



August 2004

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The President's Report

2004 BOMA International Convention



The 2004 BOMA International meeting was held June 26-29 at the Fairmont Royal York Hotel and the Metro Toronto Convention Centre in Toronto, Ontario Canada. Toronto is Canada's largest city with a population in the neighborhood of five million people. The weather was generally sunny, cool and refreshing with highs in the low 70's. Toronto is located on the northwestern shore of Lake Ontario making the urban setting quite attractive. It was plainly obvious that the natives thoroughly enjoy the short warm season, the city streets were filled with cyclists, roller bladers, skateboarders and joggers. Many impressive office buildings not only add to the beauty of the skyline, but the surrounding pedestrian routes as well, with outdoor artwork required by the city. Toronto is very cosmopolitan, liberal and clean; a great venue for a combined meeting of BOMA International and BOMA Canada.



Toronto skyline viewed from "The Docks".



The rapids at Niagara Falls



Canadian side of Niagara Falls.

Social Events

Social highlights of the trip included the opening party sponsored by BOMA Toronto. The opening festivities were held at BCE Place dubbed "The Meeting at Centre Ice" the local real estate term for downtown Toronto. The party featured great food and drink, a live band and admission to the NHL Ice Hockey Hall of Fame. Ice Hockey is a great national sport for Canada's four season climate...June, July, August and winter!

MAKING MEMBERSHIP MATTER

Allied Security, besides being a major BOMA partner, always sponsors a big social event for all delegates and their families. This year's event was located at "The Docks" a lakefront entertainment complex with a fabulous view of downtown Toronto. The event "Sunday Night Fever" was a disco party with prizes for best dressed and best dancers. BOMA Birmingham was well represented both on and off the dance floor. Stuart & Joan Garrette, Jan Weir, Shelley, Jeff & Meg Schneider, Dorothy Wozny, Skip Berry, Ronnie Blakney, Chris & Jan McDuff and the Krebses clan all had a great time shaking their groove thing or flying through the air like superman (woman). Katy Krebs was good enough on the dance floor to win the best dancers trophy, with no help from a slacker of a partner. However, it took an army of one (Chris McDuff) to pull the rip cord on the giant swing ride.



Birmingham's Dare Devils—Jan Weir, Tom Krebs, Chris McDuff & Grace Bickham

Otis Elevator, also a huge BOMA sponsor, had their big social event on Monday evening. The event was casino night held at a Toronto landmark, the CN (Canadian National) Tower. The CN Tower looks similar to the Seattle Space Needle and is considered one of the seven wonders of the modern world. At over 1,815 feet, the CN Tower is the world's tallest free standing structure; attracting almost two million visitors per year, one of Canada's most popular attractions. The structure is serviced by six high-speed Otis elevators that reach approximately 15 miles per hour and take less than a minute to reach the restaurant level. The facility also boasts the largest continuous metal staircase and the highest wine cellar, as well as a glass floor in the observation deck, definitely not for the squeamish. The party was located in the restaurant on the equivalent of the 114th floor. Besides a great view, the food, drink, gaming and dancing was fabulous. When the band played "Night Fever" by the Bee Gees, the Birmingham contingent, a well-oiled dancing machine, took to the floor and flawlessly performed the famous line dance from the movie "Saturday Night Fever". In other words we all had a great time.

The final social event was the TOBY Award Banquet. Unfortunately, we did not have any TOBY Award winners from Birmingham, but Coffee Colvin was awarded life membership in BOMA International. The Southern Region was well represented winning four of the fourteen categories. After the new officers were installed and the TOBY's presented another great

dance band cranked out some fine music...these Canadians know how to party!

Keynote Speakers

Keynote speakers included a presentation by Robert Cooper (pictured below) on how to unlock untapped human capacity and excel under pressure. Major points include embracing change for the sake of broadening one's horizon and to prevent stagnation from previous successes. Being good or great at something sometimes has the effect of causing repeats of the same behavior which can be stagnating to growth. Mr. Cooper also emphasized a balanced approach to all aspects of life's activities. He placed emphasis on creating a long time horizon; managing capacity as opposed to conformity; managing focus, not time; managing energy, not effort and never doing something because it was always done that way before. Cooper was a dynamic, uplifting and motivating speaker.



Following Robert Cooper's address, Building Owners and Managers Institute (BOMI) conducted the annual graduation ceremony for RPA, FMA and SMA, SMT candidates earning designations. Congratulations to all Birmingham BOMA members working on a designation and especially to graduate Dorothy Wozny, RPA (pictured below).



