

BOMA Iowa

Established 1949



Our Mission

"TO REPRESENT AND PROMOTE THE INTERESTS OF THE COMMERCIAL REAL ESTATE INDUSTRY THROUGH EFFECTIVE LEADERSHIP, ADVOCACY, EXCHANGE OF INFORMATION, AND PROFESSIONAL DEVELOPMENT."



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2017 Board of Directors



Mike Quick - Past President

FBL Financial Group

Mike Quick, RPA, FMA is Regional Building Manager for FBL Financial Group, Inc. His job includes Building / Facilities Management for Farm Bureau Financial Services at their state office locations in Phoenix AZ, Salt Lake City, UT, Las Cruces, NM, Minneapolis, MN, Huron, SD, and Lincoln, NE. Mike took the Building Trades Program at DMACC, did a 4 year Electrical Apprenticeship Program and still keeps his Master Electrical License up to date. In the community he helps with Make-A-Wish (Jolly Holiday Lights), Habitat for Humanity, and United Way. Mike is married to Sandy and has two 2 children.



Kate Miller—President

BH Management

Kate Miller is a Senior Asset Manager for BH Management Services, Inc., a multi-family management and investment firm with communities in 21 states. She and her husband Chris have two kids, Hank and Faye, and reside in Des Moines. Go Riders!



Scott Cooley - VP Programs

R & R Realty Group

Scott Cooley is a Vice President with Management Professionals, Inc., a subsidiary of R&R Realty Group. Scott is responsible for the field operations of the portfolio of nearly 7 million square feet of commercial office, flex, retail, warehouse, multi-family and fee managed properties. He has 20 years of commercial real estate experience. Scott is a US Army veteran and a graduate of William Penn University. He is a member of the Johnston Rotary and enjoys volunteering with Rebuilding Together of Greater Des Moines. Scott resides near Granger with his wife Jennifer and two sons.



Tricia Matthies - VP Education

Ryan Companies

Tricia Matthies is the Director of Management at Ryan Companies US, Inc. She has more than 19 years of professional commercial property management experience. Tricia is currently responsible for growing the real estate management group in Des Moines, Iowa, Cedar Rapids, Iowa, Davenport, Iowa, Tampa, Florida and Omaha, Nebraska. She has experience with the full spectrum of property types from retail, medical and class A office to flex, multi-use and industrial. Her current portfolio includes 1,300,000 sf of commercial buildings in these areas. Tricia is a veteran of the United States Marine Corps and a member of IREM, CREW and ICREA. Tricia and her husband Andrew Beltrame live in Johnston, have six children and one grandchild.

**Brian Tessau - VP Secretary/Treasurer****Nationwide Insurance**

Brian Tessau works in the Corporate Real Estate department at Nationwide Insurance. He is the Director of Property Operations for the West Region. Brian supports Nationwide's owned facilities in Des Moines, San Antonio, and Scottsdale, and also manages the property operations for Nationwide's leased properties across the country. Brian's responsibilities include: property operations functions, staff management, budget management, capital planning, tenant relations, and vendor management. Brian has over 17 years of experience in facilities & property management, operations management, construction management, and project management. He holds his CPM certification and his PMP certification as well. Brian is a graduate of the University of Northern Iowa, and lives in Waukee with his wife, Angie, and three sons.

**Jeff Hatfield - VP Membership****Graham Group**

Jeff Hatfield, RPA/CPM is VP of Medical Properties at the Graham Group, which is a national developer of medical office buildings. He performs leasing and asset management functions for buildings in Des Moines, Tucson, Omaha and Sioux Falls totaling nearly 1 million square feet. He is active in the community as an Urbandale Planning and Zoning commissioner; adjunct instructor at Drake University; Downtown Community Alliance board member and in the Big Brothers/Sisters organization. He is a life-long Des Moines area resident, a Drake graduate (BA/MA) and he is married to the lovely Liz.

**Cindy McCauley - Member at Large****EMC Insurance Companies**

Cindy McCauley is a facilities manager at Employers Mutual Casualty Company (EMC). Her responsibilities include general facilities and vendor management for the EMC's Des Moines campus; tenant relations and lease administration for the Hub Tower and Kaleidoscope at the Hub. Cindy has been a commercial property manager for 24 years and holds her CPM designation. Cindy is the current President of the Des Moines Skywalk Association. She is a past board member for American Lung Association-Iowa and continues to volunteer for this organization. Cindy and her husband, Kevin, live in Ankeny.

