

BOMA FLORIDA: 2014 INSIGHTS



President's Message



*By Richard King, Colliers International,
BOMA FL Pres./BOMA Miami*

First thank you all for coming and supporting BOMA Orlando who took on hosting the BOMA International Annual Conference and Show. We have had a busy first half of the year, and as Lacey Willard will tell you, we had many bills to track and one or two surprises that took place in Tallahassee. Eliminating Sales Tax on Commercial Leases did not move in session, but a study is being conducted under request of the House to support revisiting the topic in 2015. Out of approximately 1638 bills, 266 had potential to impact Commercial Real Estate. Thank you to all the committees and subcommittees who helped with position papers and tracking the bills.

Moving forward, we need to look out of the box and make BOMA Florida stronger; we need to increase membership; and we need to show the value of belonging to BOMA Florida. To each local, if a firm has not yet supported their Property Managers joining BOMA, we are committed to presenting the compelling story of BOMA's benefit to their company, properties, and managers. Call me to find out more.

As the year comes to an end I take pride in all the talented and knowledgeable people we have throughout the state. We are earning branding in Tallahassee, and legislators are actively seeking BOMA out for our opinions and support. My personal thanks to all the committees and members who took time out of their busy schedules to help track bills, write position papers, and support Government Affairs. Big thank you to our interns who were our boots on the ground in Tally and attended meetings on the bills we were tracking.

This is my last year as your President, and I am proud of what we have done in the past two years, and I am grateful for your support. I like to thank Colliers International for their support, Lacey Willard for her counsel, Chris Rotolo for keeping us honest, Rick Beaver for keeping us in the money, Lynn Vilmar for her experience, and Melanie Schrul for keeping us all in line.

Government Affairs Welcome



*DK Mink,
Mink & Assoc.
BOMA
FTL/PB;
FLGA Co-
Chair*



*Lacey Willard,
CBRE
BOMA Tampa;
FL VP/GA Co-
Chair; Int'l
Exec. Comm.*

As GA Co-Chairs, we are incredibly fortunate to work closely with our industry's best on complicated political topics. We are wonderfully positioned mid-year 2014, having conferred 2 Elected Official Awards, hosted 7 Interns, nominated 2 FBC reps, elected 3 Florida-based International Executive Committee reps, progressed 5 International TOBY competitors, and of course, analyzed 266 legislative bills. Beyond the numbers, we thought we'd break out our crystal ball on some of the tough (and fun) questions we face daily as GA Co-Chairs:

- ▶ **What'll Be The Toughest '15 Issue In Florida?**
It's only a \$2B ask to phase out taxes on leases— But we are steadfast in improving competitiveness, partnering with coalitions matching BOMA's resolve.
- ▶ **What Market Fundamentals Show Promise?**
Falling unemployment is promising, offset by limping per capita incomes and minimum wage debates. Improving occupancies/rates are great, but recovery is of select markets. Capital availability is apparent, but rising interest rates loom. And policies on immigration, Affordable Care Act, and pension funds echo uncertainty—a lot to watch.
- ▶ **What Advocacy Issues Concern You?**
Every update contained herein, Plus: Tax Reform and Reporting Compliance; Executive Rule Making; Mandatory Benchmarking; ICC Electronic Voting; Weapons In The Workplace; VAB Reform; Flood Insurance; & sometimes Bird Collision Avoidance.
- ▶ **What Is Your Favorite BOMA Blooper?**
At International meetings, some people, well Southern people, say BOMR, not BOMA. So, what does the R stand for in BOMR?
- ▶ **When You Think BOMA, What Do You Think?**
It's my "best friend at work" environment: fun and productive. What I love about BOMA is every war story has an element of *Family*: embracing messy and clingy "bad wallpaper"!

'14 Florida Legislative Session

Laws Effective July 2014



By Lee Moffitt, Adams and Reese LLP
BOMA Florida Lobbyist

Again this year BOMA had a very successful Advocacy Day. Members from around the state gathered in a Committee Room to organize visits, review position papers, and hear from several legislators who were kind enough to stop by and talk about major session issues. The hard work organizing and researching the position papers and the preparation for the day was evident, and BOMA officers thanked all who were in attendance.

Later in the morning we met in the House Chamber of the Old Capitol to give BOMA's Legislator of the Year award. Richard King, BOMA's President, presented the award to Speaker of the House Will Weatherford who was pleasantly surprised to receive the award. The Speaker shared his observations about the session and answered questions from our BOMA representatives. Afterwards, the Museum Director told the rich history of the Old Capitol renovations.

During the day BOMA representatives fanned out across the Capitol complex to visit with legislators and top aides. Position papers were distributed and explained. Our BOMA advocates, who traveled great distances to attend, were well prepared and did a great job representing BOMA.

At the end of the day BOMA hosted its first Legislative Reception at the Governor's Club. Many legislators dropped by to mingle with our members, which was a great success.

During the session our issues were monitored and frequently I spoke advocating BOMA's positions on issues being considered by House and Senate. Our issue to phase out the sales tax on commercial leases did not pass this year, as other sales tax exemptions received higher priority from Governor Scott and legislative leaders. One issue BOMA has been advocating for several years did pass – giving the Florida Building Commission power to interpret questions relating to the ADA. We monitored dozens of bills of interest and gave support or criticism as needed. Over all, it was a very productive session and at the end of the day it was evident BOMA had increased its state-wide visibility and influence in the process.

