to network, but also to land and close new business deals.

Incoming BOMA International Chair and BOMA/Chicago Member, Bob Six said "Chicago has been and continues to be at the forefront of medical innovation and I'm proud to see the record-breaking turnout for BOMA's MOB Conference in Chicago. The discussions these past two days point to a brilliant future for medical office buildings and healthcare real estate." According to research from 42floors, Chicago ranks 4th in the US for medical office square footage.

The conference's keynote speakers were all full of powerful insights. On Wednesday, attendees heard from Vanderbilt Professor Larry Van Horn, an expert in business, health policy, and academia. His insight on the shifts of healthcare and insurance operations was exactly the kind of knowledge that helps MOB attendees adapt to a changing industry.

One of Thursday's Keynote speakers, Alice Zhang of Verge Genomics, spoke about the impact of technology, especially AI, on the field. Her company foregoes the traditional route of animal testing and utilizes technology to safely and accurately get data from humans. Zhang dove into how AI and machine learning are being leveraged to innovate and create safer drugs. The future of medical innovation requires humans and AI working in sync to best care for patients and their needs. Finally, the luncheon keynote from CBS News' Scott Pelley offered a unique perspective on current events. Pelley's speech recalled his experiences in Syria, Ukraine, and during 9/11. The main theme being the importance of clear and concise communication during times of crisis and even war.

The 2023 MOB Conference continued to show growth and productive discussions, and the team at BOMA International hopes to see you next year in Orlando!

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.



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THE HISTORY OF AMERICA'S INDEPENDENCE DAY

"Taxation without representation!" was the battle cry in America's 13 Colonies, which were forced to pay taxes to England's King George III despite having no representation in the British Parliament. As dissatisfaction grew, British troops were sent in to quell the early movement toward rebellion. Repeated attempts by the Colonists to resolve the crisis without military conflict proved fruitless.

On June 11, 1776, the Colonies' Second Continental Congress met in Philadelphia and formed a committee whose express purpose was drafting a document that would formally sever their ties with Great Britain. The committee included Thomas Jefferson, Benjamin Franklin, John Adams, Roger Sherman and Robert R. Livingston. Jefferson, who was considered the strongest and most eloquent writer, crafted the original draft document (as seen above). A total of 86 changes were made to his draft and the Continental Congress officially adopted the final version on July 4, 1776.

The following day, copies of the Declaration of Independence were distributed, and on July 6, *The Pennsylvania Evening Post* became the first newspaper to print the extraordinary document. The Declaration of Independence has since become our nation's most cherished symbol of liberty.

On July 8, 1776, the first public readings of the Declaration were held in Philadelphia's Independence Square to the ringing of bells and band music. One year later, on July 4, 1777, Philadelphia marked Independence Day by adjourning Congress and celebrating with bonfires, bells and fireworks.



38th Dayton BOMA Annual Golf Outing

Save the Date!

Monday, July 24, 2023
Walnut Grove Country Club
9a.m. Shotgun Start

A golf ball with the Dayton BOMA logo on a tee, set against a background of a green golf course under a blue sky with clouds.

BWC MANAGED CARE

Workers' compensation premiums are a significant overhead expense for employers. Navigating the claim process can also be complicated and frustrating for both the employer and an injured employee. But both are controllable, and your Managed Care Organization (MCO) is a key partner in achieving success with your workers' compensation program.

The Building Owners and Managers Association endorses Sedgwick Managed Care Ohio for our members, and here are the two most important reasons why we encourage members to select Sedgwick MCO:

Results – the data is clear

- Claims managed by Sedgwick MCO incur 10.9% fewer lost days per claim than claims managed by other MCOs.¹ Fewer lost workdays translates to less costly claims and fewer staffing problems to solve.
- Sedgwick MCO reduced medical costs for their clients by an additional 17.2% below BWC fee schedule in 2022.² All MCOs reduce medical bills to the BWC standard fee schedule, but this additional Sedgwick reduction enhances premium savings and discount options.

Service – making things simple

- Workers' compensation claims can become complex. Sedgwick MCO works closely with their client employers and with the injured employee to navigate the BWC system and the medical treatment process until the claim is resolved.

Now is the time to make a MCO selection. If you are already enrolled with Sedgwick Managed Care Ohio, no action is required. But if you are interested in improving and simplifying your workers' compensation program, we encourage you to take this opportunity to engage Sedgwick MCO. Click Here to enroll and learn more about the value of partnering with Sedgwick MCO's managed care team. You can also contact Sedgwick MCO by email at ClientServices@Sedgwickmco.com or by phone at 888-627-7586.