**Tom Longer - Allied Representative****Western Specialty Contractors**

Tom Longer is the branch manager of the Des Moines office for Western Specialty Contractors. WSC is a privately owned company based out of St Louis. His responsibilities include building customer base, training sales force, production, billings and collections for the branch. Tom has more than 16 years of experience in the specialty contracting field. He volunteers his time to Toys for Tots and Pay it Forward events. He is also a member of IREM and coaches USAV club volleyball in the winter months. Bike riding and golf are his pastime in the summer months. Tom and his wife Chris have a daughter graduated from Simpson College and a son attending the University of Iowa.

**Dawn O'Connor - Association Executive****BOMA Iowa**

Dawn O'Connor is the owner of The Resource Connection, a full service association management company. She has more than 20 years of experience working with non-profits, providing membership services, event planning, accounting, communication, website services and leadership development. Dawn and her husband Dean live in Altoona. They have two sons, both grown. In her free time she enjoys golfing and spending time with family and friends.



Message from Kate Miller—President

BOMA Iowa rounded out another successful year. Thank you for your membership in BOMA Iowa, your attendance at the luncheons and events, generosity at the golf outing, dessert or other sponsorships, and mostly for your networking and mentorship. We know the mantra of “garbage in and garbage out” and BOMA Iowa proves the opposite to be true: each member adds value which, in turn, compounds to create a wildly successful organization. I personally have benefitted greatly from your friendship and have learned so much from you.

You’ll see in the following pages that membership has dipped slightly in the last two years. Cindy McCauley and Jeff Hatfield will be heading up a 2018 Membership Drive to boost applications. The value of BOMA Iowa is in its membership.



Message from Mike Quick—Past President

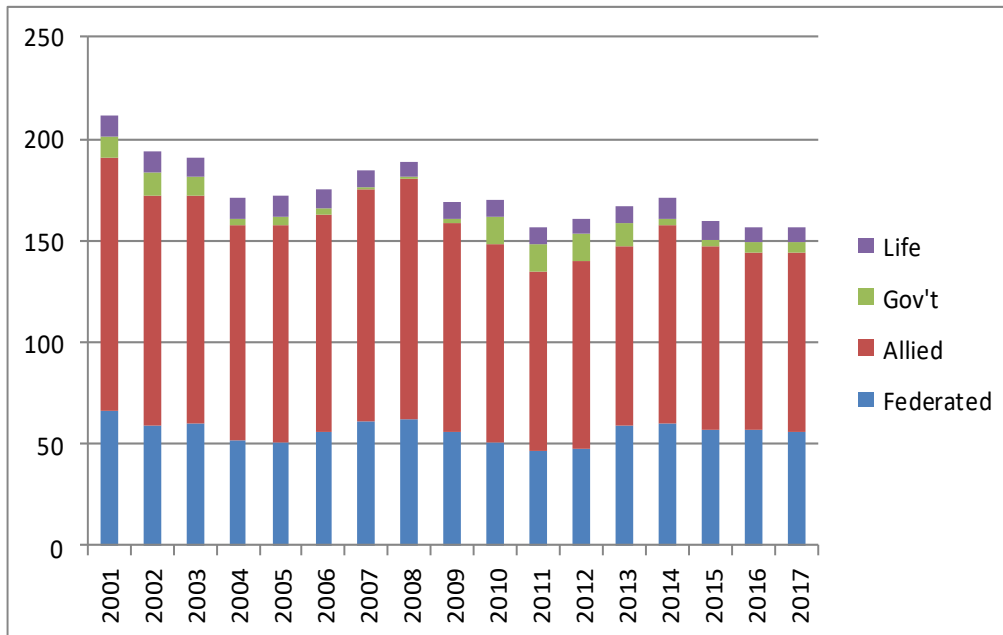
I would like to take this opportunity to say "Thank You" to BOMA Iowa members for the privilege and honor of serving on the Board of Directors and for being this year's Past President. The last seven years on the Board have truly been the most rewarding experience of my professional career. Thank you to all members, my fellow board members and the social committee. A special thanks to Dawn O'Connor our BAE, for her continued support, commitment, dedication, enthusiasm, and all the hard work you do for BOMA Iowa.