John Kelly, BOMA International's outgoing President presented the state of the real estate market. Based on current information from across the country, the office market has continued to remain rather sluggish. Even with positive economic news, job creation has not been at a pace reflecting the recovery

and rental rates continue to remain flat or have slightly decreased. According to EER statistics, occupancy hit a five year low of 88.54% coupled with the first decrease in Net Operating Income (NOI) in nine years. Rates, concessions and T/I allowances continue to make this a tenant's market. At current absorption levels, there may be a two plus year supply of space; a two year ride before demand and rental rates increase, if employment figures do not improve. On the positive side, the worst is most likely over, well positioned buildings sales activity is brisk and leasing activity is generally increasing over most markets.

Following John Kelly's state of the industry address Kenneth Courtis, Vice Chairman of Goldman Sachs Asia gave a more global economic outlook. His basic premise is population growth will generally be tied with economic growth. There will be a definite economic power shift towards Asia as the sleeping giant China continues to become more of an economic powerhouse. Holding China back is government control and a currency not universally accepted in the world marketplace. As for Japan, Mr. Courtis projects a slow decline as a major Asian economic power based on inherent business practices and declining population. Europe, even with the additional countries joining the EU, will continue to decline, again based on population projections. The US recovery will slow down to approximately 2% per year, but will be sustainable only if tighter fiscal policy is enacted. Tax reductions will be phased out with increases most likely to follow. Interest rates are already increasing but will likely continue at very gradual paces, keeping money supplies relatively stable. Mr. Courtis emphasized the shift toward a more robust Asian economy will not necessarily be a negative, if the rest of the world and the US is prepared to take advantage of these changes.

Board of Governors Meeting

The Board of Governors Meeting is the main meeting where all BOMA Chapters determine via vote the direction BOMA International is going to take in the areas of Membership, Advocacy, Professional Competence, Standards and Research and Management. One of the first orders of business was approval of BOMA International Lifetime members. Two candidates were approved including our own Coffee Colvin. Audit results for 2003 were excellent with no exceptions. Additionally, a small payment of \$36,000 was added to the reserve account. With a nominal 1% increase in membership (currently projecting a 2.81% increase) cash flow should allow funding the reserves by \$250,000 by end of 2004. The reserves issue, a sore spot in the strategic long-range plans for many years, may finally be resolved in 2004. BOMA is currently involved in litigation with Windstar Communications concerning forced access. The suit will probably not be settled this year. Advocacy efforts have once again proved effective with no new government mandates negatively affecting the office building industry. Savings to BOMA members amount to over two billion dollars for programs including capital gains tax cut, leasehold depreciation, defeat of US Postal Mailbox requirements and model code vic-

tories. The 2004 advocacy effort will focus on passage of a national energy policy, taxes, federal security standards and model code work and any future real estate related legislation with potential.

Education

Educational opportunities are always an important aspect of BOMA and this year's program offering was extensive. Unfortunately, many interesting sessions are scheduled during the same time slot, requiring a selection. Continuing education credit is given for all major designations, not just BOMI's (RPA, FMA, SMA, SMT) but IREM, IFMA, SIOR, CCIM and others. After the session, attendees swipe their conference registration card/badge and the credit is automatically logged.



Greening Your Buildings toward the Bottom Line

This presentation by Craig Sheehy highlighted the various sustainable green elements incorporated in the Joe Serna, Jr. California EPA Headquarters Building. The Joe Serna Building is the greenest high rise office building in the country and won the 2004 BOMA Earth Award. The structure boasts 950,000 square feet and houses approximately 3,000 occupants. Since the building was built for the California EPA many of the green elements that were embraced by the tenant would not necessarily make sense for civilian users, but the list of items was impressive. Minimal fertilization, water stingy plant material and "grasscycling" of lawn clippings saves on total landscaping costs. Recycling of glass, metal cans, paper, "vermicomposting" (using red wriggler earth worms to eat garbage) reduces the amount and cost of waste removal. The building actually sells the worm castings as a great soil amendment. All chemicals and paints used in the building emit low or no VOC's to be friendly to chemically sensitive occupants. Water reduction is accomplished using electronic flush valves and waterless urinals. Energy consumption is reduced with state of the art controls, efficient lighting and HVAC, use of a waterside economizer, daytime janitorial service and a large bank of photovoltaic cells that produce almost 1% of the building's power needs (about 55,000 KWH annually). There were many other green initiatives that make the Joe Serna Building quite impressive. Even though some of the green practices may not be feasible for civilian buildings, the presentation highlighted that every aspect of operations and management have potential for revision to greener cost saving ideas.

