

*BOMA Iowa*

*Established 1949*



## *Our Mission*

*“TO REPRESENT AND PROMOTE, IN PARTNERSHIP WITH OUR VENDORS AND SUPPLIERS, THE INTERESTS OF THOSE ENGAGED IN THE OWNERSHIP AND/OR OPERATION OF COMMERCIAL OR GOVERNMENT PROPERTIES THROUGH EFFECTIVE LEADERSHIP, ADVOCACY, EXCHANGE OF INFORMATION, AND PROFESSIONAL DEVELOPMENT”*



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## 2015 Board of Directors



Jon Kurth - Past President

Wells Fargo

Jon Kurth, MCR/RPA is a Vice President with the Corporate Real Estate department at Wells Fargo Bank. As a Strategic Planning Manager, Jon is responsible for developing short and long term real estate strategies to optimize real estate assets and maximize shareholder value. Previously, Jon managed all property and project management for Wells Fargo Financial. Jon has been a member of BOMA for 6 years and also serves on the board of directors for Operation Downtown and was a past President of the Des Moines Skywalk Association. A graduate of Iowa State University, Jon has been based in Des Moines for 25 years and currently lives in Johnston with his wife Colette and family.



James Smith - President

Colby Interests

James Smith is Vice President of Property Management for Colby Interests. James is responsible for overseeing the day-to-day operations of 35 commercial properties, multiple land leases and development sites. James' other duties include new business development, supervision of staff, and brokerage services. James is a graduate of the University of Iowa. In his free time, James enjoys golfing and spending time with his two son's Sully and Sawyer.



Mike Quick—VP Programs

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 children.



Kate Miller - VP Education

Draper & Kramer

Kate Miller is a Property Manager for Draper and Kramer, Inc. at the Capital Square building located in downtown Des Moines. The building features a mix of commercial office and retail space and Kate's duties range from handling the day-to-day goings-on to long-term planning and brokerage services. In addition to BOMA, she also serves on the board of directors for the Downtown Community Alliance and the Des Moines Skywalk Association and is a member of ICREA. She and her husband Chris reside in Des Moines with their son, Hank.



### Scott Cooley - VP Secretary/Treasurer

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 over 18 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 Membership

Hubbell Realty Company

Tricia Matthies is a Senior Property Manager with Hubbell Property Management. She has more than 17 years of professional commercial property management experience. Tricia is currently responsible for managing just under one million square feet of property in central Iowa. She has experience with the full spectrum of property types from retail, medical and class A office to flex and multi-use. Recently her focus has been on managing medical buildings. Her current portfolio includes Lakeview Medical Plaza, The Iowa Clinic and 4 Unity Point Clinics. Tricia is a veteran of the United State Marine Corps and a member of IREM. Tricia and her husband Andrew Beltrame live in Johnston with their six children and one grandchild.



### Karen Goldsworth - Allied Representative Strauss Security Solutions

Karen Goldsworth is a Sales Manager with Strauss Security Solutions in Urbandale. Strauss Security Solutions has been serving Iowa for more than 80 years. They offer the latest in high security products including card access, keyless entry, locks, hardware, and security surveillance systems as well as custom keying. Karen has been with Strauss Security solutions for more than twelve years. She is a graduate of Iowa State University. She currently is on the board of trustees for Children and Families of Iowa, the 2015 President for the Urbandale Chamber of Commerce and is a graduate of the Greater Des Moines Leadership Class as well as recipient of the Forty under 40 award. In her free time, she enjoys spending time with her family which includes three children and husband Shaun.



### Brian Tessau - Member at Large

Nationwide Insurance

Brian Tessau works in the Corporate Real Estate department at Nationwide Insurance, and is the Senior Building Manager for their 1.2 million square foot downtown Des Moines campus. Brian's responsibilities include: daily property operations functions, staff management, budget management, capital planning, tenant relations, and vendor management. Brian has over 16 years of experience in facilities & property management, operations management, construction management, and project management. He holds his PMP certification and is currently a CPM candidate as well. Brian is a graduate of the University of Northern Iowa, and lives in Waukee with his wife, Angie, and three sons.



### 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 James Smith—President*

BOMA Iowa has had a terrific 2015 providing strong leadership and value to it's members. As I've met different BOMA Boards from around the United States I've realized BOMA Iowa has a unique atmosphere with our Federated and Allied members. BOMA Iowa members have a partnership mindset for our organization which proves to bring out the best results and ideas for our organization. Whether it is property tours, educational seminars or just fun cocktail hours after work, BOMA Iowa members always work together to help produce great results. I have been proud to serve as the 2015 BOMA Iowa President and will be a life time member of BOMA Iowa.

