

# HORIZONS

San Antonio Building Owners and Managers Association, Inc.

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## The Envelope Please...

San Antonio BOMA is pleased to name Tomi Sue Beecham as Manager of the Year and recipient of the 2001 Singer Award. Tomi Sue has been in property management for over 14 years. She currently works for Trammell Crow Company as a facility manager for 52 Bank of America sites ranging from 100 to 150,000 square feet. Her total portfolio is over 290,000 square feet and she oversees six employees. She holds a Public Relations degree from Patricia Stevens College in Tampa, Florida and also has a real estate license. Tomi Sue has served on the SABOMA Board of Directors for many years and was president in 1999. She also serves on the State Legislative Committee for Texas BOMA and is co-chair of BOMA International's Codes and Standards Committee. Her supervisor Kent Hudgins states, "She is so up to date on code issues that she saves our client money by heading off any problems that may arise. We're very thrilled to have her on our team." Congratulations, Tomi Sue, we're thrilled to have you, too!



*Manager of the Year,  
Tomi Sue Beecham, RBM, RPA*



*(Left to right): Caroline Puller, Marlin Dunklin,  
Pam Brant and Katy Hines of Plant Interscapes  
display the President's Award*



*Kelly DeFonté, recipient of the  
Achievement Award*

## Heroes and Role Models

Reading through one of my magazines recently, I came upon an article featuring celebrities writing about their heroes, the people who influenced their lives, their mentors. Some of them were family members, some were teachers and others were friends. We're all role models for each other, but I know there have been people in my life that provided advice and guidance for me. People, who set an example that was so outstanding, I wanted to be like them and follow in their footsteps. I gave some thought to those I've considered heroes or mentors. These are people close to me, but I had never really considered "what" they had given me.

I first thought of my father. For most women, our fathers were our first heroes and had a huge impact on our lives. My father was a contractor, very much a blue-collar worker. He had an incredible work ethic. His philosophy was to give your job 150% and if that wasn't enough to get the job done, then give more. Do the job right and don't have to do it over! A lot of that stuck with me. I remember years ago putting in numerous hours of overtime, yet filling out my timesheet with only 40 hours for the week. The workload did not match the budget the company had for my position. In order to finish the work, overtime was required, so I did the work on my own. I'm not blowing my own horn about this. It shows how things you learn from those you admire stay with you. You follow through without considering taking any different action. Dad was also very honest. Not only was he honest in his thoughts and opinions (some of you may agree I'm a little too much like my Dad in this regard), but he was honest in his business ethics. Never cheat anyone in business. He guaranteed it would come back to you. After many years in business and having seen a lot of transactions, I'd agree with him. Early in my career I thought some charges in operating expenses weren't "that big a deal" and left them in for escalation bill backs. Naturally, a tenant audited me that year. Lesson learned!

My other hero is a particular aunt of mine. She had no children, so she chose to work and have a career. My aunt is in her seventies now (she would not be pleased that I gave that away!) and retired. Her career started when women didn't work outside the home, so her decision made her a rebel of sorts. When it became obvious I was going her route, choosing to work and not raise a family, I became her counterpart and the rebel of my generation. Seeing something of herself in me, we are both the youngest in our families, she gave me a lot of special attention. My aunt always made time to discuss with me college, jobs and now, day to day problems I face. Her perspective is very different than my peers. She's seen a lot of business trends come

and go. And, she's seen the good and bad of women entering the work force. I've learned a lot from her words of wisdom. She has been my greatest supporter and at times, the one to knock me to my knees when I'm not thinking or behaving correctly. I can always be sure I will get a frank and honest response from her. The encouragement she gave me several years ago was remarkable. I was at a very low point in my career and she pulled me back up. And, the funny thing is, she didn't even realize at the time what her words were doing for me. But, I did.

Who and what I am is the result of a lot of gene work. But, a great deal of it is the results of those that have loved and guided me through life. My Father and my aunt are certainly not the only two mentors in my life, but the combined influences of their lives has brought me a long way in my career. They have provided a dynamic to my career that no business course could have done.

Walter Cronkite once said that no one does anything in life on his own, that there are always caring people who shape our lives and our careers, whose influence stays with us for the rest of our lives.<sup>1</sup> Who was your hero or mentor? Whose words or actions left a lifelong impression on you? Then, turn the table, who are you influencing? How many people are listening to your words and observing your actions and learning from it? A little scary isn't it? Think about it.

