

*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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## 2018 Board of Directors



**Kate Miller - Past 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 —President**

**R & R Realty Group**

Scott Cooley is a Senior Vice President with Management Professionals, Inc., a subsidiary of R&R Realty Group. Scott is responsible for the field operations for a portfolio of over 8 million square feet of commercial office, flex, retail, warehouse, multi-family and fee managed properties in Iowa and Nebraska. He has over 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.



**Tricia Matthies- VP Programs**

**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 Education**

**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 Secretary/Treasurer****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 on the board for Rotary Club of Des Moines AM. He is a life-long Des Moines area resident, a Drake graduate (BA/MA) and he is married to the lovely Liz.

**Theotto Lillard - VP Membership****Hubbell Realty**

Theotto Lillard is a Commercial Property Manager for Hubbell Realty Company. He is responsible for directing the day-to-day activities within a select portfolio of loss prevention, risk management, safety/security, maintenance, marketing, landscaping, snow removal, and tenant build out. In addition, he develops and administers budgets and conducts operational reviews and analysis of corrective action required. He acts as the primary coordinator to ensure efforts are fully meet and exceed contractual property management obligations. Theotto enjoys travel, fitness, serves on the board for Corinthian Gardens, and is heavily involved in my community.

**Jeff Pardun - Member at Large****Iowa Farm Bureau**

Jeff Pardun works for the Iowa Farm Bureau Federation Property Management Inc. He is the Assistant Building Manager at the Iowa Farm Bureau corporate campus. This is a 500 thousand sq.ft. building that sits on a 65-acre site in the heart of West Des Moines. Jeff works with the daily operations, staff management, and budgeting. He is a graduate of the 2-year Horticulture Program at DMACC. He currently holds his SMT, SMA, and working towards his FMA designations thru BOMI. Jeff enjoys spending time with his wife Angie and their 3 children.

**Keeley Kinney - Allied Representative****Saxton Inc.**

Keeley Kinney has held various roles within the business development and sales teams at Saxton in Des Moines and Cedar Rapids for over 30 years. She currently serves as Vice President Business Development and is responsible for all Strategic Relationships throughout the state of Iowa and markets where Saxton is engaged. Keeley's role is to establish business to business relationships that are mutually beneficial and serve the customer well. Her responsibilities include advocating for the client and marketplace to insure our process and products meet the needs of our clients.

**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 Scott Cooley—President*

BOMA Iowa had an awesome and notable 2018 thanks to our membership! This year we saw a great increase in our membership due to the efforts of our membership chair Jeff Hatfield. We are now 170 members strong! Our golf outing was huge again this year. This was the 2<sup>nd</sup> year in a row that we sold out the event! Our monthly luncheons, drop-in events, educational opportunities and building tour had terrific attendance levels. I want to extend a big thank you to all our sponsors this past year. We are very appreciative of your generosity each and every year. It goes without saying that value of BOMA Iowa is in its membership!

When I look ahead to BOMA Iowa 2019, I am excited about the opportunities for continued growth in membership, excellent educational events, networking opportunities and advocacy. The BOMA Iowa board is committed to serving our membership. On a personal note, I truly enjoyed my time as President this past year and I look forward to my 2<sup>nd</sup> term in 2019. If you have any suggestions on how we can make the organization better, please let us know. I look forward to seeing everyone at the January luncheon!