Tracked bills that successfully became law on July 1, from the 2013/2014 Sessions include:

Impact	Bill	Description
Informational Alert	175	Emergency Comm. Systems
Informational Alert	218	Transportation
Favorable Impact Alert: ▲ Ratepayer Influence	272	Water Utilities
Informational Alert/Resid.	291	Warranty Assoc.
Favorable Impact Alert: Codifies Eco's Loss	321	Title Insurance
Favorable Impact Alert: Economic Devp't	325	Brownfields
Informational Alert	424	Discriminatory Insurance Practices
Favorable Impact Alert: Smart Planning	536	Reclaimed Water
Favorable Impact Alert Creation of Clarity	633	Divi. of Insurance Agents/Services
Informational Alert	680	Federal Grants Trust Fund/DBPR
Informational Alert	684	State Eco's Enhancement
Favorable Impact Alert: Add'l Corp. Creation	685	Business Organizations
Informational Alert/Resid.	708	Insurance Claims
Informational Alert: ▲ Education/Credentials	713	Engineers
Informational Alert: Vehicle Insurance	754	Certificates of Title
Favorable Impact Alert: Eco's Driver	803	Communications Services Tax
Informational Alert	820	Transportation Facility Design.
Informational Alert/Resid.	1089	Citizens
Informational Alert	1161	DOT
Favorable Impact Alert: Clarity to SDs	1632	Special Districts
Favorable Impact Alert: Small Bus. Lending	7023	Economic Development
Favorable Impact Alert: Bringing IT Current	7073	IT Governance
Favorable Impact Alert: Fiscal Accountability	7093	FDEP
Favorable Impact Alert: Stream-lines Reg.	383	Interstate INS Prod. Reg.
Informational Alert	795	Premises Insp.



BOMA Florida BAE Message



By Mel Schrul, BOMA Florida BAE

Please plan on sending your BAE (BOMA Association Executive) to the annual BAE Leadership Conference in Washington, DC. This is one of the most valuable events for our Association Executives...time away from your members while learning how to do your job better. This event will be held on October 16-18, 2014 at one of DC's most prestigious hotels—The Mayflower, just two blocks from BOMA International HQ in the heart of the city. See you in October!

A Note From Southern Region



By Marvin Mouser, Gaedeke Group
BOMA Nashville; Southern Region
President

Summer is my favorite time of the year and one of the highlights of my summer is always the annual International Convention. It was my privilege to attend this year's conference in Orlando FL. BOMA Orlando did our Southern Region proud as the International host city this year. We were made to feel welcome and were treated to all their city had to offer.

During our Southern Region Board meeting at the International conference we developed two task forces. The first one is charged with restructuring the Nominating Committee to streamline their process and allow members to move more quickly from this committee to other positions of leadership in our region. The other Task force is to review our current host city agreement to strive to have an equitable agreement for all our host cities, striving to avoid undue burdens on our smaller locals that want to host but may not have the resources of the larger locals.

Please be sure and join us in April of 2015 in Charlotte for our annual Southern Regional Conference. Use this opportunity to be involved in our Region. There will be opportunity to expand your knowledge through educational sessions as well as the chance to network to get to know other outstanding BOMA members from other locals.

BOMA Turns into

By Lynn Vilmar, CBRE, BOMA Tampa, Int'l GA Chair



\$2.50/SF saved by BOMA's codes representation during the 2013 ICC development cycle.

\$30,000 per building saved in annual fees and O&M costs during the 2013 ICC development cycle.



9% drop in average utility costs per the most recent EER—a savings of \$0.21/sq. ft.—thanks to BOMA's EER benchmarking data, which helps CRE professionals better manage assets.

\$.27/SF saved on tax issues alone, advocating on 266 bills impacting CRE, tracked during the '14 Florida session.



BOMA E-News

Are you getting the latest and greatest from BOMA International? If not, members wanting to receive the BOMA E-News can subscribe by visiting www.boma.org, clicking *Resources*, then *Subscribe*.

Photos of Us!

Be sure to check our [website](http://www.boma.org) for event photos!



'14 BOMA Conferences Recap

■ BOMA 2014 Winter Business Meeting (Jan '14)



By Lacey Willard, CBRE

BOMA journeyed to Washington DC in January to personally educate federally elected officials on behalf of commercial real estate. We collectively expressed

the need to remedy TRIA, Flood Insurance, and job growth issues. It is encouraging that every year, this Conference focuses on the impact of industry organizations such as BOMA on tax, insurance, code, and energy matters, resulting in quantifiable value to the built environment approaching \$2.50 per square foot annually on codes issues alone for our members.

■ BOMA Southern Region Conference (April '14)



By Ronnie Blakney, South Hall Realty & Chris McDuff, Johnson Property Services

BOMA Alabama hosted SRC in Birmingham. Our Region has earned the reputation of being

the best in the country and we worked hard to continue the excellence. Our host venue, the new Westin Hotel in downtown Birmingham, did an outstanding job in providing an intimate setting for the conference. ServPro created a new conference option for transportation to and from the airport with their abundant 'FrogCars'.

The golf tournament, held at the Ross Bridge Golf Course, was sold out as all had a great day of fun and fellowship. Ross Bridge is a part of the famed Robert Trent Jones Golf Trail and has hosted numerous PGA Golf Tournaments. The welcoming evening reception at the Barbers Motorsports Museum was very memorable, with over one thousand vintage motorcycles, and was a dazzling success. Our breakfast speakers, James Spann and John Croyle, were outstanding. James emphasized how the weather can affect building operations and John gave a memorable presentation on his Big Oak Ranch for abused children. There were high quality educational sessions that were informative and helpful in guidance for our industry.