*Susan Shepard,  
President*

<sup>1</sup> Cuomo, Matilda Raff (editor) & Clinton, Hillary Rodham. *The Person Who Changed My Life: Prominent Americans Recall Their Mentors.*

### News Roundup

The former headquarters and distribution center of Solo Serv is now listed for foreclosure. The building was bought by developer Koontz McCombs and was leased back to the company in 1998. When Solo Serv expired in bankruptcy, Koontz McCombs planned to turn the building into a telecom hotel. The 440,000-square-foot facility has 400,000 square feet of storage and 40,000 square feet of office space. The storage areas have low ceilings because the building was designed to hold clothing. The large size of the building, plus the need to do something about the low ceilings, makes finding a suitable tenant challenging.

*(source: TAMU Real Estate Center)*

# Report from BOMA Winter Business Meeting

by Tomi Sue Beecham, RBM, RPA

## Exterior Window Washers

New safety standards have been published regarding how exterior window washers may access mid- and high-rise buildings to clean the windows. A building without permanently installed or identified structural anchor points may require retrofitting to comply with OSHA safety requirements. Structural beams, penthouses and supporting steel beams for air-handling units may qualify as an anchorage. However, it is important that these anchorages points be identified by a qualified person and approved by the building owner so that the contractor may develop a written plan to utilize these safety features. OSHA now requires building owners or their operating agents to provide outside contractors with “written assurance” that their building is a safe place to work. More information regarding the new regulations is on the International Window Cleaning Association web site at [www.iwca.org](http://www.iwca.org).

## Building Codes

The International Building Code is gaining momentum. Effective September 1, 2001, Texas allowed local governments to adopt the following International codes: IBC, ICCEC, IPMC, IPSDC and IZC. The International Electrical Code (IECC), International Fire Code (IFC), International Mechanical Code (IMC), International Plumbing Code (IPC), and International Residential Code (IRC) are effective statewide.

## ADA

The proposed changes to ADA still have not been approved, but are expected to be by June 2003. This affects the suspension for three years of the **Detectable Warnings requirement**. This suspension actually expired in July 2001. Going forward until the new ADA regulations are adopted, detectors (turtles) are required for all the curb cuts and ramps.

## MCS

A new health issue - Multiple Chemical Syndrome – has popped up on the commercial real estate radar. A person with MCS has allergic reactions to anything from cleaning materials to perfumes. It was recently ruled that MCS is not a disability as defined by the Americans with Disabilities Act. However, the EPA may become involved at some point. Some of the requests from this group include a “clean room”; a ban on perfume or after-shave, mandatory compliance with ASHRAE 62 and the removal of fluorescent lamps.

## Elevators

A new button will be required to assist persons in wheelchairs that may not be able to reach floor buttons higher than 48 inches. A retro kit will allow the person to push a new button, which gives scrolling capabilities in order to access the floor they need.



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**that go bump  
in the night.**

**Or whenever.**

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# BOMA Approves Issue Priorities, Insurance Position

At BOMA International's recent Winter Business Meeting, the Board of Governors reassessed BOMA's legislative and regulatory agenda in light of Congress' — and the country's — change of priorities following the attacks of September 11. Private property rights continues to top BOMA's list of "tier 1" priorities, followed by emergency preparedness; telecommunications; terrorism insurance coverage; sprinkler replacement/Central class action lawsuit; energy; building codes; and taxes.

The Board also adopted a position on a new issue confronting the commercial real estate profession - insurance coverage for acts of terrorism and war. The acts of terror on September 11, 2001 cost the insurance industry billions of dollars. While insurers have publicly stated that they will be able to honor claims resulting from those events, executives of the reinsurance and insurance industries testified before Congress last Fall that new policies are likely to exclude both acts of terrorism and acts of war. Additionally, they stated that reinsurance for terrorism was unavailable in the marketplace at that time.

Many owners of commercial properties have been advised that their policies may not be renewed or that their

new policies will exclude terror/war risks. Without adequate insurance, it will be difficult, if not impossible, to operate or acquire properties, refinance loans, and to sell commercial-backed securities. Disappearance of coverage for terrorist acts for real estate and other businesses could severely disrupt the economy.

The policy that was approved first by the Government Affairs Committee, then by the Board of Governors, reads as follows:

The Building Owners and Managers Association (BOMA) International urges the state and federal government to play a role in ensuring that commercial property owners can continue to obtain coverage for damage from acts of terrorism, at reasonable and affordable rates. Further, given the increasing possibility that future events could convert the existing situation to a state of war, the government also should play a role, at least in a standby capacity, for coverage of acts of war.

BOMA International welcomes the opportunity to work with the Administration and Congress to achieve a workable solution to this immediate problem as soon as possible.



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## Ross Tipton

### ThyssenKrupp Elevator Inc.

#### 1.) What is the biggest risk you've ever taken?

I joined the Navy Reserves. I had just moved to Corpus Christi for my new job with ThyssenKrupp Elevator and found myself so bored on the weekends! To give me something to do, I decided to join the Navy. I figured if it went great or poorly, it would be sort of an adventure. The lesson I have learned in the Navy is that your perception is reality and you can change your perception by changing the way you think about your circumstances. After I figured this out it has made my Navy experience a good one.