30 Partners, 40 Opinions: Leasing to Professionals

Jeffrey M. Gussoff, Esq. presented the differences and difficulties leasing space to professional organizations such as law firms, accountants and architects/engineers. Because professional services consist of a large tenant base (in 2002 law firms alone represented 10% of all new leases nationwide) it would be wise to learn the needs and pitfalls of this substantial group of users. Most professional firms typically have a "rainmaker" or "800 pound gorilla" that is THE decision maker. The successful broker must identify and then sell the deal to the main decision maker (gorilla) regardless of the wants and opinions of everyone else in the firm. Professionals generally want the following terms in their leases: no partner liability, assignment and subletting flexibility, 24/7 access to facility with individual HVAC control, flexible expansion rights, lots of T/I dollars, flexible signage rights and reserved parking for partners and visitor parking. With so many wants and desires, lease costs are typically higher for professional organizations. The financial realities of professional firms include the fact that leases typically are the largest fixed financial obligation representing 8% to 12% of a firm's operating expenses. Professional firms generally have few assets to be distributed upon dissolution with the landlord often the largest creditor of a dissolved professional firm. As space demand is reduced by office size decreases, hoteling and home office use, professional firm's share of office space may be on the rise. Knowing how to accommodate professionals may increase overall building success.

In Conclusion

Thank you for allowing me the opportunity to serve as your President, vote on your behalf as your Board of Governors Representative (BOMA International issues) and attend these wonderful meetings. This will be my last report as President of BOMA Birmingham. Fortunately, our organization is composed of many fine individuals, so expect more and better membership benefits when Chris McDuff takes over the presidency in January 2005. Plan to attend either the 2005 Southern Region in Memphis, Tennessee or 2005 BOMA International Convention in Anaheim, California.

Get Involved!

Tom Krebs
President
BOMA Birmingham



Audit and Finance Committee Report BOMA International Conference Toronto, OH Canada June 24, 2004

The Audit Committee reviewed the completed 2003 audit, in which the auditors expressed an unqualified opinion. BOMA International ended the year with an addition to unrestricted reserves of approximately \$36,000, making our unrestricted fund balance (\$160,000) as of 12/31/2003. The audit and finance committees will continue to work with the RBI Task Force and the Executive Committee to achieve a positive balance in these reserves by year-end of 2004.

Some points of interest that affect the 2004 projections are:

- ⇒ Revenue for the annual conference in Toronto is far below projected numbers due to less Canadian attendees than expected. Expenses have been reduced where possible to make up for the loss in revenue.
- ⇒ 86% of membership dues for 2004 had been collected as of May 31. We expect to exceed budgeted revenues by 1%.
- ⇒ Several staff positions remain open at the BOMA International office pending the outcome of the conference. At least one position will remain open through year-end.

A new inventory policy was brought to the Finance Committee from the Audit Committee upon the recommendation of the outside auditors. The new policy is a more conservative approach. More publication costs will be expensed to only show 'real assets' on the balance sheet. Publications such as the EER that are saleable in the year produced will be expensed. A publication must have a shelf life of at least two years but not more than three to be capitalized.

This was my last meeting on the Audit Committee and I have one year remaining on the Finance Committee. I appreciate the support given to me by BOMA Birmingham over the past years that enabled me to be on these committees. It has been a great learning experience as well as a wonderful opportunity to travel, make new friends, and network with others in our profession from all over the world.

Shelley Schneider

Highlights from Toronto !!



Robert Cooper-Keynote Speaker



Dorothy Wozny & Skip Berry



Jeff, Meg & Shelley Schneider



Jan Weir & Elton John
A.K.A. Ronnie Blakney



BODY ARMOR???



Bill Garland



Steven W. Ford
2004-2005 Chairman &
Chief Executive Officer



Joan Garrette, Shelley Schneider
& Stuart Garrette



Stuart & Joan Garrette



Katy Krebs & The Slacker



Elton & The YO-YOs



Canadian Mountie???