The Friday night activity held at Regions Field, the home of our Birmingham Barons, was a huge hit and was highlighted by the closing fireworks also viewed by the children at the adjacent Children's Hospital. The TOBY Gala was spectacular and culminated the conference theme of Bringing Back the Magic. The spotlighting of deserving buildings and members in our Southern Region was at the forefront in this event. BOMA Alabama's ultimate goal was to deliver a quality, informative and memorable Southern Regional Conference. Our committee worked very hard to make your time with us an enjoyable experience and develop a favorable impression of Birmingham and the state of Alabama.

■ BOMA International 2014 Conference (June '14)



By Allyson E. Peters, AEP Consultants, LLC; BOMA Orlando and Jacksonville

"Our Future Is So Bright You Gotta Wear Shades!" With 3,000+ attendees visiting

Orlando for the 2014 Every Building Conference and Expo, we showed amazing support for our International PAC, raising \$8,200 via sunglass purchases.

The conference provided numerous opportunities for education, learning, and building relationships with our fellow BOMA Members from the around the Country and Internationally. We kicked off with Committee Meetings for Codes and Voluntary Standards, Preparedness, Awards, and Government Affairs which included Energy and Environment, State Government Affairs, BOMAPAC and many more. At the General Session a panel discussed the current struggles and work place trends impacting commercial real estate: more collaborative space driven by technology and wireless; increasing the density to save costs; and reducing to 100-200 SF per person from 225-250 SF per person.

New this year at the conference was the Industrial Management Track, raising industrial to a new plateau offering workshops on managing maintenance, solutions for concrete floors problems, benchmarking industrial in EPA's Portfolio Manager, and current and future expectations. Career Day was a success with Students and Vets as they were introduced to commercial real estate while paired with mentors to learn about different career areas. The Expo provided the opportunity for BOMA members to showcase their products and services, with over 420 booths to visit.

Our newest BOMA 360 buildings were recognized bringing the total to more than 750 buildings in 60 markets that meet the BOMA 330 threshold in all major elements of management and efficiency. The Board of Governors agenda included Bylaws Amendment, Approval of Affiliation Agreements, International Council update, The Yardi Energy Efficiency Grant, Financial Reports, BOMA 360 Performance Program, Advocacy, Codes and Standards and Committee Reports and our newly elected Officers and Executive Committee. Our own Lacey Willard with CBRE from BOMA Tampa was elected to the Executive Committee. As always the Southern Region Breakfast is one dear to our hearts as we are "BOMA Southerners". The conference concluded with the TOBY Gala where Kent Walling from Taylor Mathis from BOMA Tampa was recognized as the Southern Region Member of the year and John Oliver was sworn in as BOMA International's Chairman.

Make sure to budget attending the 2015 Conference in LA next year! Click for conference [recaps](#) or [photos](#).



Upcoming BOMA Conferences

BOMA Florida 2014 Meeting: Sept. 26, 2014



The BOMA Florida Annual Meeting will be held at the Marco Island Marriott on Friday, Sept. 26 from 10A-3P. We encourage all paid members, of a BOMA Florida local association to attend. There will be time to network before and after the

meeting. Business casual or resort casual clothing is appropriate. We have a group room rate at the hotel, so plan to join us Thursday - Sunday and bring the family. The cost of the meeting is \$50.00. Walk-ins will not be permitted. To register or for more information, visit <http://bomaflpb.org/meetinginfo.php?id=109>. Many thanks to our sponsors for 2014: Advanced Power Technology, Soprema, & Wayne Automatic Fire Sprinklers.

Advocacy Day: February 11-12, 2015



Calendar Advocacy Day 2014! Save the Date!

BOMA Florida will be hosting our annual Advocacy Day in Tallahassee, currently scheduled for February 11-12, 2014. Each

year during legislative session, commercial real estate owners and managers travel to Tallahassee to spend a day at the State Capitol discussing BOMA's stance on important issues.

Having a strong showing from our members at the Capitol sends the message that BOMA is a robust association with the backing of a talented and involved membership. For 2013 Advocacy Day and the issues conferences, our volunteers met with nearly 50 Senators and Representatives. We discussed topics of upmost importance, including sales taxes on internet transactions and leases, Citizens Insurance, and code changes increasing commercial property owner's costs.

For more information on this year's program, check our [website](#) or contact melanie@bomaflorida.org.

Winter Business Meeting: January 16-19, 2015



The 2015 Winter Business Meeting, being held in Scottsdale, AZ, offers an opportunity to share ideas, learn from your peers and be a part of shaping the future of BOMA and the commercial real estate industry.

BOMA Southern Region Conf.: April 8-11, 2015



By Laurie David and Barbara Puccio, BOMA Charlotte

The 2015 BOMA Southern Region Conference is scheduled for April 8th thru April 11th in Charlotte!!!

BOMA Charlotte is SUPER excited to host a four days of fun, education, entertainment and networking. Our committees are selected and we have an amazing team of members helping to put together the event to make sure all of our guests have meaningful, content-rich time.

The Westin in uptown Charlotte has been selected as our hotel to house our guests, conference, and to host our TOBY awards banquet. Since Charlotte is the home of NASCAR, we decided to take advantage of the opportunity to show people how NASCAR—spoiler alert, it was began in an effort to avoid the law during the “prohibition era”. We are kicking off the weekend on Thursday night at the famous NASCAR Hall of Fame where our guest will not only get a chance to see the history of NASCAR, but they will also have some fun interactive activities to get a sense of what it is really like on the track. Gladly, we are well beyond our prohibition era roots, and will host a fabulous party!

Our Friday night event will be a mystery...literally© in keeping with the spirit of prohibition, and the 1920's. We will entertain our guests with a real mystery surprise in a fashion only Charlotte can boast. On Saturday, new comers to the area will have a few hours of free time to get out and see our amazing city. There are so many quality recommendations for activities, and here is just a start: <http://www.charlottesgotalot.com/>.