#### 2.) Who was your favorite teacher, and why?

My favorite teacher was my high school coach, Coach Sonny Robertson. He was someone who believed in and knew my abilities even before I knew what my abilities were.

#### 3.) What is your favorite restaurant?

My favorite restaurant is The City Market in Luling; it has some of the best Bar-B-Q anywhere.

#### 4.) Would you ever run for public office?

I always thought it would be fun to run for Governor of Texas. It's a position that is limited in power due to Texas law, but you would be given the power to set the tone and provide direction of the state.

#### 5.) What is the hardest thing you've ever done?

Finish college. It seemed to go on forever. I am a little amazed that it is almost ten years since I've been out.

#### 6.) What is the most meaningful gift you've ever received?

One of the mechanics in Corpus Christi, Morris Poston, gave me a knife designed especially for my Navy duties. I think it is one of the most meaningful because of the thought that went into it.

#### 7.) Tell us something about you that very few people in SABOMA know.

I was ranked 16 in the state when I was going to Mac Arthur High School in the 800m run. I ran on the Baylor University track team with world record holder, Michael Johnson.

#### 8.) What was your most embarrassing moment?

It was my very first track practice at Baylor, and at the very start of the practice. We had lined up and started running. I had gotten about five feet and I tripped and fell into the ditch that was being made around the inside of the track to house the sprinkler system. I am all cut up with dirt all over me and my coach, Coach Hart, comes up looks over me and says "Son, are you alright?" I muttered a quick "yes" and I got on my feet and finished running.

## Wheresit?



How well do you know your BOMA member buildings? The first person to call (830) 981-5223 with the name of this property will win a free BOMA luncheon!

Congratulations to Danny Newberry of The Escalade Group! He correctly identified last month's wheresit as a computer power supply. Good luck to all on this month's contest!



## SABOMA Welcomes New Allied Members:

### DBS Services, Inc.

Vic Antolik, District Manager

1802 NE Loop 410 #7B

San Antonio, TX 78217

Phone: 210-805-9957

*Sponsors: Kelly DeFonte, Lori Rose, Kim Webb*

### JAM Reports LLC

Scott Heim, Marketing Director

PO Box 691561

San Antonio, TX 78269

Phone: 210-697-9281

*Sponsors: Sandy Donovan, Jackie Mallette, Susan Shepard*

# Utility Aggregation Begins with a Bang in Texas

by Don Tait, CPM, RPA, FMA  
President, Texas BOMA

On January 1, 2002 participating Texas BOMA members who opted in on our utility aggregation initiative began saving millions of dollars in their utility bills. These first participants are saving an average of 28% on their electric bills over 2001 rates.

American PowerNet (APN), Texas BOMA's aggregator of choice, contracted with AES New Energy Company, one of the largest and most reliable generation providers in the world.

Many cautious, make that skeptical, owners and managers elected to "wait and see" how effective the aggregation and resulting savings would be. All were concerned about the final rate, potential billing problems and other issues raised in other start up aggregation efforts throughout the United States.

**The truth is out: IT IS A ROARING SUCCESS IN TEXAS!** The really good news for Texas BOMA members is that it is never too late to join with APN and AES and begin enjoying lower electricity costs. The aggregation effort is an on-going one.

The early joiners have paved the way by communicating effectively with AES. They asked for more user-friendly

contracts. They got them! They demanded competitive rates and they got that, too. APN was able to obtain better terms and get them guaranteed for a longer period so members would not have to make a "spur of the moment" decision. (As you may know, the rate is "guaranteed" only when the contract is finally signed and delivered to the provider, in our case, AES.)

Power reliability was also a concern. This has not been an issue for BOMA participants since the aggregation effort went into effect. Remember, your local utility will always be responsible for your reliability no matter whom you choose.

I encourage every eligible member to look again at our aggregation package. Review your options, ask other participants, compare the rates of our 53-megawatt group against what you can get as a stand-alone building or small portfolio, then call APN and join in the savings.

## Contact American PowerNet:

Jerry Chambers, Vice President Marketing  
610-372-8500  
jchambers@americanpowernet.com.