1 BWC Public Data 22-05025, 2021-2022 claims as of 12/13/2022

2 Sedgwick MCO Billing Data, Bills processed in 2022

BOMA INTERNATIONAL EARNS 2023 ENERGY STAR® PARTNER OF THE YEAR AWARD

The Building Owners and Management Association (BOMA) International is proud to announce that it has received the 2023 ENERGY STAR Partner of the Year Award from the U.S. Environmental Protection Agency and the U.S. Department of Energy.

In response to this recognition, BOMA International's VP of Advocacy and Codes Don Davis said "ENERGY STAR continues to be an incredible partner for all the built environment and has a wealth of resources for measuring building performance. A large part of this win is due to our groundbreaking Carbon Reduction Initiative, launched this past year. Thanks to our colleagues at ENERGY STAR for the honor."

Each year, the ENERGY STAR program honors a select group of businesses and organizations that have made outstanding contributions in the transition to a clean energy economy. ENERGY STAR award winners lead their industries in the production, sale, and adoption of energy-efficient products, homes, buildings, services, and strategies. These efforts are essential to protecting public health and creating a clean energy future for everyone.

Winners are selected from a network of thousands of ENERGY STAR partners. For a complete list of 2023 winners and more information about ENERGY STAR's awards program, visit <http://www.energystar.gov/awardwinners>.

About ENERGY STAR
ENERGY STAR® is the government-backed symbol for energy efficiency, providing simple, credible, and unbiased information that consumers and businesses rely on to make well-informed decisions. Thousands of industrial, commercial, utility, state, and local organizations rely on their partnership with the U.S. Environmental Protection Agency (EPA) to deliver cost-saving energy efficiency solutions. Since 1992, ENERGY STAR and its partners helped American families and businesses avoid more than \$500 billion in energy costs and achieve more than 4 billion metric tons of greenhouse gas reductions. More background information about ENERGY STAR's impacts can be found at <http://www.energystar.gov/impacts>.

DID YOU KNOW?

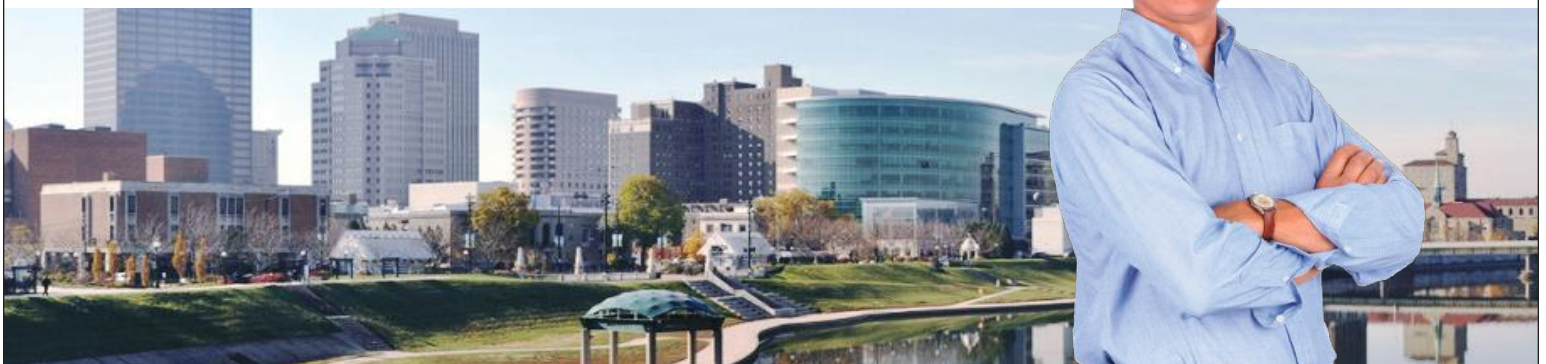
On May 18, 2012, Facebook, the world's largest social network, held its initial public offering (IPO) and raised \$16 billion, which gave the company a \$104 billion market value. At the time, Facebook's IPO was the third largest in U.S. history, behind Visa and General Motors, and the largest technology IPO.

Facebook was founded by Mark Zuckerberg in February 2004, when he was a sophomore studying psychology at Harvard University. When it started, the site was only for Harvard students, but it soon opened up to other U.S. colleges and universities.

In June 2004, Zuckerberg moved Facebook to Palo Alto, California. By the end of the year, several Silicon Valley entrepreneurs had invested in the business, and it had almost one million registered users.

In 2005, Facebook spread to U.S. high schools and foreign schools, and the following year, anyone who was at least thirteen years old was allowed to sign up. By May 2012, Facebook had grown to nine hundred million registered users.