Saturday evening we will host our TOBY awards banquet where we will honor the winners and nominee's for top properties in each category. Our time in Charlotte is assured to be a great one!! We hope that everyone reading this puts it in their calendar and saves the date for an amazing conference!!!

2015 International Conference: June 28-30, 2015



Give yourself every advantage. CRE is a competitive, high-stakes business. Success requires results: heightened asset performance; increased NOI; profitability and efficiency at every level. CRE professionals who are serious about their success attend this, the industry's most important event of the year in LA, to give themselves the advantage.

Major 2014 Advocacy Issues

Check out the many issues BOMA has taken on for our members, bringing measurable per square foot costs savings:

BOMA INTERNATIONAL; FEDERAL ISSUES

- **TRIA**
- Tax Reform: 1031s; Leasehold Dep.; Tax Incentives for Roofing/ Fire Sprinklers; Carried Interest
- FIRPTA
- FASB/IASB Lease Acctg
- Immigration
- Optimizing Tax Structure/Reporting Compliance
- Patent Trolls
- Open Internet
- FAA Zoning Rule Making
- Energy Legislation (179D)
- Stormwater Rulemaking
- Lead Paint Remediation Rulemaking
- Weapons In The Workplace
- Affordable Care Act

BOMA INTERNATIONAL; STATES ISSUES

- **Minimum Wage**
- Mandatory Benchmarking
- Trades Licensing; Contractor Retainages
- TIF Financing for NC; Linkage Fees for NC
- Fracking Bans
- Elevator Inspections
- Luminous Egress Stair Markings
- Utility Rate Setting
- Parking Bond Tax; De facto Split Roll RET
- Service Animals in the Workplace
- Electronic Cigarettes
- Documentary Stamps
- Adaptive Reuse Tax Credits
- Prop 13 On Change Of Ownership
- Low Efficiency Plumbing Fixture Prohibitions
- Notice Of Code Violation, Stop Order
- Duty of Care to Trespassers
- Electric Vehicle Charging Stations
- Hiring Decisions for Service Employees
- Public Private Partnerships
- Recycling Programs

BOMA INTERNATIONAL; CODES ISSUES

- **Electronic Voting for ICC**
- Merger of Green Codes

BOMA FLORIDA ISSUES

- **Sales Taxes on Leases**
- Third Party Inspection Tracking at AHJs
- Patent Trolls
- ePermitting
- FBC Advisory ADA Opinions
- Pension Funds (The "Next Detroit")
- VAB Reform

FL: 2014 Activation Avenues

Benefit even more from BOMA membership... Contact Mel [here](#) to take advantage of these Activation Avenues, but hurry!

INTERNSHIP COMMITTEE: CO-CHAIRS

Mission Contribution:

Benefit BOMA, students, and CRE

Commitment: Fall, Spring, or Summer; Recruitment; Weekly calls and bill tracking



Benefits: First access to fresh talent; Branding at universities; International award-winning program

NEWSLETTER: CO-CHAIRS

Mission Contribution:

Commemorating CRE accomplishments

Commitment: May – September; Identifying bylines; Editing



Benefits: Headline; First access to industry news; Branding to prospective clients

WATER ADVOCACY SUBCOMMITTEE: SOLD

CODES ADVOCACY SUBCOMMITTEE: PRINCIPAL CO-CHAIR

Mission Contribution:

Legislative, executive, and judicial matters

Commitment: Quarterly & Monthly Calls; Bill tracking; Papers/Articles

Co-Chair: Jeff Gross

Benefits: Influence with code officials; Trends in critical code issues



AD HOC ADVOCACY SUBCOMMITTEE: LEGAL CO-CHAIR

Mission Contribution:

Legislative, executive, and judicial matters

Commitment: Quarterly & Monthly Calls; Bill tracking; Papers/Articles

Co-Chair: Rosemary O'Shea



Benefit: Collaboration with CRE lawyers on far reaching/peripheral issues

GROWTH MANAGEMENT SUBCOMMITTEE: SOLD

ADVOCACY DAY: CO-CHAIRS

Mission Contribution:

Travel to Capital Hill, meeting 50+ officials

Commitment: Nov – Feb; Coordinate Day's agendas/logistics



Benefits: Interaction with key legislative stakeholders/lobbyists; Exposure to all FL members

ELECTED OFFICIAL OF THE YEAR: CO-CHAIRS

Mission Contribution:

Honors outstanding elected official

Commitment: Nov – Feb; Selection and Ceremony



Benefits: Interaction with key legislative stakeholders/lobbyists; Exposure to all members

PACE Update



By John Scott, Colliers Int'l
BOMA Greater Tampa Bay

Keeping BOMA Florida on
PACE

As we discussed in our last BOMA Florida news article PACE stands for the "Property Assessed Clean Energy" program. I wanted to bring everyone up to speed on the Florida PACE Funding Agency Program, a new entrant since our last publication to the PACE space. Flagler County and Kissimmee originally incorporated PACE under Florida Statutes, Section 163.01. The agency provides Florida municipalities a no risk, no cost, turn-key PACE solution. They can raise up to \$2 billion of bonds and have \$200 million of immediately available financing. Both residential and commercial property owners who meet the criteria, are eligible, and may also fall under the Sunshine Law allowing open public review. Currently the agency's PACE program is available in Flagler, Nassau and Gadsden Counties. See more info at <http://pacenow.org/resources/all-programs/#Florida>.

BOMA FL Codes: ADA



By Jeff Gross, J. Gross Assoc.
BOMA FTL/PB

New bill for interpretations of the Accessibility Code was signed by the Governor.

