You’re Invited!

Join us the Kansas City Commercial Real Estate Expo™ on 05.08.13!

The Kansas City Chapters of BOMA, IFMA, IREM, ASHRAE and the U.S. Green Building Council invite you to participate in the 2013 Kansas City Commercial Real Estate EXPO!

In 2012, this premier expo SOLD OUT. The Kansas City Commercial Real Estate Expo included 125 vendors from across the region and attracted more than 675 guests! For 2013, the Expo will be at the Overland Park Convention Center. This new venue offers larger exhibit space and free parking (for guests and vendors). The Expo will feature another ‘Leaders in Commercial Real Estate’ forum; 2013 proves to be the perfect equation for another record-breaking year!

KEYNOTE LUNCHEON

Prior to the expo opening, Richard Greninger, BOMA International Chair-Elect, along with national representatives from ASHRAE, IFMA & the USGBC will serve as guest speakers for our keynote luncheon in an exclusive ‘Leaders in Commercial Real Estate’ forum. These prestigious industry representatives will addressing issues affecting various facets of the commercial real estate industry. Registration to attend will be required.

EXHIBITORS

Vendors have you reserved your expo booth?! Rates are $575 for BOMA/Association members. Get your booth before we are sold out! Register Here. Todd Stone, Branch Manager, True North Outdoor said, “we’ve had a booth at the Expo for many years and last year we felt like there was higher traffic, more engagement from the attendees and more decision-makers than we had expected. I talked to several other exhibitors and they said the same. Great trade show…well worth the money!” This year we are encouraging exhibitors to get involved with the ‘TUNE INTO’ the Kansas City Commercial Real Estate Expo™ theme. Show creativity & intermingle your favorite TV show in your booth display. Have a singing contest like American Idol, test SURVIVOR skills or check attendees industry knowledge in a Family Feud format. Whatever it is, have fun with the theme and ‘TUNE INTO’ the Expo this year!

ADMISSION

FREE for those involved in management, maintenance, operations, planning, contract administration, and all aspects of commercial properties and facilities.

Watch your inbox later this month for further information regarding sign-ups for the keynote luncheon, attendee registration and educational sessions!
Mission Statement
Our Mission is to actively, and responsibly, promote and represent our members interests in the commercial real estate industry through advocacy, professional development and specialized services.

2012-2013 Officers
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MC Realty Group, LLC
1st Vice President
Shelly Hickey
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GETTING TO KNOW YOUR BOARD

Kim Cohen, Cushman & Wakefield | NorthMarq

1. What is your role at Cushman & Wakefield | NorthMarq?
I am the CWNM vice president/general manager over the KC, Omaha and Springfield properties. CWNM is headquartered in Minneapolis and the majority of the properties under management are located there, however we do have offices in 34 markets outside of Minneapolis. I oversee a team that manages approximately 1.5 million square feet of office space.

2. What do you enjoy most about serving on the BOMA Board?
I have enjoyed the opportunity to get to become better acquainted with my peers that I would not otherwise have an opportunity to interact with.

3. How beneficial has your BOMA involvement been for your career in property management?
I am an avid believer in continuing to pursue education that enhances ones professional and personal interests and BOMA is a tremendous resource for helping me become a more competent and confident property manager.

4. When/how did you get into the property management career path?
Like most property managers of a certain age I got into it by accident! Right out of college I was married to a landscape architect and had moved to Tulsa, Oklahoma. There wasn’t much demand for a fashion designer in Oklahoma, so I started leasing apartments. In 2001, Don Thompson with Trammell Crow believed my multi-family experience would serve well in managing 1.5 million square feet of industrial and flex space with 150 tenants (give or take) and from there I moved on to managing office buildings.

5. What is your favorite BOMA event and/or memory?
I really enjoy the annual holiday party. It is nice to dress up a bit and visit with everyone while supporting the community.

6. Outside of your time from CWNM and BOMA, what do you enjoy doing most?
I am not sure if enjoy is the correct word to use, but lately I have become addicted to attending work out sessions at Fusion. And if time were not such a scarce commodity, I would read, knit and paint more! However, at this stage in life I relish my moments with my girls because they are growing up so quickly – so I shop a lot with my seventeen year old daughter and enjoy her choir performances and attend a lot of gymnastics meets and soccer games with my nine year old. For relaxation, my husband and I like trying new restaurants, since I don’t have time for cooking! It’s all good!

Questions for Kim? Contact her at kim.cohen@cushwakenm.com

Welcome New Member!

Stoltz Management
Edwin Blosser
Operations Manager
9110 Indian Creek Parkway
Overland Park, KS 66210
P. 913.451.5721
eblosser@stoltzusa.com
CORPORATE RIDGE II WINS LOCAL TOBY AWARD

Nestled at 18001 W. 106th Street, Olathe, Kansas, Corporate Ridge II building sits on a bluff of 7.3 acres surrounded by developing farm land with picturesque views. This three story, Class A, office building comprised of a total of 118,056 square feet, was developed by OPUS Northwest in 2007 and is currently owned by OPUS RP, LLC. OPUS has selected Cushman & Wakefield | NorthMarq to manage the property.

