



BOMA

ST. LOUIS

BUILDING OWNERS AND MANAGERS ASSOCIATION OF METROPOLITAN ST. LOUIS

7745 Carondelet Ave., Suite 308 • St. Louis, MO 63105 • (314) 884-4254 • Fax: (314) 721-6850 • email: boma@bomastl.org

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Dear Prospective Member,

I would like to introduce you to the Building Owners and Managers Association of Metropolitan St. Louis. BOMA St. Louis is the most influential trade association representing the commercial real estate industry, with more than 400 members and 50 million square feet. Membership gives you the tools to ensure corporate and personal success.

BOMA St. Louis is made up of the major companies and individuals who own, manage, lease, supply and provide services to the metro area's commercial, corporate and governmental office, retail, and industrial buildings. Our regular, associate and professional membership categories include:

- Building owners
- Representatives of owners, receivers, trustees, and assignees of owners
- Property managers
- Asset managers
- Facility managers
- Representatives of firms that do business with building owners and managers (associate members)
- Attorneys, CPAs and other professionals (professional members)

BOMA St. Louis offers a year-round schedule of services, programs and activities designed to support the professional development of its members, represent their common interests, and provide them with a means of building and maintaining industry relationships. Our monthly luncheons, advocacy efforts, continuing education programs, building spotlight events, annual golf tournament, charity affiliation and holiday party are examples of such professional development and networking activities.

Members of BOMA St. Louis are automatically members of BOMA International and have International's entire range of representation and educational services available to them.

Please feel free to call me to receive more information on becoming a BOMA member. Our website at www.bomastl.org is also an excellent view into BOMA's activities and membership benefits. I look forward to hearing from you.

Sincerely,

Patrick

Patrick Shaw
BOMA St. Louis President



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Invoice #19-M

2019
ASSOCIATE AND PROFESSIONAL MEMBER INVOICE

2019 Member Investment Fee (includes up to 2 members) \$ 1,115.00
Fee covers membership through December 2019

TOTAL DUE \$ 1,115.00

Membership entitles each associate and professional member company to **two (2)** representatives. Only one of these will be on the BOMA International roster. **Please indicate which representative this should be.** Please complete the enclosed roster listing, including company web site and e-mail addresses, and return to BOMA with your check payable to BOMA ST. LOUIS.

MEMBERS WILL BE DROPPED FROM OUR ROSTER IF FEES ARE NOT PAID ANNUALLY.

PRIMARY MEMBER

SECONDARY MEMBER

Please bill my ___ V ___ MC ___ AMX

Name on Card _____

Card Number _____ Exp. Date _____ Security Code _____

Authorized Signature _____

OR please make check payable to:

BOMA St. Louis

P.O. Box 954199

St. Louis, MO 63195

NOTE: Dues payments are deductible by members as an ordinary and necessary business expense. As a result of changes adopted as part of the Revenue Reconciliation Act of 1993, 2.78% of your dues payment to BOMA is not deductible as an ordinary and necessary business expense. Dues payments are not deductible as charitable contributions for Federal income tax purposes.



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ASSOCIATE / PROFESSIONAL MEMBERSHIP APPLICATION & ROSTER FORM
(Companies are allowed 2 representatives.)