Governor Rick Scott has signed a bill that will allow the Florida Building Commission to Interpret the Florida Accessibility Code. BOMA Florida and our Lobbyist Lee Moffitt worked hard to get this Bill passed though the last session of the Legislature.

The importance of this bill is, that up to now, in Florida, if there was a dispute on interpretation of Accessibility requirements, there was nowhere to go to get an opinion. The new bill will allow the Florida Building Commission to hear accessibility questions as DEC statements (Declaratory Questions).

The process has not been set up, but it will probably follow the path of other building code related questions, where the item is reviewed by a subcommittee on Accessibility and then raised at the full Florida Building Commission Meeting. This is great win for BOMA members and should help greatly in having the Florida Accessibility Code more uniformly enforced throughout the State of Florida.

BOMA FL Codes: Energy



By Brian Lomel, TLC
BOMA Miami-Dade

Subtle changes in the new energy code will have profound effects on building design in Florida. By the NEW FL Energy Code (2013) indexing ASHRAE 90.1 v2010 as the baseline, compliance will be substantially more difficult. ASHRAE 90.1 v2010 is a 19% Energy Performance Improvement over the 2007 version, which is indexed by the current FL Energy Code (2010).

> **Significant Change A:** In the past, many "new" construction projects in the state of Florida complied with the energy code through the performance route, because it allowed for less expensive, low performance monolithic glazing. An energy model would prove that the overall building performance met the code energy goals by accounting for higher performance lighting, hvac and envelope systems to counteract the poor performing glazing. ASHRAE 2010 effectively raises the "baseline" system to the point that it is possibly more difficult to comply using the performance route. To comply using the prescriptive route, projects will have to use better glazing and reduce the amount of glass in the envelope to 30%.

> **Significant Change B:** The prescriptive route allows a maximum of 30% of the envelope to be glass, (with an exception increasing to 40% if daylight harvesting is incorporated). i.e. It will be virtually impossible for a 100% glass building to meet the energy code. In the past, architects increase the area of glass using a "trade off" option in the code that allowed glass that met the wall prescriptive U values to be used in lieu of solid wall. In SoFla, U values are irrelevant, so this was a nice work around to the code limit to the amount of glass. Under the new code, this wall U value has been dropped to 0.5, which eliminates the ability to use the trade-off clause.

> **Significant Change C:** In the prescriptive route, side lighted areas larger than 250sqft and top lighted rooms larger than 900sqft will require daylight harvesting controls on the artificial lighting.

> **Significant Change D:** Another mandatory requirement will be that HVAC and lighting systems must be commissioned.

Electrical Power & Lighting Systems
Mandatory Requirements C405

Automatic Daylight Controls
Required in Daylight Zones

- Sidelighted Areas >250sf
- Toplighted Space >900sf

Mandatory Lighting Requirements

- Automatic Lighting Controls
- Additional Lighting Controls
- Exterior Lighting Power & Controls
- Functional Testing (Cx) of Lighting and Controls

Remember, Interior Lighting Power is **prescriptive**

- Space by Space Method
- Building Area Method

Exception:
Enclosed areas with 2 or fewer fixtures

Interns Bios



My name is Michael Prael, and I was a senior at Florida State University during my term as BOMA Florida Intern. I double majored in finance and real estate and first became interested in commercial real estate when I took general real estate as one of my finance electives. After just a few weeks of general real estate, I decided I wanted to take more, and quickly added real estate as a major. Now a few years later, I have graduated and have started my career in real estate at LNR on Miami Beach. This internship has taught me how intertwined law and real estate are, and has really opened my eyes to how many outside factors can affect any one piece of real estate. I look forward to continuing to learn in the professional world, and hope to continue to serve and be a part of BOMA. Connect with Michael [here](#).



I am Nathalie Bazalais, a student at The Florida State University, and am a business management student. Upon graduation, I will be seeking a career in human resource management. I have been involved with Delta Sigma Pi International Business Fraternity, Sisters2Service, Pinky Promise Tallahassee, Garnet and Gold Society. Connect with Nathalie [here](#).



I am Holmes Onwukaife, and am proud to have had the title as Summer 2014 BOMA Florida Intern at Building Owners and Managers Association (BOMA) Florida. I am originally from Austin, Texas Area, and will be excited to enter the Commercial Real Estate Industry now that I have graduated. I am a former student-athlete at Florida State University, seeking a position in the Real Estate/Finance Industry. Much like the skills I brought during this internship, I look forward to utilizing my skills to improve a company's profitability and success as well as aiding with complex issues involving retail/property development, financial analysis, and real estate sales. Connect with Holmes [here](#).



I am Devin Zinkosky, a double major in Finance/Real Estate at Florida State University, and also a Florida State Varsity Football Team walk-on. This internship was a perfect opportunity to get some real experience, begin to network and get my name out in the business world. I look to bring something new to a job, whether that be hard work ethic or just a positive and upbeat attitude. Connect with Devin [here](#).

E-Permitting

By Dk Mink



Managers & Owners of properties and Construction Industry Allied Members are seeking the choice to implement fully electronic permitting, as are counties and cities. Right now, some

Governing Boards state that the permitting process can be fully electronic.

However, last year that was not an entirely correct statement; surveys, building plans and applications could be submitted electronically, but, when utilizing an electronic signature, there was still one piece of paper that must be signed, sealed and either mailed or submitted in person. These requirements are described in the BOAF/AIA Florida/FES Task Force "White Paper".

As of this newsletter we are pleased to say that both the architects and the engineers have implemented variances or updated their rulemaking to allow electronic submittal of this last piece of paper.

Requirements for electronic signing and sealing of plans and documents are set forth by the regulations of the appropriate professional board of licensing. The ePermit system allows for documents to be signed and sealed by two methods.