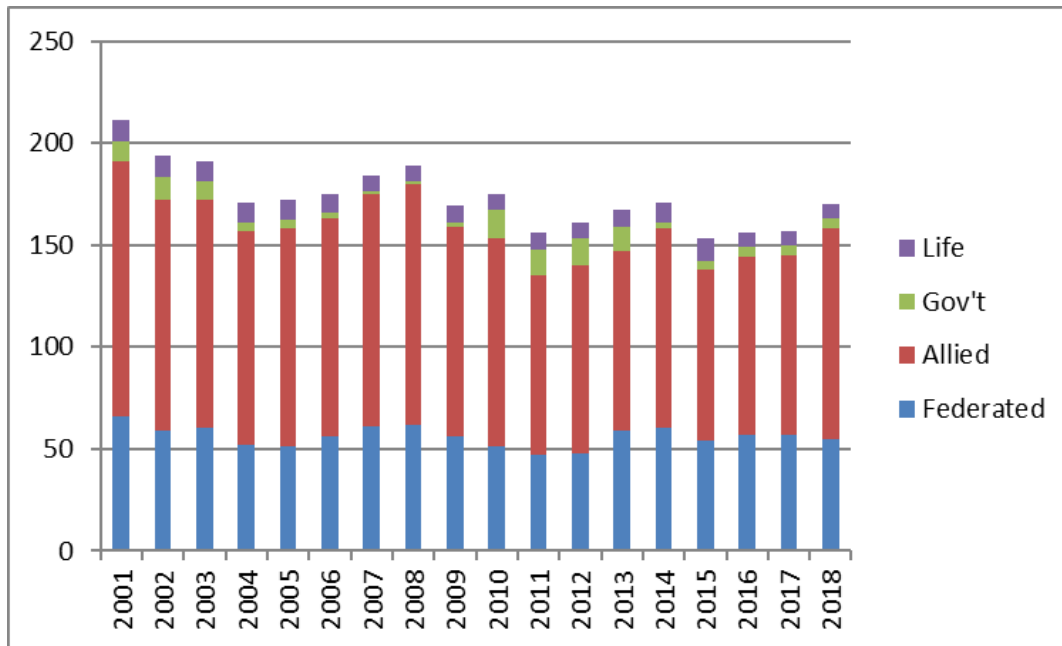


### *Message from Kate Miller—Past President*

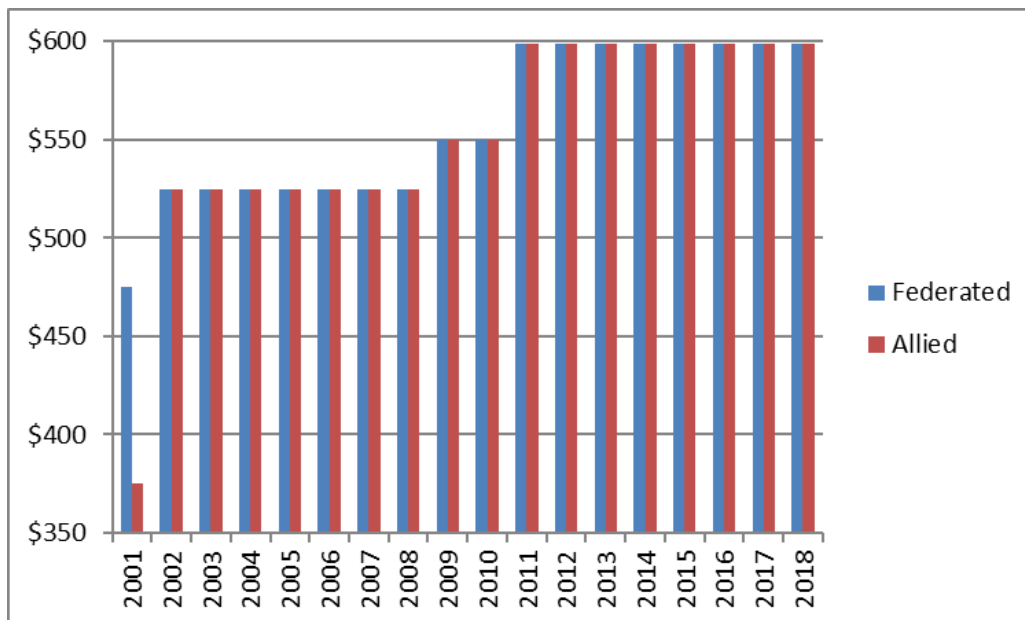
I would like to take this opportunity to say “Thank You” to BOMA Iowa members for the honor of serving on the Board of Directors for this great organization. Thank you for your membership in BOMA Iowa, your attendance at the luncheons and events, generosity at the golf outing, dessert or other sponsorships, and mostly for your networking and mentorship. I personally have benefitted greatly from your friendship and have learned so much from you. I ask that you stay committed and engaged to continue the success of the BOMA Iowa chapter.