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MAKE A PLAN

Make a plan today. Your family may not be together if a disaster strikes, so it is important to know which types of disasters could affect your area. Know how you'll contact one another and reconnect if separated. Establish a family meeting place that's familiar and easy to find.

Step 1: Put a plan together by discussing the questions below with your family, friends or household to start your emergency plan.

1. How will I receive emergency alerts and warnings?
2. What is my shelter plan?
3. What is my evacuation route?
4. What is my family/household communication plan?
5. Do I need to update my emergency preparedness kit?
6. Check with the Centers for Disease Control (CDC) and update my emergency plans due to Coronavirus.
 - Get masks (for everyone over 2 years old), disinfectants, and check my sheltering plan.

Step 2: Consider specific needs in your household.

As you prepare your plan tailor your plans and supplies to your specific daily living needs and responsibilities. Discuss your needs and responsibilities and how people in the net-

work can assist each other with communication, care of children, business, pets or specific needs like operating medical equipment. Create your own personal network for specific areas where you need assistance. Keep in mind some these factors when developing your plan:

- Different ages of members within your household
- Responsibilities for assisting others
- Locations frequented
- Dietary needs
- Medical needs including prescriptions and equipment
- Disabilities or access and functional needs including devices and equipment
- Languages spoken
- Cultural and religious considerations
- Pets or service animals
- Households with school-aged children

Step 3: Fill out a Family Emergency Plan

Download and fill out a family emergency plan (www.ready.gov/plan) or use it as a guide to create your own.

Step 4: Practice your plan with your family/household

SPRING SAFETY

Here we are in 2023 and the first day of spring has come and gone. This is a great time for us all to leave the cold weather behind and look forward to warmer weather. The hazards we face in the winter may be different than the hazards we face in the spring. If your employees are working outside this spring, they should be made aware of those dangers. Below is a list of work your employees may be performing outdoors, the hazards they may face, and tips on staying safe.

Outdoor power equipment

1. Be sure to wear gloves, safety goggles/glasses, sturdy shoes, pants, and any other necessary PPE.
2. Follow all the manufacturer's operation and safety guidelines and do not take short cuts. The guidelines are designed for your safety.
3. Perform a maintenance tune up on your equipment such as oil/fuel change, sparkplug, filter, etc.
4. Ensure your blades on equipment are kept sharp as this will make the job easier and lower the chances of getting injured.
5. Remember to protect your hearing. Outdoor power equipment can damage your hearing.

Working at heights

1. When using a ladder, inspect it for damage and be sure to use the right ladder for the job.
2. Extension ladders should extend at least 3 feet above the working platform or roof.
3. Always maintain a three-point contact and if you need to carry tools, use a tool belt.

4. Scaffolding must be built per the manufacturer's specifications and by a competent person.
5. Use the appropriate fall protection when working at heights.
6. When removing material from the back of a truck, ensure the truck bed is organized to eliminate any trip hazards.

Outdoor hazards

1. Reduce the risk of sunburn and skin cancer by wearing long sleeves, a wide-brimmed hat and sunshades. Use sunscreen with an SPF of 15 or higher.
2. Be sure to wear insect repellent to prevent insect bites.
3. When using chemicals, be sure to follow the manufacturer's recommendations. Heed all safety warnings!!!
4. Keep an eye on the thermometer and take precautions if it gets too hot. Don't forget to drink water or hydrating liquids.
5. Learn the warning signs of heat-related illnesses and share them with others. These include symptoms like headache, dizziness, rapid pulse, nausea and confusion.

Working outside as the weather warms up can be beneficial, mentally and physically. The warm sun, cool breeze and new blossoms are just a few benefits. But we must remember there are some hidden hazards. Be sure to take the appropriate precautions, as this will make working outdoors safer and more enjoyable!

For more information, please contact Sedgwick's Andy Sawan at 330.819.4728 or andrew.sawan@sedgwick.com

CONTROLLING COSTS WITH THE HANDICAP REIMBURSEMENT PROGRAM

The Ohio Bureau of Workers' Compensation (BWC) offers the Handicap Reimbursement Program to potentially off-set claim costs and encourage employers to hire and retain employees with a handicapped condition. Ohio Revised Code 4123.343 recognizes 26 conditions / disabilities in which, under some circumstances, the employer may be eligible for reimbursement of partial claim costs. The handicap percentage awarded by BWC will reduce claim costs without reducing the benefits to the injured worker. The reduced claim costs can result in sizable premium reductions.