1. Electronic Sign & Seal – The "electronic sign and seal" method utilizes the "e-sign" process that is built into the ePermit system. This method is free, but requires a one page signature document to be printed and manually signed and sealed by the registered professional(s). The signature document(s) must be submitted in original form to conform to the professional licensing regulations.

2. Digital Sign & Seal – The "digital sign and seal" method requires purchasing a subscription from a third party digital signature provider, such as GlobalSign or Verisign. For documents that have been signed and sealed digitally, the document's validity can be instantly confirmed which allows for immediate processing. The advantage of "digital sign and seal" is it eliminates the need for a paper document to be produced & distributed, allowing for 100% paperless and streamlined processing.

For more information on electronic permitting process please visit <https://www.broward.org/epermits>

BOMA Int'l: Patent Trolls



By Scott Morris, BOMA International

Richard King, President of BOMA Florida and EVP of Property Management for Colliers, said in early June that his company has a building that is being sued for software infringement on video surveillance equipment that was installed by the previous owner and management. His irritation was apparent, for this suit was proceeding even after the software was installed and purchased.

This lawsuit, filed by a company called Hawks Technology Systems LLC of Miami and Tyler, Texas, is an example of what are called *patent trolls*. A patent troll is a person or company who enforces patent rights against accused infringers in an attempt to collect licensing fees, but does not manufacture products or supply services based upon the patents in question. Recently, there has been an explosion in the number of patent trolls, which use vague and overly broad patents, to extort payments from both small and businesses. Fighting a troll in court can cost hundreds of thousands or even millions of dollars.

The explosion of patent trolls is a significant issue to us and our tenants. However, patent trolls may soon find their actions curtailed by a number of patent abuse litigation laws that have been passed or are pending in over twenty U.S. states. In 2013, Vermont passed a law aimed at preventing "bad faith assertions of patent infringement." The law targets the practice of sending demand letters with very little information regarding the patent supposedly infringed and would require the asserting entity to provide the patent number, name and address of the company alleging infringement, and other details. It is a common tactic for patent trolls, sometimes called "patent assertion entities" or "non-practicing entities" to send letters with very vague information alleging patent infringement to other businesses, in the hopes of extorting a settlement from them to avoid a nuisance lawsuit.

Similar bills modeled after the Vermont law have quickly swept through various state legislatures this spring. Several other states have introduced or are considering similar legislation. However, no formal effort to curb the abuse of patent trolls has been underway in Florida this year. Mr. King has written to the Governor and State Attorney General and will be sending similar letters to the House and Senate and U.S. Senators Rubio and Nelson, as there is legislation in Congress, currently stalled, that would curb patent troll abuses.

This issue may require a lot of attention in the coming weeks and months from the commercial real estate community, as it could affect a lot of businesses. Stay tuned!

Third Party Fire Inspections



By Sarah Kelly,
Wayne Automatic
Fire Sprinklers,
BOMA Orlando

The BOMA Florida Government Affairs Committee has alerted you to an issue that is slowly making its way through the State of Florida.

The issue pertains to the creation of third party electronic reporting systems for fire suppression and fire alarm systems. There are several companies who are actively marketing their product to the Florida Fire Marshall's throughout the State to provide an electronic reporting system.

In 2013 Martin County, St. Lucie County and Estero Fire Department adopted this procedure requiring all compliant & non-compliant fire life safety system inspection and test reports be electronically submitted to jurisdictions by the fire protection contractor via The Compliance Engine or Mobile Eyes. In some instances this process requires a filing fee be paid by the service provider at the time of submittal.

BOMA Florida is part of a contingency currently working with the State Fire Marshall's office to resolve this issue. BOMA Florida believes this is a tax/fee which has been put in place without representation of Building Owners. These programs create unnecessary complexity to the current uniform and comprehensive compliance program throughout the State.

Enacting this system places a barrier between the Jurisdiction and the Building Owner.

Also, it will place an excessive financial burden on Building Owners which would have a huge economic impact on all our members!

Other jurisdictions are currently looking at this closely and this could become a bigger State-wide issue. At this point BOMA Florida wants to keep our members abreast of the situation. BOMA Florida's position paper, talking points, cover letter and letter to County Commissioners are posted on the BOMA Florida website.

The link is: <http://www.bomaflorida.org/legislative-issues>. Look under Fire Inspection System Third Party Reporting.

NOTES FROM OUR LOCALS

Greater Tampa Bay



By Terri-lynn Mitchell, Cassidy Turley, GTB President

We started 2014 with a bang! We instituted the balance membership program focusing on “Every Opportunity to Succeed” through building relationships. It is how BOMA’s influence and reach will enhance commercial real estate’s image and status as a business and career choice. We challenged the participation and engagement of all of our members as this is the key to success. As a result, our membership is at an all-time high. Our challenge has been to secure venues large enough for our 120+ attendees at lunch.

January’s luncheon was fascinating as Governor Bob Martinez shared little known facts and incredible insights into the legislative process just in time for our BOMA International Conference in Washington, D.C.

2014 is a special year for BOMA GTB as we celebrate our 30th year anniversary. In February we had an esteemed panel of past presidents from each decade consisting of Doug Bartley, Lisa Cox and Mike Biddle. The panel shared their BOMA experiences, BOMA’s impact on their career and what issues we were facing and how as an organization we worked together on behalf of the commercial real estate industry to solve them.

Every March we hold our Property Manager’s Showcase, it is often remarked this one event is worth the entire year of membership. We had fifty property managers at the tables where our service partners were able to share best practices and build relationships. Property managers brought engineers and their assistant property managers to fully engage in the conversation.