BCE Place

2004 TOBY International Winners

Under 100,000 Square Feet

Advance at Bedminster II
Middle Atlantic Region
Owned by: Advance Realty Group
Managed by: Advance Realty Management, Inc.
Building Manager: Luis J. Hernandez

100,000 – 249,999 Square Feet

Granite Towers at Sugar Creek
Southwest Region
Owned by: GPI Development, Inc.; Granite Properties, Inc Agent
Managed by: Granite Properties, Inc.
Building Manager: Gary Baker, CPM®

250,000 – 499,999 Square Feet

The Sterling Commerce Building
Southwest Region
Owned by: Sterling Commerce (America), Inc.
Managed by: Cousins Properties
Building Manager: John Wehmeyer

500,000 – 1 Million Square Feet

Colonnade
Southwest Region
Owned by: TX – Colonnade of Dallas Limited Partnership
Managed by: Equity Office
Building Manager: Linda Phillips, CPM®, RPA

Over 1 Million Square Feet

Peachtree Center
Southern Region
Owned by: Teachers Insurance and Annuity Association of America
Managed by: Childress Klein Properties
Building Manager: Susan Granson

Government Building

Royal Canadian Mounted Police “K” Division Headquarters Building
Canadian Region
Owned by: Public Works & Government Services Canada
Managed by: Public Works & Government Services Canada
Building Manager: David G. Whalen, RPA, C.E.T.

Industrial Office Park

ProLogis Park at Orlando Corporate Center
Southern Region
Owned by: ProLogis Industrial Properties II, Inc.
Managed by: ProLogis
Building Manager: Debbie Chamberlain

Medical Office Building

2450 Holcombe Building
Southwest Region
Owned by: Texas Medical Center
Managed by: Texas Medical Center
Building Manager: Keith Weaver

Historical Building

The Esperson Buildings
Southwest Region
Owned by: DT Esperson I, L.P.
Managed by: Transwestern Commercial Services
Building Manager: Donald H. Fischer, CPM®

Renovated Building

Bingham Office Center
North Central Region
Owned by: Bingham Center Associates LLC
Managed by: Northco Management Services LLC, Colonnade Properties, LLC
Building Manager: Cynthia McDonnell, CPM®, RPA

Suburban Office Park (Low-Rise)

Westwood Corporate Center
Southern Region
Owned by: Manulife Financial
Managed by: Manulife Financial
Property Manager: Laura T. Ragans, RPA

Suburban Office Park (Mid-Rise)

1730 – 1732 No. First Street
Pacific Southwest Region
Owned by: TNM First Street Center, L.P.
Managed by: RNM Properties
Building Manager: Joann Eigenbrod

More Highlights from Toronto !!



The Overlook at Niagara Falls



70's Night—GREAT TIME !!!



Hockey Hall of Fame



70's Night at "The Docks" with Allied Security



Who's idea was this ????



John P. Kelly, RPA
2003-2004 BOMA International
Chairman & Chief Elected Officer

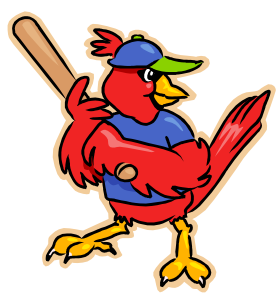
"Take Me Out To The Ballgame"



Pictured at Left -

Stuart Garrette and Tom Krebs

Tom won an all expenses paid trip to the Major League Baseball All Star Game while he was at the BOMA convention in Toronto, compliments of Waste Management (Lucky Dog!)



BOMA

2004 Southern Conference Update

The BOMA 2004 Southern Regional meeting was held in Jacksonville, Florida at the Omni Hotel, April 22 through April 24.



The event was well attended with over 200 participants from local BOMA organizations from Louisiana, Mississippi, Tennessee, Alabama, Georgia, South Carolina, North Carolina, Virginia and West Virginia.

Breakfast Speaker

The meeting opened with a presentation by the Jacksonville Chamber of Commerce. Jacksonville, on the Northeast Florida Atlantic Coast boasts a metro population of approximately 1.2 million. The Skyline boasts many beautiful buildings along the attractive St. John's River walk. The St Johns River, one of the few rivers flowing north, bisects the city and provides many recreational and business opportunities for residents, as well as one of the main reasons the area was originally settled. Even though on the Atlantic Coast, Jacksonville is rarely ever affected by hurricanes. Jacksonville's coastline is indented from neighboring states such as North Carolina as well as southern Florida and is further protected by a natural storm barrier created by the Gulf Stream current.