That being said, THANK YOU FOR YOUR MEMBERSHIP IN BOMA IOWA. It would not be possible without your attendance at our events and luncheons, your generosity at our golf outing, your dessert and website sponsorships. And thank you mostly for your openness and result oriented conversations during our networking sessions. It is because of our members that we are able to entice strong local leaders into our great luncheon speaker program and we're able to reach so many in our industry.

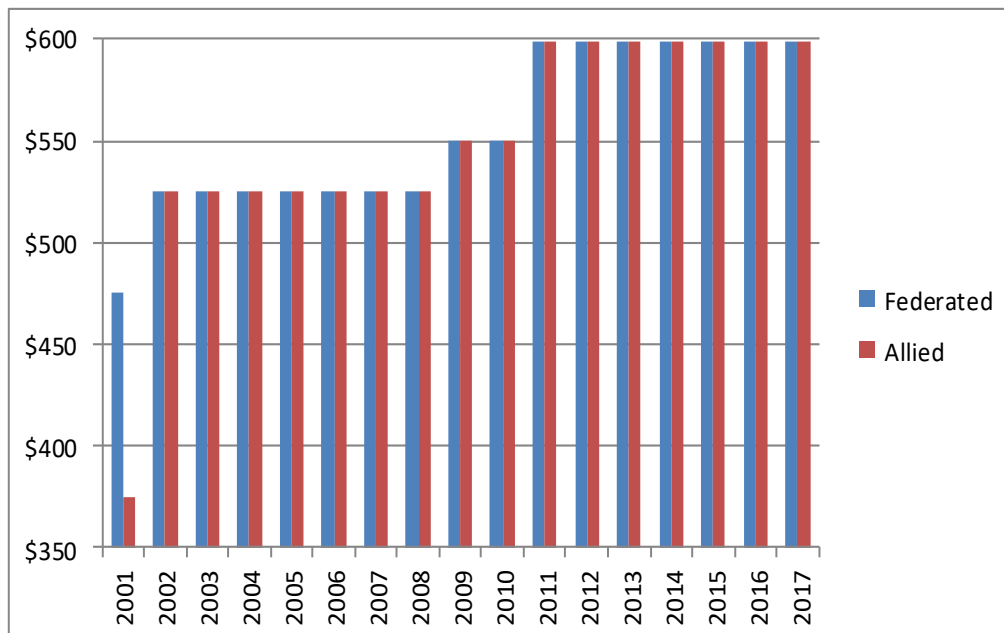
BOMA Iowa is an association that I am honored to say I served on the Board of Directors and will continue to be involved with in the future.

Membership

THE VALUE OF BOMA IOWA IS ITS MEMBERSHIP. OVER THE PAST DECADE, WE HAVE AVERAGED 160+ MEMBERS.



WE STRIVE TO KEEP OUR DUES REASONABLE AND COMPETITIVE. OUR DUES HAVE REMAINED FLAT SINCE 2011.



Social Events

March Madness Drop-in
Legends



Annual Golf Outing
Otter Creek



Holiday Drop-in
Iowa Taproom



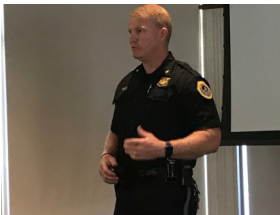
Education Events

OSHA Regulations—Part I and Part II



Programs

WE STRIVE TO PROVIDE PROGRAMS THAT ARE DIVERSE, ENTERTAINING AND EDUCATIONAL FOR OUR MEMBERS.....