The building is one of six Class A office buildings in the Corporate Ridge business park. This park is still under development, and currently houses Intrust State Bank, and Healthridge Fitness Center, a state of the art fitness complex. The building is 93% occupied by six tenants. Corporate Ridge II will proceed to TOBY Regionals. They are being sponsored by:

Think of Us as Your Business Partner that Works Late Every Night

From floors to ceilings, fixtures to furniture, Jani-King provides complete cleaning services on a daily, weekly or monthly schedule. And since each customer is unique, every cleaning schedule is customized to meet your specific needs.

Jani-King franchise owners have a vested interest in the cleanliness of your building because their success is measured by your satisfaction. It’s this dedication combined with expert training and support from a local regional office that contributes to delivering results day in and day out.

BOMA Texas Hold Em’ Poker Tournament

Thursday – April 4, 2013
Time: 2:00 PM to 6:00 PM
Location: Summit Technology Campus
(777 NW Blue Parkway, Lee’s Summit MO)

DON’T WORRY IF YOU ARE NOT A POKER PLAYER – INSTRUCTIONS PROVIDED DURING PLAY!!!

For only $400 per Table, you can entertain Eight of your clients or vendors.
Your entry includes: Your Company Logo as the Center piece of your Poker Table!
Buy-in and Poker Chips for 8 Guests
Dinner
Beverages, including Beer and Wine
8 Raffle Tickets for Door Prizes

Register Online: www.BomaKC.org

Coming this spring!
The first annual BOMA Poker Tournament. We look forward to a fun-filled evening complete with poker, raffle prizes and networking.
Mark your calendar today for this exciting event.
Questions: Dwayne Martz (913)522-1709 or dm@MartzBros.com

Commercial Cleaning Services
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To learn more about Jani-King and the cleaning services we provide, simply use your Smartphone to scan the QR code on the left.
Is Your Emergency Preparedness Plan Effective for 2013 Severe Weather?

Join us for our ‘Security and Emergency Preparedness’ Seminar

Wednesday March 27 | 11:00am

UMB Bank | 4900 Main | Room 123

BOMA Members: Free; Guests $5

Lunch & Beverages Sponsored By:

In today’s fast-paced business environment, owners and managers of commercial real estate assets must be able to quickly switch gears and change their mind-set at a moment’s notice to address man-made security threats and natural disasters. Examples of man-made security threats include workplace violence, type incidents, such as shots fired (active shooter) and unauthorized visitors in the workplace. Natural disasters include, but are not limited to, severe weather emergencies, such as hurricanes, tornados, wildfires and floods. Recent natural disasters have caused countless injuries, billions of dollars in damages and have disrupted businesses on a global level. This webinar will help managers review and validate their current security and emergency preparedness programs, ensuring programs are in-line with current industry best practices. The speakers will discuss key standards widely used in the commercial real estate sector to protect assets and deliver excellent service to tenants. Lessons learned from Hurricane Sandy will also be discussed.

Panelists: Carlos Villarreal and Lanile Dalcour, ASIS International Commercial Real Estate Council

REGISTER NOW!

Earn Your RPA Designation

Why put off earning your RPA for one more year?! BOMA Kansas City will be offering Design Operations & Maintenance I, April 22-24, 2013 at a convenient South Plaza location. This course provides information property and facility managers need to manage the ongoing operation and maintenance of building systems and to maximize building efficiency and cost-effectiveness.

Key topic areas: building design and construction • life-cycle costing • construction materials • structural systems • building envelopes • roofing • interior walls, ceilings, and flooring • HVAC and plumbing systems • building system controls and automation. Don’t wait for 2014. Sign-up today!

BOMA INTERNATIONAL PASSES NEW POLICY POSITIONS ON ENERGY BENCHMARKING AND TAX REFORM

The Building Owners and Managers Association (BOMA) International passed a new policy position on tax reform, revised its existing position on energy benchmarking and reaffirmed its position in opposition of mandated luminous egress path markings during the association’s Winter Business Meeting.

New policy positions:

Energy Benchmarking and Disclosure

BOMA International supports voluntary benchmarking and encourages its members to benchmark their buildings at least annually using EPA’s ENERGY STAR® Portfolio Manager platform or other similar programs. BOMA International opposes mandates for energy benchmarking, disclosure and labeling.

BOMA International recognizes that many states and municipalities are implementing mandatory benchmarking and disclosure requirements. In recognition of such, BOMA supports the creation of a national model building energy performance program, based on the EPA ENERGY STAR Portfolio Manager platform, to avoid a patchwork of differing regulations from location to location. BOMA supports the creation of a user-friendly model that is easy to use and easy to understand and promotes knowledge of building energy performance without hindering real estate transactions. As part of any such program, utilities must be required to provide whole building benchmarking data to building owners and managers, with disclosure limited to parties directly involved in a sale, lease or financing transaction.