After hosting the SRC, it sure was nice to be an attendee! BOMA Birmingham held a great conference and provided us true southern hospitality. Congratulations to Kent Walling of Taylor Mathis for winning the Southern Region’s Member of the Year and our TOBY winners – Lynn Vilmar of CBRE for Bank of America Plaza and EastGroup Properties for Expressway Commerce Center A & B.

Our Emerging Professional Committee Co-Chairs Jennifer Vargas and Katlin White teamed with our Education Co-Chairs Dawn Forestt and Robyn Miller and held an Educational Seminar which set the standard for all future seminars. We learned about the significance of certificates of insurance, operating expense calculations, RPA/CPM designations and a panel of “ask the experts”. The panel consisted of Robyn Miller, Terri-lynn Mitchell and Lynn Vilmar. It is exciting to learn and collaborate with these emerging professionals who will one day take our places!



Thirty BOMA GTB members attended the BOMA International Conference in June in Orlando and three of those attending won scholarships from GTB. BOMA GTB was asked to participate in a membership panel discussion due to our increased membership year over year. We congratulate our Membership Committee Co-Chairs for this recognition. Michael Wolfe and Carol Dunn are committed to the growth of GTB and have put systems in place to encourage participation, promote and sell BOMA and share best practices with open communication to the Board.

We were honored when one of our own, Lacey Willard, was elected to the BOMA International Executive Committee. This is a huge accomplishment and we couldn’t be more proud.

The most fun has yet to come for 2014! We have our Poker for PAC event in August, the golf tournament in October and our 30 Year Anniversary TOBY Event in November. The TOBY Committee has been hard at work all year for this spectacular celebration.

Tallahassee



2014 began in earnest for BOMA Tallahassee with the Advocacy Day at the Capital where a breakfast was hosted for the BOMA Florida Government Affairs representatives. Mark Frost,

BOMA Tallahassee’s government affairs committee chair, attended many of the committee meetings and reported back to the membership.

BOMA Tallahassee has hosted a variety of speakers on widely different topics. One of the most timely presentations was made by Will Butler, of Real Estate Insync and Kevin Graham, Exec. Director of the FSU Real Estate Foundation regarding the emerging Arena District, which may ultimately be a billion dollar enterprise. This twenty block project stretches from Doak Campbell Stadium at Florida State University to the Civic Center and is envisioned as a “town within a city” and fosters closer cooperation between the City and FSU.

Other topics this year included construction management, improvements in pest control and the importance of proper landscape management.

BOMA Tallahassee has recently updated our website and is working on a vendor directory as well as offering networking opportunities thru social events.

NOTES FROM OUR LOCALS

Ft. Lauderdale - Palm Beaches



Building Owners and Managers Association Fort Lauderdale & Palm Beaches is committed to providing the organization's members with educational programs, valuable workshops and a solid networking platform geared toward improving the

South Florida's commercial real estate industry. (Pictured, BOMA FTL/PB at the Board of Governor's Meeting.)

Cary Fronstin, RPA, LEED GA, Associate Director of Newmark Grubb Knight Frank Management and the Local's current president, offered his first President's Message in January signaling an emphasis on ROI for 2014. While some translate ROI as *Return on Investment*, others may read *Retail, Office, and Industrial*. However you choose to interpret it, BOMA Ft. Lauderdale & Palm Beaches has made a vigorous effort to ensure that members understand that participating in the local association is positive and valuable.

Since developing relationships, strong programming, and networking opportunities are valuable assets to the BOMA members, committees within the organization are working together more than ever to pool talent, improve communications, and maximize value. These collaborative efforts, an enhanced website, and usage of social media have improved event attendance and the way that members interact with each other. All of this is leading to what everyone really wants — better business opportunities.

To underscore a commitment to excellence in the commercial real estate industry and help members with professional development, BOMA Fort Lauderdale & Palm Beaches recently founded The Ron Macklin Scholarship Program. This program allows the organization to recognize outstanding commercial real estate professionals and assist them financially as they acquire BOMI designations. The organization is also providing additional discounts on classes to incentivize continuing education along with free workshops for Building Engineers.

BOMA Fort Lauderdale & Palm Beaches' leadership and members continue to display their commitment to the organization and there is no better example than the success of our two annual signature events. Throughout the downturn in our economy and industry, our association has continued to produce quality events with the generous support of volunteers and sponsors. We are



proud to announce that the November 2013 TOBY gala event and golf tournament in April 2014 were record-breaking events.

We are also proud to have representation in various committees on the International level. Our Board of Directors is strong with new members being mentored to play a greater role in our future. Undoubtedly, the ROI theme has been embraced by all and BOMA Fort Lauderdale & Palm Beaches is poised for growth as we continue to improve on our solid foundation.

SouthWest Florida



BOMA Southwest Florida has seen **unprecedented growth in membership** and partnerships in the last two years.

We are planning for our two biggest events in September and October. In September we will have our 2nd Annual BOMA Day at Florida Gulf Coast University. As part of a partnership with FGCU, the club will hold a half-day event featuring club sponsors, a roundtable with local leaders from industry and government and a keynote speaker from Barry Somerstein a prominent real estate attorney and building owner. Students are invited to take part in the event and participate in the Roundtable. Our overall goal is to eventually create a scholarship for students attending FGCU's Lutgert School of Business. (See Agenda).



In October, we will hold 2nd Annual BOMA Golf Day. Chaired by Dennis Bretz of Brickman, we plan to surpass last year's fundraising goals to generate more toward our beneficiary, The Naples Humane Society. (See Brochure).

NOTES FROM OUR LOCALS

Miami



BOMA MIAMI Launches Happy Video.