Subjects

January 2017

Water Works Park Renovation Project

February 2017

2017 Solheim Cup

March 2017

Iowa Center for Higher Education

April 2017

132nd Wing and their Mission

May 2017

Des Moines Area Regional Transit Authority (DART)

June 2017

Des Moines Police Department

August 2017

Red Rock Hydroelectric Plant

September 2017

Upcoming Changes to the Des Moines Airport

October 2017

Altoona and East Polk County Updates

November 2017

Safeguard Iowa Partnership and its Resources

Speakers

Sam Carrell / Kate Byus

Water Work Park Foundation / Capital Campaign

Chris Garrett

Solheim Cup Tournament Director

Tom Rice

Director for Iowa Center of Higher Education

Colonel Shawn Ford

Iowa National Guard

Elizabeth Presutti

Chief Executive Officer, DART

Chief Dana Wingert

Des Moines Police Department

Vernon L Cochran

Missouri River Energy Services

Kevin Foley

Des Moines International Airport

Alex Lynch

East Polk Innovation Collaborative

John Halbrook

Safeguard Iowa Partnership

Sponsorships

Gold Level - \$1,600

- 12 month membership for one (add \$250.00 for each additional member from organization)
- Recognition of Gold Level Sponsor at each Monthly Luncheon (Table sign identifying all Gold sponsors, gold colored name badges)
- Sponsor two holes at the Golf Outing (Company name will be in the e-newsletter)
- Company logo in e-newsletter with link to company website (12 months)
- Company logo on BOMA website with link to company website (12 months)
- Holiday Party Sponsor

Silver Level - \$1,250

- 12 month membership for one (add \$275.00 for each additional member from organization)
- Sponsor one hole at the Golf Outing
- Company logo in e-newsletter with link to company website (12 months)
- Company logo on BOMA website with link to company website (6 months)

A la Carte Sponsorship

- Dessert Sponsor at one Monthly Luncheon - \$150
- Company logo in e-newsletter with link to company website (12 months \$400.00)
- Company logo on BOMA website with link to company website (6 months \$100.00, 12 months \$200.00)
- Golf Outing Hole Sponsor - One hole \$150.00, Two holes \$200.00
- Golf Outing Lunch Sponsor \$500, Dinner Sponsor \$500, Beverage Cart Sponsor \$500, Hole-In-One Par 3 Prize Sponsor \$500 (each limited to one individual organization)
- Holiday Party Sponsor \$200.00 (Special recognition of all Holiday Party sponsors at Holiday Party and in the e-newsletter.)

Membership and Golf Sponsors

SPONSORSHIP IS ESSENTIAL TO ALLOW BOMA IOWA TO HOST SUCCESSFUL SOCIAL EVENTS, EDUCATIONAL OPPORTUNITIES, SCHOLARSHIPS, AND MORE.....