Tax Reform

BOMA International supports comprehensive tax reform policies that:
1. Do not penalize capital investment in commercial real estate;
2. Do not discriminate against real estate as an investment class;
3. Do not retroactively tax imbedded investments;
4. Revise depreciation schedules to more closely reflect market reality for building components;
5. Treat leasehold improvements fairly as a permanent policy—allows depreciation over no longer than a 15 year period;
6. Maintain a low tax rate on capital gains; and
7. Provide long-term certainty and stability.

During the Winter Business Meeting, BOMA International also reaffirmed its position in opposition of mandates for luminous egress path markings in existing buildings. “BOMA’s new policy positions on Energy Benchmarking and Disclosure and Tax Reform demonstrate the importance of voluntary benchmarking and comprehensive yet business-minded tax reform in the current market,” commented BOMA International Chair Joe Markling, managing director of Strategic Accounts with CBRE. “BOMA members have proven that a voluntary marketplace does promote responsible energy management. The creation of a national model building energy performance program will streamline benchmarking and access to performance data. These are important tools the industry needs to manage energy performance. On the tax side, reform that doesn’t penalize capital investment in business is crucial if we expect to pick up the pace of recovery. Without tax reform, we can expect sluggish job and business growth to continue to be the norm.”

www.boma.org
Certified Property Manager (CPM®): Earn Your Real Property Administrator (RPA®) Designation With Only 4 Courses!

Get Credit For Your CPM Experience

Have you earned your CPM within the past 7 years? If so, you are well on your way to earning your RPA designation and gaining a better understanding of how to increase the value of properties and operate facilities at peak efficiency.

To get started, complete and submit an application for Administrative Competency credit. Download the application at www.bomi.org.

98% of BOMI International graduates said that BOMI International courses have enabled themselves or their employees to be more efficient. -based on a 2012 survey

Complete 4 RPA Designation Courses

Once your application is approved, you only need to complete 4 RPA designation courses!

Courses:
- Budgeting and Accounting
- Environmental Health and Safety Issues
- The Design, Operation, and Maintenance of Building Systems, Part I
- The Design, Operation, and Maintenance of Building Systems, Part II

Courses are offered in a variety of delivery options, including Classroom, Self-Study, and Instructor-Led Online, and may be taken in the order you prefer, depending on availability. Visit our website for a comprehensive course schedule.

Waived Enrollment Fee: Add To Your Credentials Today and Save $175!

For A Limited Time Only
BOMI International is waiving the $175 enrollment fee for CPMs who apply for RPA competency credit and register for a course before June 30, 2013.

For more information, call 1.800.235.BOMI (2664).
**MO Historic Tax Credit Update**  
*March 1, 2013*

The Senate slashed the historic tax cap to $55 million with a $5 million cap on the small projects. The eight hour debate on Tuesday was designed to move a bill out of the Senate that included ‘tax credit reform’ along with some new economic development programs. During the debate, Senators Nasheed, Sifton & Walsh (St. Louis) and Senators Holsman and Curls (Kansas City) were vocal in their support of the program. They made several amendments to increase the cap but were defeated.

The opposition was led by Senators Lager, Lamping, Kraus and Chappelle-Nadal. Senator Lager introduced an amendment to reduce the cap to $50 million and $5 million cap on small project exemptions. Later, Senator Chappelle-Nadal (University City area) offered a substitute amendment to lower the cap to $45 million and it was approved. The carry-forward was reduced to two years and the carry back was eliminated.

On Thursday the Senate voted out SS/SC/SB 120 (vote 27-7) and it was sent to the House.

Action in the House related to tax credit changes was heard in the House Economic Development Committee on Thursday morning. The bill HB 698 sponsored by representative Zerr proposed the cut to historic at $120 million with a cap on small projects at $20 million. The bill included a number of cuts in several other programs. The language modifications for DED program efficiencies were not included in the bill.

Jim Farrell, lobbyist, MO Coalition for Historic Preservation and Economic Development

**BOMA International Introduces New Member Benefits Program**

Members now have FREE access to AchieveLinks® - a unique program that offers extraordinary rewards for your ordinary purchases and activities. Just like the airline frequent flyer programs, except that practically anything you purchase for your work, home or family will qualify for Links℠ rewards points which you can then redeem for thousands of items that meet your business or personal needs. Plus, your Links never expire so you can accumulate them for the reward of your dreams.

Signing up is as easy as 1-2-3:

Go to [boma.AchieveLinks.com](http://boma.AchieveLinks.com) and apply today!
Start accumulating Links with everyday purchases through hundreds of your favorite merchants.
Collect your rewards!

Plus, this program offers you the option to apply for a BOMA International branded credit card. Multiply your Links on purchases made through the program with the AchieveLinks Platinum VISA® Rewards card, and put yourself on the fast-track to getting your rewards.

For more information on this program call 1-800-MEMBERS (1-800-636-2377, 8am – 6pm EST, M-F).
Thank You for renewing your 2013 memberships!


Do you have press releases, news or events you would like to share with BOMA members? Submit your information to Katie by the 30th of the month for inclusion in the following months newsletter.