## 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*

- **Social Drop-in**  
Hall at the Foundry
- **Annual Golf Outing**  
Otter Creek
- **Holiday Drop-in**  
Iowa Taproom



## *Building Tours*

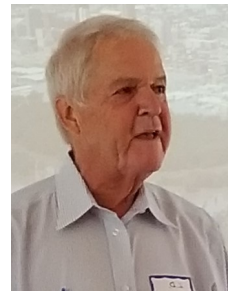
**Baker Group**  
**909 Locust Remodel**

## *Education Events*

**ARC Flash**  
**Today's Workplace**

## *Programs*

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



## *Subjects*

### **January 2018**

Employee Law Basics

### **February 2018**

Current Vision and Current Projects

### **March 2018**

Urban Loop Project

### **April 2018**

Happenings in Des Moines

### **May 2018**

Mass Timber Construction

### **June 2018**

25 Years After the Flood

### **August 2018**

Greater Des Moines Public Art Foundation

### **September 2018**

3 Concentric Rings of Security

### **October 2018**

Constant Change in the News Business

### **November 2018**

State of the Iowa Economy

## *Speakers*

### **Jaki Samuelson**

Whitfield & Eddy

### **Nikki Syverson**

Capital Crossroads

### **Curtis Brown**

Assistant City Manager, City of Urbandale

### **Greg Edwards**

President, Catch Des Moines

### **Dan Baxter**

Director of Development, Ryan Companies

### **L.D. McMullen**

Retired CEO, Des Moines Water Works

### **Jessica Rowe**

Director, Greater Des Moines Public Art Foundation

### **Ray Boyer**

Proactive Resource Consulting

### **Kathie Obradovich**

Des Moines Register

### **Mike Ralston**

Iowa Association of Business & Industry

## *Sponsorships*

### **Gold Level - \$1,800**

- 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)
- Sign sponsor at the Golf Outing
- Company logo in e-newsletter with link to company website
- Company logo on BOMA website with link to company website
- Holiday Party Sponsor

### **Silver Level - \$1,550**

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

### **A la Carte Sponsorship**

- 10 Luncheons in 2018 (no refunds if not able to attend) \$250
- Dessert Sponsor at one Monthly Luncheon - \$200
- Company logo in e-newsletter with link to company website (12 months \$400.00)
- Company logo on BOMA website with link to company website (12 months \$200.00)
- Golf Outing Sign Sponsor - \$150
- Golf Outing Hole Sponsor \$200
- Golf Outing Lunch Sponsor \$500, Dinner Sponsor \$500, Beverage Cart Sponsor \$500, Hole-In-One Par 3 Prize Sponsor \$500, Keg Sponsor \$300, Table at the Turn \$250 (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