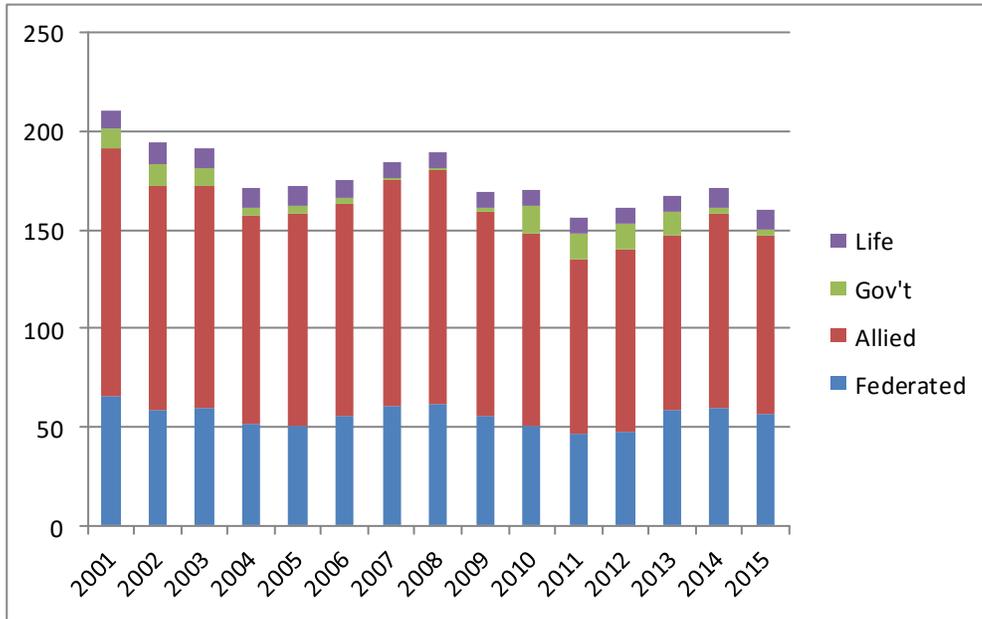


*Message from Jon Kurth—Past President*

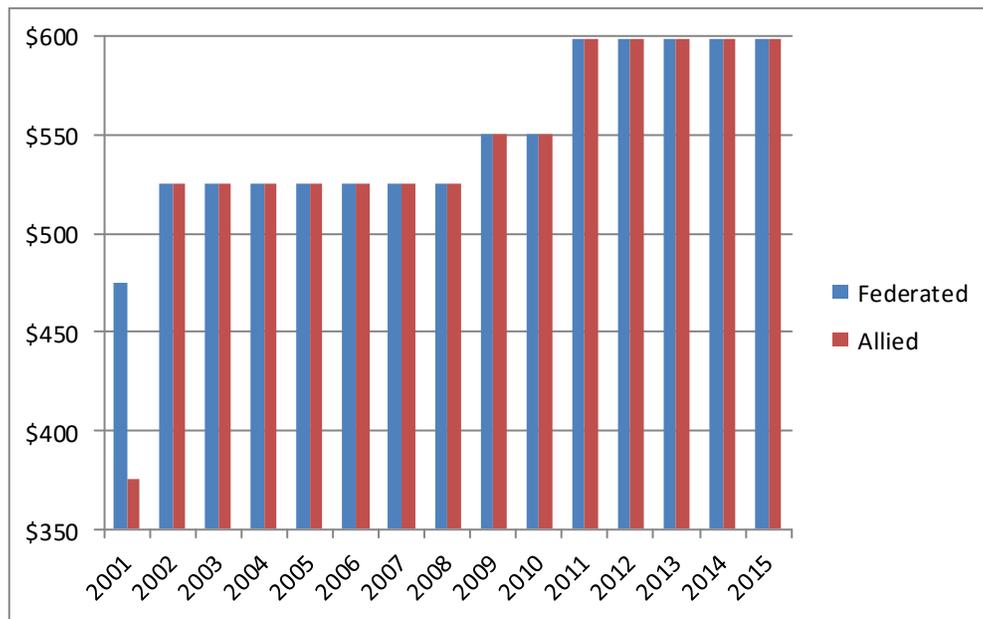
It is hard to believe 7 years has passed so quickly. Although my duties have changed with Wells Fargo, the value of this organization has not. To me, BOMA Iowa is about relationships and is the underlying reason to stay involved, regardless what role I serve in real estate. Obviously, BOMA offers much more than a connection point to your peers, including education, social events, benchmarking, reference materials, etc. Whatever substantiates your membership, I hope you continue to reap the value of the organization. Everyone, not just the Board, plays a vital role its success. I challenge all of you to take advantage of everything BOMA has to offer. During the upcoming year, I ask you to go the extra step. That may be as simple as attending a social event for the first time, recruiting a new member, or attending the summer conference. At the very least, next time you need to find a vendor, start with the membership directory and support member companies. I know from experience that you get out what you put into it. It has been a pleasure serving all of you. Enjoy a great 2016 and I look forward to seeing you all at upcoming events!