BOMA MIAMI launched a music video as part of their 2014-15 membership campaign.

The video included property managers and associate members that were ready to show the world just how much enthusiasm and energy we have in South Florida.

Marta Fernandez, President of BOMA MIAMI and the Board participated in this instrumental marketing campaign that brought everyone together for this unique event.

Peter Romero, Chair of the Events Committee, surprised everyone at a monthly luncheon by having everyone stand up and participate to show their spirit. Romero is featured in the video as the lead singer.

See The Video Here:

<http://bomamiamidade.org/content.aspx?id=26>

THANK YOU FPL Fiber Net for sponsoring the video. You have always been a supportive member!

Jacksonville



By H. Terry Parker, CBRE, BOMA Jacksonville President

BOMA Jacksonville is focused in 2014 on increasing membership and providing informative, meaningful speakers at our monthly luncheons.

Our Principal membership has increased over 24% and our Associate membership has increased over 15% since the beginning of the year. Our luncheon speakers have included Architects Sandra Bradley and Carlos Delvalle from the firm of Rolland, Bradley and Delvalle in January. Their presentation focused on new trends in the real estate market and tenant space design.

In February, our speakers were Audra Wallace, Chief Executive Officer of the Downtown Development Authority and Terry Lorraine, Executive Director of Downtown Vision. We learned about ongoing efforts in downtown revitalization.

In March, our speakers were Brian Franco and Ed Nimnicht with the PGA TPC Golf Tournament. We learned of the enormous positive impact on our local economy that this prestigious event has and how this provides numerous opportunities to attract new companies to the North Florida area.

In April, we were fortunate to get Jeff Alexander, one of the foremost experts on Hurricane Preparations and Disaster Recovery to speak about his experiences with Hurricane Katrina recovery efforts, his focus on improving Florida's preparation and response plan, and lessons learned that will help us as we prepare for the 2014 hurricane season.



In May, through a relationship started in Tallahassee on BOMA Florida's Advocacy Day, we were able to get State Senator Aaron Bean to join us for a very informative recap of the most recent legislative session in Tallahassee and a frank discussion on ongoing and upcoming legislative efforts that affect us personally and professionally.

NOTES FROM OUR LOCALS

Orlando



*By Mary Lantz,
RPA, CBRE,
BOMA Orlando
President*

BOMA Orlando is an exemplary organization that I am proud to be a part of.

We accomplish our mission through education, advocacy and networking. Our 2014 theme says it all; The Building Blocks of BOMA, Building Relationships, BOMA Members using BOMA members and Better by Association. Our volunteers make this organization what we are today, with special thanks to the 2014 Conference Volunteers who spent countless hours hosting our Welcome Table at the International Conference. Our success is our Volunteers!

Advocacy is an important part of our organization and one that we take very serious. Already in 2014, members have travelled to Washington DC to lobby on Capitol Hill.

Several members teamed up to visit local representatives in DC on important issues such as; TRIA – Terrorism Risk Insurance, which is set to expire at the end of this year, Leasehold Depreciation and Comprehensive Tax Reform. BOMA Orlando went to Tallahassee in February to meet with 12 representatives, all of which were very familiar with BOMA.

At our May's luncheon Mayor Teresa Jacobs attended to give us an update on Orange County. We also had Congressman John Mica at our GA Meeting in June. Several members attended the ABC Legislative HobNob which BOMA Orlando was recognized on the invitation to several hundred attendees.

Our luncheons are well attended with topics on building management and more as we started of the year with David Essell, M.S., National Radio Host and Inspirational Speaker and in July Chief Meteorologist Tom Sorrells spoke one Hurricane Preparedness and What Our Weather Patterns Mean.

BOMA Orlando raised over \$8,200 for the International PAC by selling raffle tickets for a GoPro Camera and a Coach Handbag with matching wallet & Brighton Jewelry. BOMA Orlando sold sunglasses, gator ornaments and gator gummies to stay consistent with their "theme". Also, at all our events we make sure to raise money for the PAC. Way to go Orlando!



BOMA Orlando has developed Leadership 101 Classes with the help of many professional volunteers that included, principal members, associate members as well as past leadership professionals. The BOMA Orlando Leadership 101

Workshops for all our leaders and future leaders began in 2014 and is a four part workshop. BOMA Orlando has also held several RPA/FMA courses for those professionals continuing to achieve their certification. This year we have had many successful events so our members can Network with each other and learn what each has to offer.

BOMA Orlando is also committed to Community Service by partnering with Community Food and Outreach and Central Florida Coalition of the Homeless to date. At our "PBJ" Golf Tournament not only did we raise money for Community Food and Outreach but our golfers brought jars of peanut butter to help sustain children during the summer months when school programs are not in service.

Member News

CBRE's Lacey Willard, RPA has been elected to the Building Owners and Managers Association (BOMA) International Executive Committee. BOMA International's Executive Committee develops strategic direction and policies, working with officers and executive staff to maximize BOMA's brand and impact. Executive Committee members serve a minimum term of two years.



"Lacey's steadfast commitment to driving advocacy and influence in the commercial real estate industry is a perfect match to her new role on BOMA's Executive Committee. We are proud that Lacey now represents our firm, our region, and our industry in this strategic capacity," said Patricia Nooney, Senior Managing Director, CBRE Florida Investor Services.

Lacey Willard leads the Recovery and Restructuring Services for CBRE in Florida, coordinating the receivership and distressed asset portfolio management program, business development, and client relations efforts to address workout, restructuring, and recovery of underperforming commercial real estate assets. Willard has presented to national audiences on taxation, lease, advocacy, and sustainability topics, including a session at the 2014 Every Building Conference on Trends in Taxation.