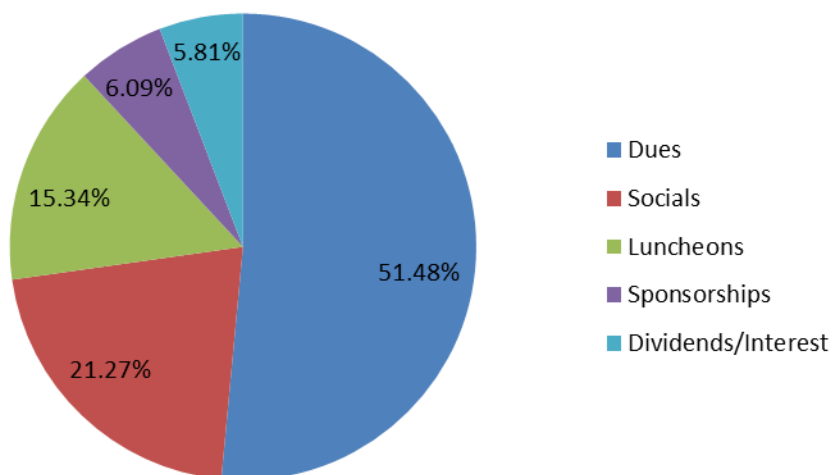


### Golf

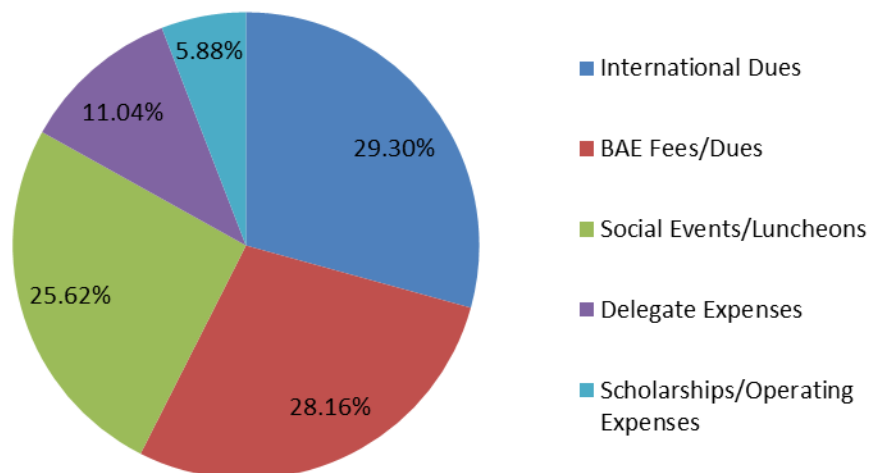


## 2018 Financials

# Income \$149,153

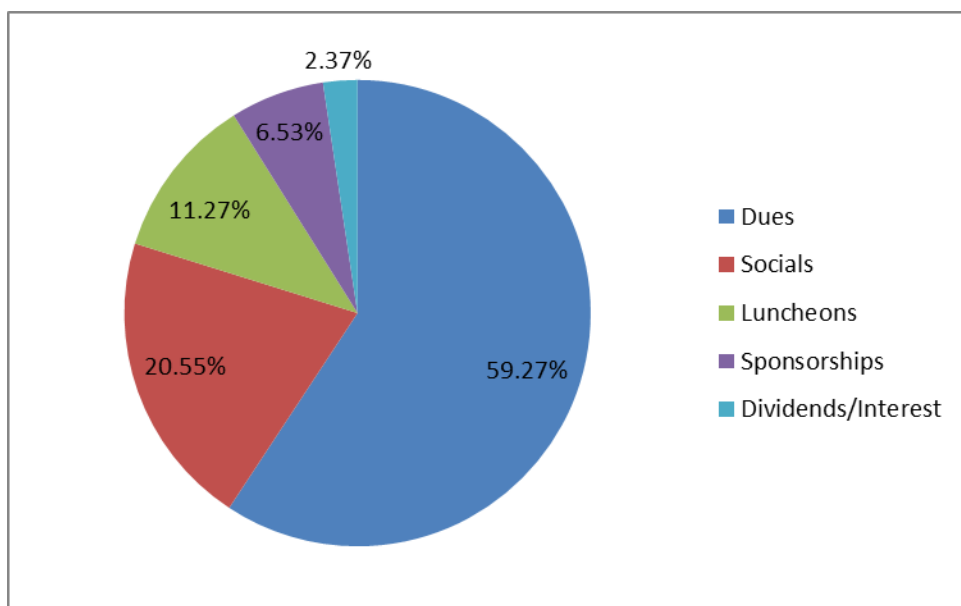


# Expenses \$130,217



## 2019 Financials (Projected)

### Income \$133,790



### Expenses \$128,896