## Membership

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



*WE STRIVE TO KEEP OUR DUES REASONABLE AND COMPETITIVE. DUES HAVE ONLY INCREASED 14% SINCE 2002.....*



*Social Events*

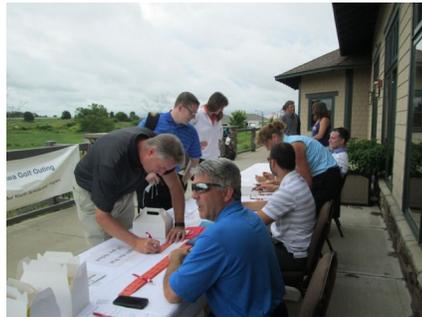
**March Madness Drop-in**

OverTime



**Annual Golf Outing**

Otter Creek



**Holiday Drop-in**

Capital Square



*Educational Webinars & Events*

**PACE Financing for Commercial Real Estate**



**In-Building Wireless – What is the Next Evolution in Reliable Indoor Wireless Technologies?**

**BOMA Advocacy Briefing - Spring 2015**



**Fire Prevention—Codes and Updates**

**A Little Bit of Everything HVAC**



**Good Practices for Improved Energy Efficiency**

**Education Opportunities—BOMA, BOMI, Energy Center, ISU**

## Programs

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



## Subjects

### January 2015

Energy Consumption, Rebates and Audits

### February 2015

Health and Nutrition

### March 2015

Combined Heat & Power Technologies

### April 2015

Running of the Fairgrounds

### May 2015

Greater DM Economic Development Update

### June 2015

Iowa Games, Live Healthy Iowa, Adaptive Sports

### August 2015

Agriculture and Conservation in Iowa

### September 2015

Better Business Bureau

### October 2015

Made in Iowa

### November 2015

RAGBRAI

## Speakers

### Ken Setzkorn / Louis Urwitz

MidAmerican Energy/Clear Result

### Sheree Clark

Fork in the Road

### Shelly Peterson / Cliff Haefke

Iowa Econ Dev/Clean Energy Application

### Gary Slater

Iowa State Fair

### Gene Meyer / David Maahs

Community Alliance / DM Partnership

### Chuck Long

Iowa Sports Foundation

### Laurie Johns

Iowa Farm Bureau

### Bobby Hansen/Chris Coleman/Ryan Smith

Better Business Bureau

### Scott Siepker

Iowa Nice Guy: Actor, Writer, Producer

### TJ Juskiewicz

RAGBRAI

## *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 - \$1,150**

- 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 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

