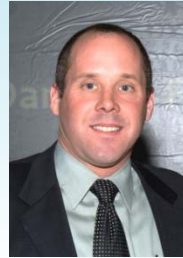


# Welcome



# BOMA Boot Camp

We're glad you  
are here & hope  
that you will make  
the most of your  
membership by  
getting  
**INVOLVED!**



# What is BOMA?

## **BUILDING OWNERS AND MANAGERS ASSOCIATION**

- ▶ Trade association representing the commercial real estate industry

Principal Members - Owners, Managers of commercial properties & facilities.

Allied/ Supplier Members - Supply goods or services to industry.

- ▶ Metro Detroit Local Founded in 1908
- ▶ 17,000+ North American corporate members



# What is BOMA?



## BUILDING OWNERS AND MANAGERS ASSOCIATION

- ✓ Membership with local extends your reach to BOMA International
- ✓ Local Federation not Chapter
- ✓ Annual Winter Business Meeting
- ✓ Annual Congress & Trade Show
- ✓ BOMA Magazine
- ✓ Currents

# Who We Represent

- Owners and Managers of Commercial Properties
- Medical Office Buildings
- Governmental Facilities
- Financial Institutions
- Institutional, Educational & Sports Facilities
- Suppliers of industry products and services
- Leasing Agents and Brokers
- Asset Managers
- Developers



## **BOMA's Mission**

BOMA of Metro Detroit's mission is to actively and responsibly represent and promote the interests of the commercial real estate industry through effective leadership and advocacy, through the collection, analysis, and dissemination of information, and through professional development.

# BOMA Staff and Board



**Janet Langlois**  
Executive Director



**Emily Keranen**  
Executive Assistant



# BOMA Board of Directors

## OFFICERS:

President

Bill Wylonis  
REDICO



Vice-President

Paul Magy  
KOManagement & Leasing



Secretary/Treasurer

Laura Mullins  
Moylan Energy Management, Inc.



Past President

Dave Mott, RPA, FMA  
CBRE Real Estate Services/Lear



GOVERNOR:

James Jonas  
REDICO



## DIRECTORS:

Michael Lauhoff, RPA, FMA  
The Facilities Management Services  
Group, LLC.



Paula Goldman-Spinner  
Schostak Brothers & Co., Inc



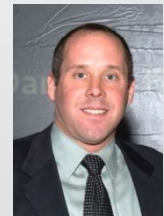
Brian Salliotte, RPA  
Dietz Property Group



Andrew Tracey  
Grubb & Ellis Management  
Services



Daniel Fitzgerald  
The Professional Group



# www.bomadet.org

BOMA of Metro Detroit | Home - Windows Internet Explorer

http://www.bomadet.org/home.htm

File Edit View Favorites Tools Help X Contribute Edit in Contribute Post to Blog

Google Search Share Check Translate AutoFill Sign In

Favorites Suggested Sites Get More Add-ons

BOMA of Metro Detroit | Home

Member Login Membership Directory

**BOMA** OF METROPOLITAN DETROIT Detroit's voice of building owners & managers, since 1908

Home About BOMA Advocacy Education Awards Membership Trade Fair Visions News BOMA Community Buyers Guide

Contact Us Podcasts Calendar Committees Photo & Resource Gallery Sponsor Showcase Career Center

## BOMA | Metro Detroit buyer's guide

The fastest and easiest way to locate the products and services you need provided by the BOMA members you know best!

**BEGIN SEARCH**

### In the NEWS

ALLOCATING COMMON AREA MAINTENANCE (CAM) CHARGES IN MIXED USE PROPERTIES

BOMA

Now Available

[Allocating Common Area Maintenance \(CAM\) Charges in Mixed Use Properties and Other Strategies for Managing Live-Work-Play Developments](#)

Coming Up:

- January 20, 2011 Joint Economic Forecast [Click here for event information](#) PDF

### 2010 Leadership Award Recipients

2010 Property Manager of the Year Brian Salliotte, RPA Dietz Property Group	2010 Facility Manager of the Year James Desautels CB Richard Ellis
2010 Supplier Member of the Year Joanne Sisson Palmer Commercial Services	2010 Provider/ Supplier of the Year Kitch Attorneys & Counselors
2010 Corporate Member of the Year	CB Richard Ellis