OUTSOURCING

Toby Chapman of Lesco Restorations acted as moderator for a panel discussion on the subject of outsourcing. Lesco Restorations originally provided waterproofing, curtain wall restoration and parking deck repairs, but has expanded to provide full-service facility maintenance and operations for a number of large financial organizations. The panel discussed both the advantages and pitfalls of outsourcing and procedures to insure success implementation of an outsourcing scenario. One interesting fact about Toby Chapman is his need for speed...he drives rail dragsters as a hobby.

Missing in Action

Mark Ritchie-Mark wins the MIA award for 2004! Mark appeared for a few minutes at the TOBY awards banquet and then disappeared...hopefully Mark will reappear at the May 19 BOMA meeting!!!

On the social scene!

BOMA Regional and International meetings provide a wonderful social venue allowing our colleagues to loosen the ties and "cut a little loose". Speaking of cutting loose, Judy Underhill earns this year's "hot heels" award...she was hell bent on dancing and dragged me all the way to floor...she didn't stop rocking until the bus left Ragtime.

Don't let Karen Franklin and Eddie Nobinger fool you with their professional office demeanor; they can also party with the best of them.



Excellence in Office Building Management

The Office Building of the Year TOBY Awards

2004-2005 Call for Entries

Now in its 20th year, the Office Building of the Year "TOBY" Award is the most prestigious and comprehensive program of its kind in the commercial real estate industry, recognizing quality in office buildings and awarding excellence in office building management. All facets of a building's operations are thoroughly evaluated during the judging process.

Please contact junderhill@taylormathis.com for your application to enter.

Deadline to enter is November 1, 2004.

The TOBY Awards will be presented at BOMA International's Annual Conference in Anaheim, California, June 25-28, 2005.

Toby Awards

By: Tom Krebs

I again had the privilege of serving as a judge on the regional level. Luckily, the Birmingham judging contingent was tripled with the addition Jean Griffin (Carter & Associates) and Judy Underhill (Taylor & Mathis). With approximately 65 entries, all volunteer judges were very much appreciated. There were approximately 30 volunteer judges, with

TOBY categories arranged so each group of judges reviewed approximately the same number of TOBY portfolios. To avoid any perceived conflicts of interest or bias, Judges excused themselves from categories with entrants from their local BOMA. Judging started at 9:00 AM after breakfast and lasted the rest of the day. The process is very intense, with all involved striving to thoroughly evaluate each entrant. After a long day of judging, I left the judging area feeling like I just took a final exam...drained. That evening, all judges were all treated to a wonderful dinner catered by Bonefish Grill. The location was a private residence on Atlantic Beach...the place was beautiful as was the weather.

Please congratulate our winners!

BOMA Birmingham presented six TOBY award entries in the following categories:

100,000 to 249,999 square feet
1800 International Park



250,000—499,000 Square Feet
Park Place Tower



Renovated Building
One Independence Drive



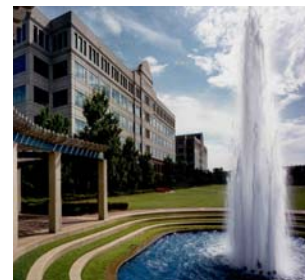
Historical Building
Land Title Building



Corporate Facility
1200 Urban Center Drive



Suburban Office Park Midrise
The Colonnade



Birmingham was very well represented and even though none of our properties advanced to the International competition; the following members and their support staff deserve recognition for the time and effort required for their submittals: **Karen Franklin-Grubb & Ellis Management Services, Inc., Julie Hooper-Commercial Real Estate Services, Kathy Huckabay-Colonial Properties Trust and Eddie Nobinger-Colonial Properties Trust.**

Nominating Committee

As a member of the Southern Region Nominating Committee, I spent most of Friday interviewing 14 candidates to fill the following Southern Region Vacancies: five Board of Directors, one Secretary/Treasurer, one International Nominating Committee and two for the Nominating Committee. Nominating Committee members play an important role in staffing BOMA Southern, the strongest and one of three BOMA regions that still sponsor a regional meeting. The interest in our region and willingness of members to serve, as well as the selection process are just a few reasons why Southern stays such a strong organization. The following slate of Southern Region Officers and Directors was approved on Saturday, April 24:

