

BOMA Metro Detroit



EXCLUSIVE ONE DAY EVENT
for **BUILDING OWNERS,**
MANAGERS , BROKERS &
OPERATIONS STAFF

MEGA EDUCATION

April 19

West in

Southfield

1500 Town Center

Reduce costs,
Improve
Buildings.



All seminars have been approved for
one continuing ed credit for Michigan
real estate ; **GET 6 CREDITS in ONE DAY!**

Brought to you by

BOMA Education Committee &





From Green to Gold I - Sustainability-Water/Landscape

11:00 – Noon & 1:00 – 2:00 - Scott Dierks, P.E. (Cardno JFNew)

The Shades of Green in Green Infrastructure – Low impact development and water management: This session will cover the basics on green infrastructure (GI) – what it is, how it is done, what the constraints and common pitfalls are and the expected capital, operations and maintenance costs. GI entails a different mind-set for site design. GI site design means taking a more integrated approach to landscaping, storm water and grounds management, along with the possible integration of site cooling and creation of natural habitats. Significant cost savings for GI are possible, but the trade-off is between dropping intensive grounds management and development of a different landscape aesthetic. Choices and ways to integrate GI into conventional site design so that everyone encountering the site will know the design was intentional and contains both traditional and new realizations of beautiful landscapes will be discussed.

From Green to Gold II - Energy Savings-The Building Envelope

11:00 – Noon & 2:15 – 3:15 - Sarah McNulty (Limbach), Matt McIntosh (Lighting Supply), Kevin Callahan (Bruttell Roofing)

Commercial buildings consume 40% of the nation's electricity. Learn about cutting-edge building performance technology, focusing on the largest areas of commercial building energy use. This session will discuss three case studies that achieved energy expense savings by:

- Improving their building envelope (exterior walls and roof).
- Changing the way in which they operate their current HVAC systems.
- Improvements and changes to the operation of lighting systems.

2012 Codes Update

9:45-10:45 & 3:30 - 4:30- Mark Krueger (WJE), John Sier (Kitch), Wayne Jewell (Green Oaks Township)

This session will discuss the changes in Michigan Code and Statute as related to the implementation thereof. How they may impact an existing building or new construction project so property professionals remain relevant and compliant with current code. Changes in building codes and regulations are a constant concern for building owners, property managers, facility managers, and building and construction professionals. They impact the way we all do business, as well as our potential profitability - and liability. Through this session you will learn to minimize the impact of pending changes and be more confident when submitting plans to the building department that there will not be an unexpected and expensive 'code upgrade.'

Energy Code Update & New Standards

8:30-9:30 & 1:00 -2:00 - Jim Newman (Newman Consulting Group), Saulius Mikalonis (Plunkett Cooney)

This session will discuss the changes in National and local Energy Codes and ASHRAE Energy Standards, how they may impact an existing building or new construction project, and how compliance is treated such as those dictated by the state building codes. International code bodies, the State Code Commission, and municipal governments are adopting energy code changes in an effort to protect the environment. There are a lot of new building standards, like ASHRAE 189.1, that isn't code yet in most places but will be referenced in IGCC 2012. What are these changes? How can owners and managers comply with required changes and use them, or use voluntary programs, to jump-start an energy management program that will reap the greatest benefit?

ADA Building Regulations/Changes & Compliance

3:30 – 4:30 - Brian Tognetti (WJE)

Striving to provide handicap accessibility throughout our new and existing, built environment is not a new concept. There are many guidelines, regulations, code provisions, and laws pertaining to the subject. When the acronym 'ADA' is discussed, it often can mean different things to different people. The U.S. Department of Justice, Civil Rights Division will be enforcing the updated 2010 rules of the Americans with Disabilities Act (ADA). The last rule update occurred in 1991. This session will discuss the new ADA rules, how they may impact an existing building or new construction project, and how the ADA rule compliance differs from other construction-related handicap accessibility requirements, such as those dictated by the state building codes.



Maintaining Green

9:45- 10:45 & 3:30 -4:30 - Joe Vig (JS Vig), Renae Hesselink (Nichols)

When it comes to sustainable buildings and operational practices, the path from policy to structure to on-the-ground implementation can be tough to navigate. Internalizing the sophisticated process of tracking and recording your operations and maintenance efforts across an organization – especially with a portfolio of buildings, managers, facilities staff and outside vendors – is a huge challenge. Develop take-away tools for maintaining operational performance in energy efficiency, water, waste stream and indoor environmental quality and learn how to engage and educate managers, staff and tenants, and create buy-in when dealing with third-party providers.