Eligibility Requirements

If an employee suffers a lost-time industrial injury/ occupational injury or death, the claim may be eligible for handicap reimbursement if it can be shown that the handicapped condition pre-existed the industrial injury or occupational disease and either caused the claim or contributed to increased costs or delay in recovery. Additionally, one of the following benefit types must have been paid in the claim:

- Temporary total compensation
- Permanent total disability
- Permanent partial-scheduled loss
- Survivor benefits
- Wages in lieu of temporary total disability

Application Filing Deadlines

Private Employers:

- If the date of injury is between Jan. 1 and June 30, the application must be filed by June 30 of the year no more than six years from the year of the date of injury or occupational disease.
- If the date of injury is between July 1 and Dec. 31, the application must be filed by June 30 of the year no more than seven years from the year of the date of the injury or occupational disease.

Public Employers:

- A public employer must file the application by Dec. 31 of the year no more than six years from the year of the date of the injury or occupational disease.

The Sedgwick cost containment team conducts reviews on claims which meet the eligibility requirements for handicap reimbursement, files the application and attends the handicap hearing on behalf of our Ohio TPA clients.

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

DID YOU KNOW?

On May 20, 1899, a bicycle patrolman in Manhattan arrested a cab driver for speeding. Jacob German, the first American ever to be arrested for this crime, drove a taxicab for the Electric Vehicle Company. When apprehended, he was motoring down Lexington Avenue at twelve miles per hour. Police booked German at the East Twenty-Second Street station house and jailed him overnight. At the time, there was no procedure for ticketing speeding drivers.



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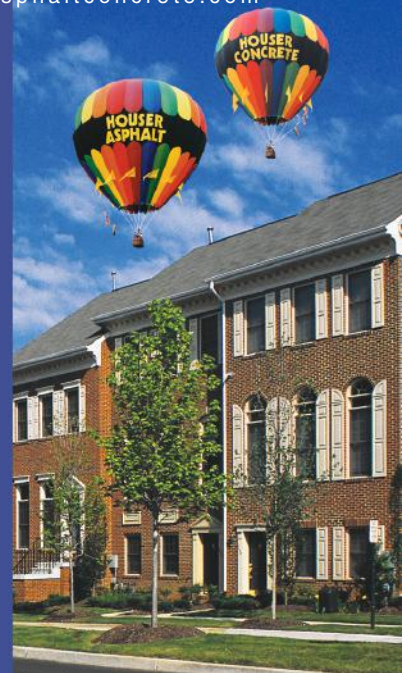
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HOW TO STAY SAFE

WHEN AN ACTIVE SHOOTER THREATENS



If you see suspicious activity, let an authority know right away.

Different places, such as your school, workplace, or house of worship may have plans in place to help you respond safely. Ask about these plans and get familiar with them. If you participate in an active shooter drill, talk with your family about what you learned and how to apply it to other locations.

When you visit a building such as a shopping mall or healthcare facility, take time to identify two nearby exits. Get in the habit of doing this.

Map out places to hide. In rooms without windows, behind solid doors with locks, under desks, or behind heavy furniture such as large filing cabinets can make good hiding places.

Sign up for active shooter, first aid, and tourniquet training. Learn how to help others by taking FEMA's You Are the Help Until Help Arrives course. Learn more at ready.gov/untill-help-arrives.



RUN. Getting away from the shooter or shooters is the top priority. Leave your things behind and run away. If safe to do so, warn others nearby. Call 911 when you are safe. Describe each shooter, their locations, and weapons.

HIDE. If you cannot get away safely, find a place to hide. Get out of the shooter's view and stay very quiet. Silence your electronic devices and make sure they won't vibrate. Lock and block doors, close blinds, and turn off the lights. Do not hide in groups—spread out along walls or hide separately to make it more difficult for the shooter. Try to communicate with police silently—such as through text messages or by putting a sign in an exterior window. Stay in place until law enforcement gives you notice that all immediate danger is clear.

FIGHT. Your last resort when you are in immediate danger is to defend yourself. Commit to your actions and act aggressively to stop the shooter. Ambushing the shooter together with makeshift weapons such as chairs, fire extinguishers, scissors, and books can distract and disarm the shooter.



Keep hands visible and empty.

Know that law enforcement's first task is to end the incident. They may have to pass injured persons along the way.

Follow law enforcement's instructions and evacuate in the direction they tell you to.

Consider seeking professional help for you and your family to cope with the long-term effects of trauma.



FEMA

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Take an Active Role in Your Safety

Go to ready.gov and search for **active shooter**. Download the **FEMA app** to get more information about preparing for an **active shooter**.