President	Mick Wrigley	Nashville
Vice President	John Scott	Miami
Secretary/ Treasurer	David Corpening	Carolinas-West Virginia
International Nominating	Rutledge Beacham	Atlanta
Board of Directors	Sandy McKee	Tampa Bay
	Walter Holt, Jr.	Raleigh-Durham
	Jeanette Fleischer	Memphis
	Rick Beaver	Jacksonville
	Ed Mazzei	Miami
	Pat Freeman	Atlanta
	Laura Raggans	Orlando
	Jim Milby	Virginia
	Dennis Gentry	Knoxville
	Rob Spiece	Carolinas-West Virginia
Nominating Committee	Maxine Lopez	Miami-Dade
	Michael Hoffer	Atlanta
	Rebecca Hanner	Raleigh-Durham
	Marvin Mouser	
	Tom Krebes	Birmingham
	Steve Harrison	Atlanta

We definitely need more representation for Birmingham!!!

In Closing

Again, it is always great to see old acquaintances and meet new members. Regional and International meetings allow many diverse people to share their successes in commercial real estate, as well as have a great time. I continue to encourage our membership to experience BOMA beyond the local level and budget to attend a regional or international meeting in the future. Besides the camaraderie, excellent educational sessions and fun, you will come back to your position with a renewed desire to excel. Thank you for your support!

Tom Krebes
President
BOMA Birmingham

**BOMA Birmingham
 2004 Monthly of Meeting Events**

<u>MONTH</u>	<u>LOCATION</u>	<u>SPEAKER</u>
Aug. 18th	McWane Center	Tommie Blackwell, VP External Affairs McWane Center
Sept. 15th	Bonefish Grill	Dick Burleson VP, CTE Engineers SEC Head Referee
Oct. 20th	Vulcan Park	Vulcan Park Rep. History and Renovation
Nov. 17th	Rucker Place	Jack & Gail Thompson Restoration and current use of Rucker Place
Dec. 9th	Holiday Social	Rucker Place



Tom Krebes presenting Coffee Colvin with the BOMA International Life Membership Award plaque

Highlights



Protecting Buildings from Office Creepers

One of the most interesting and pertinent seminars that I attended was one titled Protecting Buildings from Office Creepers presented by Barton Protective Services, Inc. out of Atlanta. Coincidentally, the same day that I attended the seminar was also the day that I heard about all of the theft in the office buildings out in the Inverness area. The scenarios were very similar. No forced entry, the intruder was in a uniform and had probably scoped out the building prior to the actual thefts. Items taken were very portable and easy to steal. The thief is hard to catch and the items taken are even more difficult to recover.

Barton's suggestions on how to protect yourself, your tenants, and your company include:

- ◆ Do not permit unauthorized visitors, unexpected deliverymen, etc., in your office.
- ◆ Notify your tenants prior to any workers being sent to their offices to perform work. Be sure that all of your personnel as well as all contractors wear uniforms that clearly identify their employer.

- ◆ Involve all of the tenants in the security of your building. Encourage them to notice new faces in the building and to notify you of suspicious individuals. Tell them not to let others in the facility after hours.
- ◆ Involve your cleaning personnel in the security of your building. Train them not to open your building doors and allow others to enter the facility after hours. Ask them to notice their surroundings and note anyone who is working late in the offices

If you have witnessed a crime, be sure to write down a description immediately. It is amazing how easy you will forget details. Your description will be much more accurate while the image is fresh in your mind. Make a note of any distinguishing features, such as scars, tattoos, hair color, etc. Then make a note of uniform insignias, clothing, and shoes.

During the seminar on security, Barton had two individuals planted in the audience who walked off with a ladies purse and a laptop in the front of the room. Everyone saw them, but few members in the audience could describe them. Comments such as, "I think she had brown hair" and "He was wearing a jacket", don't provide a very accurate description. The primary message was to be aware and stay alert; the goal of the office creeper is to blend in with the other visitors and occupants in your building. Your alertness just may stop a thief or help catch one!

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Supervac**



"Sweeping Today For A Cleaner Tomorrow"

John C. Parker
Owner

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6087 Castle Heights Road
Morris, Alabama 35116

QUOTABLE QUOTES

Winning isn't always finishing first.

Sometimes winning is just finishing.

*Manuel Diotte
Chicken Soup
For The Surviving Soul*

**Place your company's advertising in the BOMA
newsletter and use this valuable resource to get your
message to the local real estate industry.**

**Call Chris McDuff
at 205/443-4555
to reserve your space today**



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