Monitoring Green

8:30- 9:30 & 2:15 – 3:15 - Joe Colleran (WJO)

When it comes to sustainable buildings and operational practices, many local, county and state governments are mandating energy benchmarking and 'green buildings' in new building and retrofits. New York just recently implemented mandatory posting of energy on all public and private buildings. Attendees will learn about the tools for monitoring operational performance in energy efficiency, and indoor environmental quality. They will learn the benefits of monitoring energy usage in near real time, some of the different ways to do this in your buildings, and gain exposure to some of the more advanced energy management strategies - demand response, advanced building control, centralized command center, etc.

Energy Tax Deductions & Incentives

9:45 – 10:45 - Bill Clemens (DTE), Cesar Nerys (Open World Energy)

Tax deductions and incentives are available to owners or tenants of new or existing commercial buildings that are constructed or reconstructed to save certain percentages of the heating, cooling, ventilation, water heating, and interior lighting energy cost of a building that meet applicable standards. Attendees will receive answers to the following questions, and many more: Are your buildings covered by these programs? How can you meet the requirements to capitalize on these incentives and deductions? When do these incentives and deductions expire?

Growth Engines & Incentives

8:30 – 9:30 - Joe Kopietz (Clark Hill)

There are an ever-increasing number of government-sponsored programs intended to induce businesses to locate or expand in particular areas through a variety of tax credits and incentives including Low Income Housing, Renewable Energy, Historic and New Markets Tax Credits as well as state tax credits, tax abatements and "Green" incentives. Attendees will learn how to maximize their access to and benefit from these various programs.

Property Tax Appeals: Process, Timing & Contingent Fees

1:00 – 2:00 - Trey Brice (Jaffe, Raitt, Heuer & Weiss, PC)

In this time of economic stagnation, with vacancy rates at all time highs, owners and property managers must be familiar with every opportunity to manage and sustain the property portfolio and ensure its competitiveness in the marketplace. Recent legislation threatens to change the manner by which a property can qualify for a reduced assessment (mitigates WPW.) Attendees will learn everything there is to know about the property tax assessment process, how to reduce property taxes, when to act, what to say (or what consultants to hire) in order to maximize your chances of a successful property tax reduction. Attendees will learn about cases that are "winners" and "losers". Implications of recent legislation in using a decrease in occupancy as a loss.

Tenant Concessions in a Tenant Driven Market

11:00 – Noon & 3:30- 4:30 - Alan Taylor (Kitch)/Paul Magy (KOM)

In this time of economic stagnation, with vacancy rates at all time highs, landlords and property managers continue to be pressed with the obligation to retain existing tenants while aggressively pursuing new tenants to occupy their empty spaces. In response, tenants are leveraging enormous opportunities to pursue favorable lease terms and receive a variety of creative concessions, such as free rent, discounted rental rates, out clauses and increased allowances for tenant improvements. Attendees will learn how to negotiate with aggressive tenants to formulate workable lease arrangements in these unprecedented times.

Tenant Bankruptcy Issues

9:45 – 10:45 & 1:00 – 2:00 - Robert Kent (Kitch)

A guide for landlords and managers when tenants file for bankruptcy protection

Landlords and property managers must be prepared for the challenges that arise when a tenant files for bankruptcy protection. Attendees will learn about how to react to tenant bankruptcies, including how real property lessees are treated under the Bankruptcy Code, the landlord's rights and obligations throughout the bankruptcy case, including steps that Landlords can take early in the bankruptcy case to help protect their interests.

Risk Management Round Table

8:30 – 9:30 & 2:15 – 3:15 - Sandy Borg (ISC), John Kavalick & Greg Johnson (Huffmaster), Gretchen Hopp-Doyle (Baker Hopp & Yee)

Business Continuity Planning (ISC & Huffmaster)

How quickly your property gets back to business after a disaster or catastrophe often depends on emergency planning done today. This roundtable discussion will include the basics of business continuity planning and preparing a disaster checklist for your company to develop a plan and be prepared if an emergency/disaster should strike. With an emergency/disaster plan you will be taking action as opposed to reacting after the disaster has already occurred. Systems testing, drills, and other preparedness will be discussed.