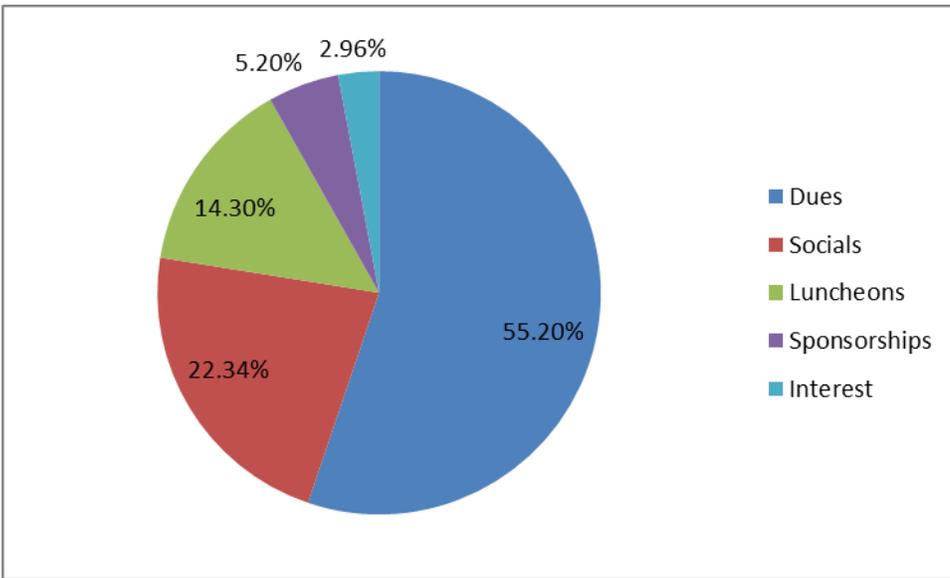


The Finishing Touchez, Inc.

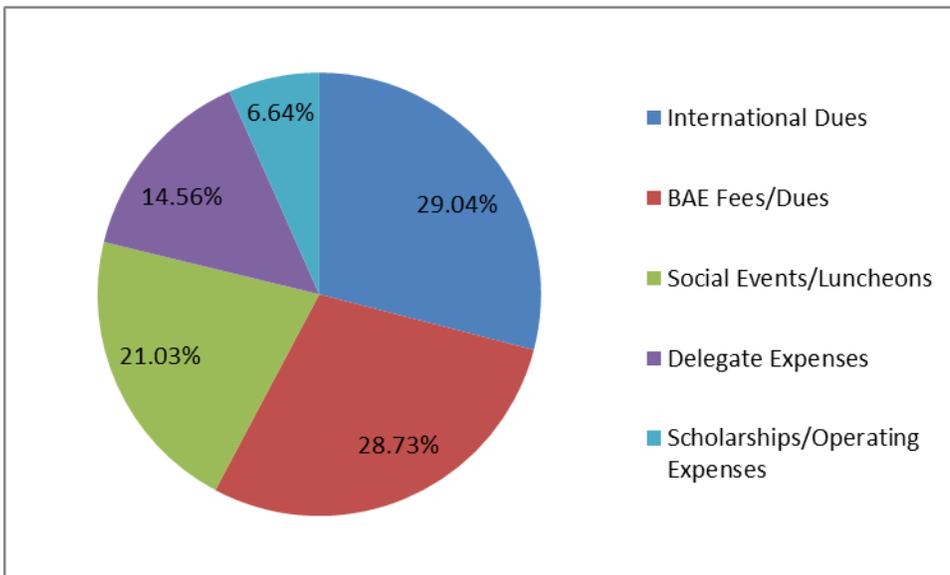


2015 Financials

# Income \$119,577

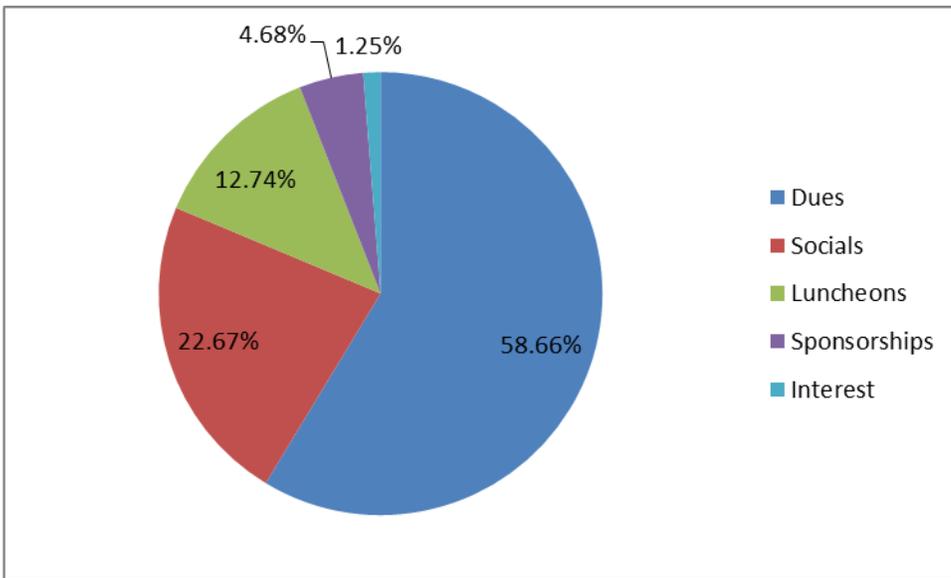


# Expenses \$118,439



*2016 Financials (Projected)*

Income \$120,443



Expenses \$119,494