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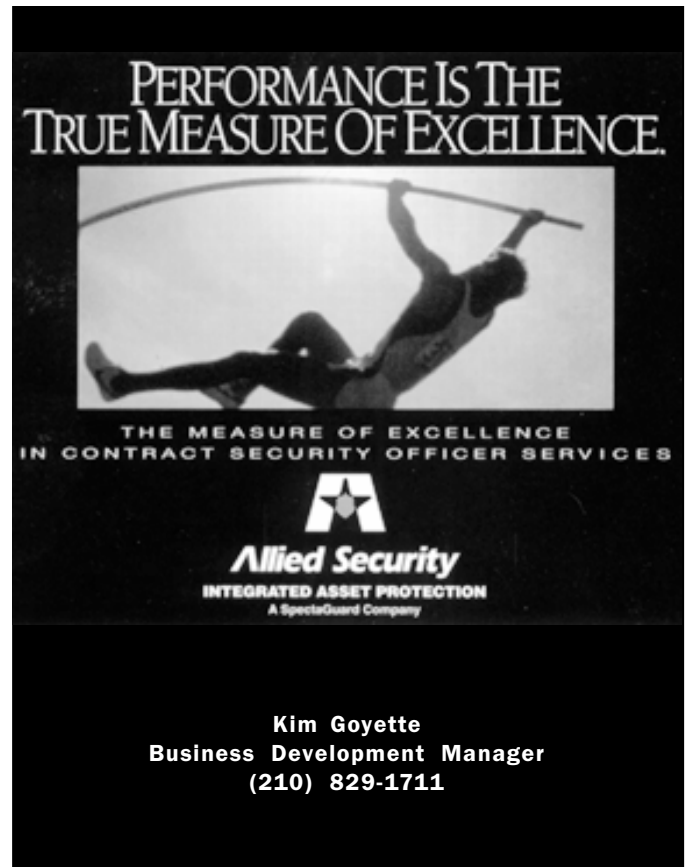
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# EER Data Collection in Full Swing

The 2002 Experience Exchange Reports Survey Forms have been sent out, and you should have received your copy in February. This year the deadline to have your data included in the EER is March 22, 2002. We encourage your continued involvement to ensure that the Experience Exchange Report remains the premier resource for our industry.

If you need additional copies please call BOMA's fax-on-demand service at (732) 544-2515 and select document #7000 (with instructions) or #7001 (form only). The 2002 EER form is also available from our web page at [www.boma.org](http://www.boma.org) and can be printed out and faxed back to BOMA International at (202) 326-6336.

And remember, even though BOMA and IREM have a convenient "one form" survey instrument, you still need to send it back to both organizations! The statistical analysis remains a separate function within each association. Don't hesitate to contact the Research Department at (202) 326-6366 for any concerns or questions.



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## People Tracks —

- **Ray Meyer** is now the BOMA representative for Austech Roofing Consultants. He may be reached at (210) 530-9835 or [ray@austechrci.com](mailto:ray@austechrci.com).
- **Mike Schatz** is now the BOMA representative from Chubb Security. He may be reached at (210) 353-1000 or [mschatz@chubbsecurity.com](mailto:mschatz@chubbsecurity.com).
- **Sally Valdez**, Junior Property Manager for REOC Partners, is managing Lincoln Center as well as Louis Pasteur Medical. She may be reached at (210) 377-1122.
- Our apologies to **Rebecca Lopez** for publishing an incorrect phone number in last month's newsletter. Rebecca's correct number is (210) 223-5426.
- Congratulations to **Sandra Rogers** and her husband on the birth of their daughter Kendall Page. She was born on Valentine's Day and weighed 8 pounds 8 ounces.

San Antonio BOMA  
P.O. Box 692088  
San Antonio, TX 78269

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### 2002 Committee Chairpersons:

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Community Service	Kelly DeFonte & Rebecca Camacho
Education	Beverly Koch & Pat Babka
Emergency Preparedness	Paul Baker
Finance	Brenda Younts
Leadership Development	David Held
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Newsletter	Greg Lillibridge & Pam Brant
Program	Michelle Dunn & David Sunderland
Public Relations	Tom Morris
Regional Conference 2002	Mel Trachta & Kim Webb
Social	Marcy Barber
TOBY	Susan Lillibridge

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## Mark Your Calendar —

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### March 2002

- 6** Membership Luncheon, 11:45 am - 1:00 pm  
at San Francisco Steak House
- 28** Board of Directors Meeting, 11:45 - 1:00  
at Piatti Restaurant

### April 2002

- 3** Joint Membership Luncheon with IREM,  
11:45 am - 1:00 pm at San Francisco Steak House
- 10-14** BOMA Southwest Regional Conference in  
San Antonio offering 15 hours of TREC  
MCE credit
- 21-24** BOMA International Facility Forum in  
San Diego, CA
- 25** Board of Directors Meeting, 11:45 - 1:00  
at Piatti Restaurant

## March Luncheon

Join us on March 6 when Don Tait, president of Texas BOMA, will give us an update of activities our state organization is involved in. From electrical deregulation to mandatory access, things are happening in Texas!