Insurance Coverage's (Baker Hopp & Yee)

Not having proper coverage can mean enormous financial burdens when you least expect it. Making sure that you receive the appropriate insurance coverage from your tenants and vendors is a crucial part of protecting yourself and the company you work for. Having the proper insurance for your company cannot only protect you, but save you money. Learn about replacement costs and co-insurance, insuring vacant properties and how they differ from occupied; understand how to transfer risk that cannot be insured.

Property Assessed Clean Energy (PACE) Financing

11:00 – Noon - Thomas Esordi (Kitch)

In this time of economic stagnation, Property Assessed Clean Energy (PACE) financing effectively allows property owners to borrow money to pay for energy improvements. The amount borrowed from the local municipality is repaid via a special assessment. With the passage of Act No. 270, Michigan Public Acts, 2010, on December 15, 2010, Michigan authorized local governments to establish such programs for energy retrofit financing. Attendees will learn how to maximize their access to and benefit from various programs for commercial development. Upon the completion of the session, attendees will be able to: identify municipalities offering PACE financing; effectively negotiate with an offering municipality; and, develop effective programs (including energy efficiency improvement selection and private lender approval) for maximum improvement with PACE financing.

Defaults & Legal Remedies

2:15 – 3:15 - Kevin Fanning (Clark Hill)

This presentation will go beyond the basics of eviction proceedings under Michigan law. Attendees will learn strategies for drafting and negotiating leases in advance of default, which will become critically important when litigation and/or bankruptcy occurs. They will also learn how to predict problems in advance so that landlords and property managers can react efficiently and effectively when a default occurs.



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REGISTER ONLINE @ www.bomadet.org

\$99* Full Day Registration includes 6 sessions
breakfast, lunch, & snacks

\$59* 1/2 Day Registration includes 3 sessions
breakfast or lunch & snacks

BOMA Member pricing will be extended to all employees of a BOMA member company.

* Non BOMA member Industry Professionals please add \$25.

Check the seminars you will attend.

The  noted seminars fulfill 1 hour of the Legal Update requirement— you are required to have 2 hours.

Name:
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Exp Date:
Amount to be charged: \$

Mail to:
BOMA of Metro Detroit
38800 Country Club Drive
Farmington Hills, MI 48331
or Fax to 248-848-3744

8:30a.m.-9:30 a.m.	1:00p.m.-2:00 p.m.
<input type="radio"/>  Risk Management-Disaster Planning ROUNDTABLE <input type="radio"/>  Growth Engines & Incentives  <input type="radio"/>  Monitoring the Green <input type="radio"/>  Energy Code Changes— IgCC, ASHRAE	<input type="radio"/>  Energy Code Changes— IgCC, ASHRAE <input type="radio"/>  Tenant Bankruptcy Issues  <input type="radio"/>  Property Tax Appeals— To Appeal or Not to Appeal <input type="radio"/>  From Green to Gold— I Sustainability-Water & Landscape
9:45 a.m.-10:45 a.m.	2:15p.m.-3:15 p.m.
<input type="radio"/>  Codes 2012 Update  <input type="radio"/>  Tax Deductions & Incentives <input type="radio"/>  Maintaining the Green <input type="radio"/>  Tenant Bankruptcy Issues 	<input type="radio"/>  Risk Management-Disaster Planning ROUNDTABLE <input type="radio"/>  Defaults & Legal Remedies  <input type="radio"/>  Monitoring the Green <input type="radio"/>  From Green to Gold— II Energy Savings— The Building Envelope
11:00 a.m.-Noon	3:30p.m.-4:30 p.m.
<input type="radio"/>  P.A.C.E. Property Assessed Clean Energy Financing  <input type="radio"/>  Tenant Concessions in a Tenant Driven Market  <input type="radio"/>  From Green to Gold— I <input type="radio"/>  From Green to Gold— II Energy Savings— The Building Envelope	<input type="radio"/>  ADA Building Regulations  <input type="radio"/>  Tenant Concessions in a Tenant Driven Market  <input type="radio"/>  Maintaining the Green <input type="radio"/>  Codes 2012 Update 

Continental Breakfast Registration

7:30 a.m.-8:30 a.m.

Seminars

8:30 a.m.-Noon

1:00 p.m.-4:30 p.m.

Lunch & Marketplace

Noon-1:00 p.m.

Happy Hour Networking

4:30-5:30 p.m.

Emerging Issues and Recent Developments in all things—

 Buildings

 People

 Finance

All your continuing ed in just one day & so much more.