Gold



Silver

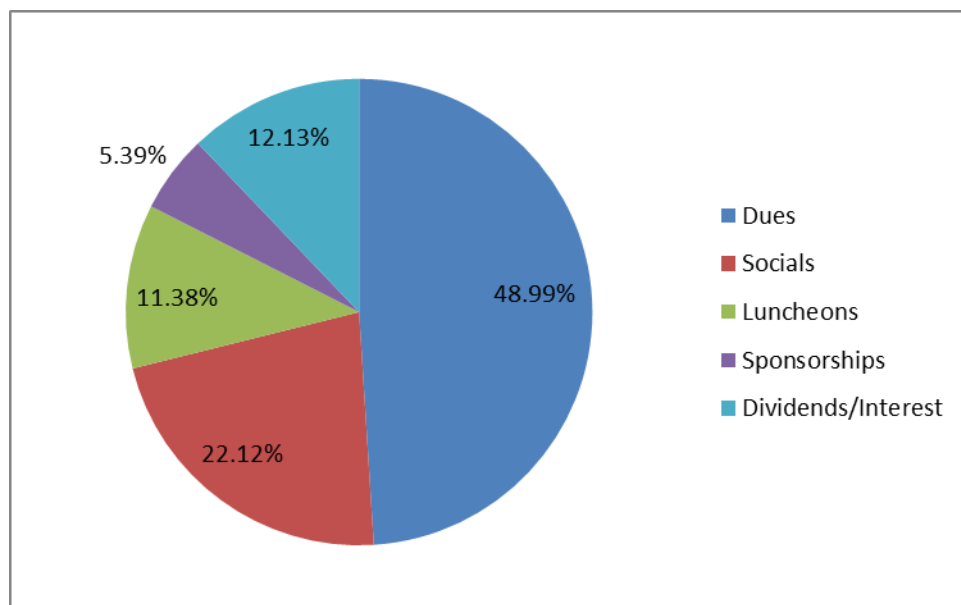


Golf

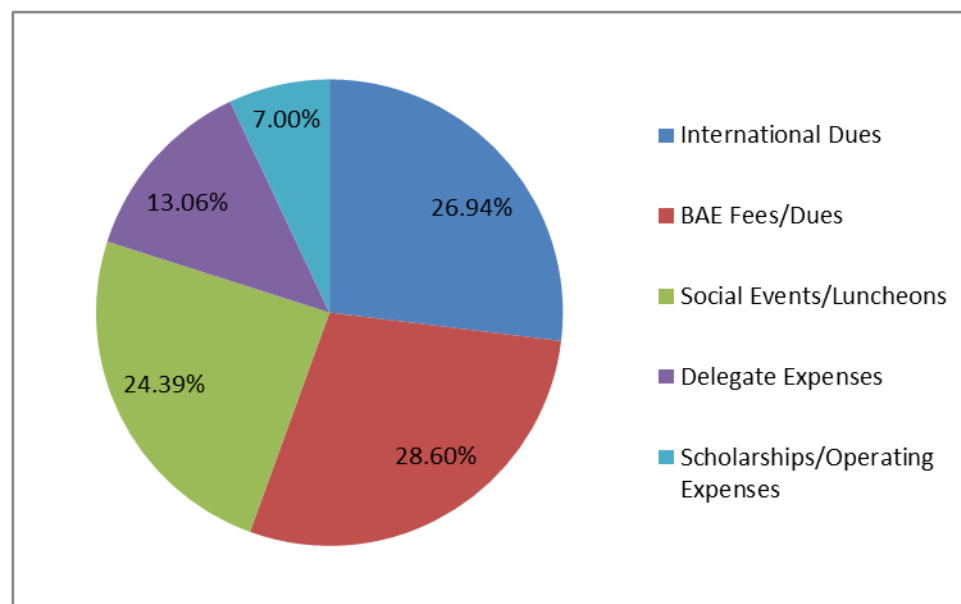


2017 Financials

Income \$132,695

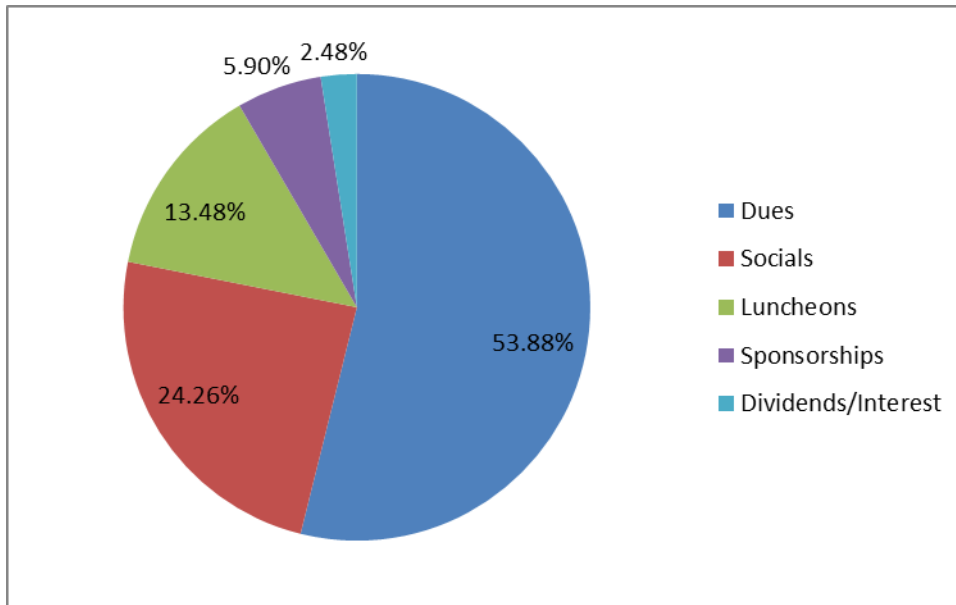


Expenses \$124,699



2018 Financials (Projected)

Income 127,799



Expenses \$127,566