2010/2011 TOBY Award ALL BOMA Award Winners

**BOMA** RECOGNIZING EXCELLENCE

Done Internet 100%

# Getting Things Done

[www.bomadet.org](http://www.bomadet.org)

- Register for meeting, classes, and events
- Online Members Only Directory
- Online Buyers Guide
- Calendar of Events
- *Visions Magazine*
- Pictures!!
- Coming soon- RESOURCES - podcasting, industry information, programming

# Core Values of BOMA



**Advocacy**



**Education**



**Networking**

# Advocacy Issues

- Property Tax
- Michigan Business Tax
- Service Tax
- Utility Deregulation
- Energy Efficiency
- Sustainability



# Political Action Committee

## BOMA Michigan PAC

- Testify on behalf of membership
- Political Fundraisers
- Craft Legislation
- Active Lobbying Efforts



# Education

## BOMA International

- Floor Measurement E-Seminars
- Industry Related Training Programs
- BEEP- BOMA Energy Efficiency Performance
- SOS- Sustainable Operations Series



## BOMI Certification programs

- RPA, FMA, SMA & SMT



[www.bomi.org](http://www.bomi.org)

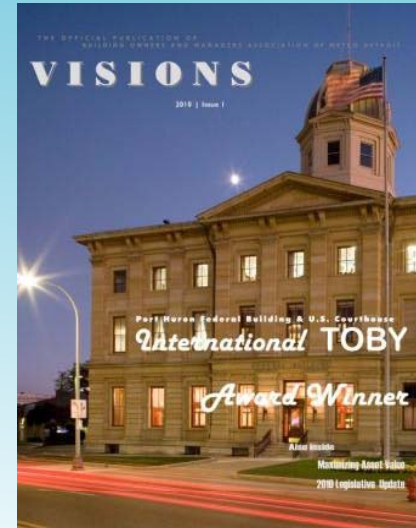
# Committees

- Education
- Golf
- Government Affairs
- Membership
- Programs
- Supplier
- TOBY & Awards
- Community Affairs
- Communications



# Communications

- *VISIONS* Magazine
- Online Buyers Guide
- Monthly Meeting program
- [www.bomadet.org](http://www.bomadet.org)



**BOMA** |  
Metro Detroit  
**buyer's  
guide**

The fastest and easiest way to locate the products and services you need provided by the BOMA members you know best!

[BEGIN SEARCH](#)

**Back by popular demand!**

**Wednesday, Feb 9**  
Ft Shelby Doubletree Suites

**Detroit—The Future: What Can we do TOGETHER ??**

It will take a collaborative and creative effort to make Detroit the vibrant city it CAN be—

- How the city might cope with a shrinking population and service large areas of vacant land?
- What's going on now; what and where are the opportunities?
- How and where can the business community take a more active role and be most effective?

Featured Speakers:  
**Stephen Vogel, Dean**  
School of Architecture, University of Detroit, Mercy  
**Dan Pitera**  
Professor of Architecture, University of Detroit, Mercy, Executive Director, Detroit Collaborative Design Center

730 am Registration & Networking  
815 am Breakfast  
830 am Program

Members: \$40  
Tenants: \$40  
Guests: \$55

**Join us!**  
[www.bomadet.org](http://www.bomadet.org)

Brought to you by  
**BRUTTELL ROOFING**  
**BOMA**  
Metro Detroit

# Networking Opportunities

- ❖ Social events
  - General Meetings
  - Awards Gala
  - Mixers
- ❖ 2 BOMA Golf Classics
- ❖ Trade Fair
- ❖ Political Fundraisers
- ❖ Committee Involvement



# Get yourself out there...

- Attend Meetings
- Participate on a committee
- Sponsor an event
- Become a Sponsor Partner
- Advertise in *Visions*
- Know the industry--LEVERAGE

## *Network DON'T Prospect Policy*

*BOMA By-laws state you may not present a business card until asked.*





- Local Association
- Serving membership face to face
- Best Resource
- We do FUN & look forward to having you join us!!