COMPANY NAME _____

COMPANY ADDRESS _____

TELEPHONE NUMBER _____

COMPANY WEB SITE _____

DESCRIPTION OF COMPANY _____

NAME OF PRIMARY REPRESENTATIVE

_____ TITLE _____

BUSINESS ADDRESS _____ ZIP _____

TELEPHONE NUMBER _____ CELL NUMBER _____

E-MAIL ADDRESS _____

NAME OF SECONDARY REPRESENTATIVE

_____ TITLE _____

BUSINESS ADDRESS _____ ZIP _____

TELEPHONE NUMBER _____ CELL NUMBER _____

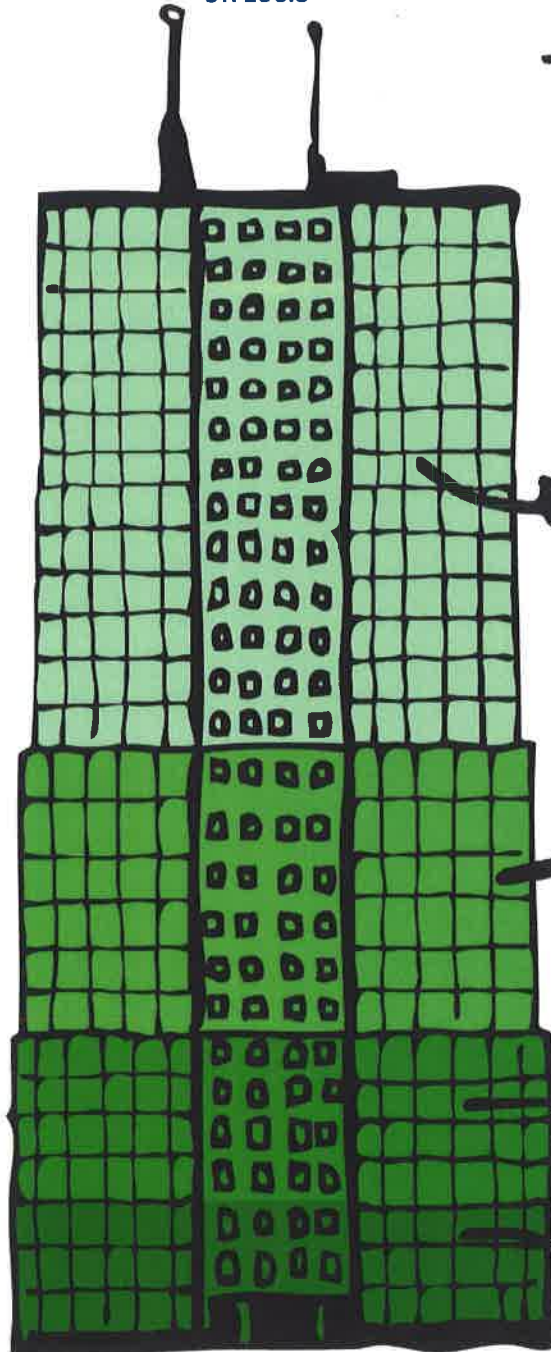
E-MAIL ADDRESS _____

HOW DID YOU HEAR ABOUT BOMA? _____

-PLEASE INCLUDE ADDITIONAL MEMBERS ON REVERSE-



BOMA St. Louis Could Increase Potential Property Value by \$8,700,000*



\$300,000 revenue gained (\$1 sq. ft.) from implementing best practices from BOMA 360



\$152,550 gained (2-3%) using BOMA's floor measurement standards to properly measure space



\$180,000 in savings from building code victories (\$6 sq. ft.)



\$67,500 in operating cost savings found by using BOMA's EER benchmarking resources

*Typical 300,000 sq. ft. office building in St. Louis charging \$20.00 per sq. ft. with \$7.50 per sq. ft. operating expenses.



1/3 of all office workers work in BOMA offices. Join today!



350
members



101 Office EER survey participants

18 Industrial EER survey participants



Annual Experience Exchange Report benchmarks operating expenses in member buildings



3
BOMA 360-
designated buildings

19
Local TOBY
winners

15
Regional TOBY
winners

3
International
TOBY winners

Office Building of the Year



17
Active Committees



Average Luncheon
Attendance

110

Charity Partners
Lift for Life/KidSmart



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\$1,000,000,000s of Reasons to Take Notice

How Does BOMA St. Louis Increase Your ROI?



In St. Louis, the 40 million square feet represented by BOMA members generated **13,738 jobs**, **\$1.8 billion** to the GDP, and **\$2.25 per square foot** in real estate taxes.

BOMA members contribute more to U.S. GDP than pharma and auto industry R&D annually.



Industry Best Practices Net Higher Revenue - \$1 per square foot

Specifically, BOMA 360 buildings achieve \$4.89 more per square foot in total rental income than the average building in the Kingsley Index. BOMA 360 buildings receive higher tenant satisfaction scores in 53 of 57 quantitative rating areas.



Rentable Square Footage Increases 2-3%.

BOMA sets the standard for property measurement. By measuring a property using the BOMA Standard, rentable square footage typically increases by up to 3%.



BOMA Fights Against Costly Code Changes, Saving the Industry More than \$6 per square foot.

BOMA International is the only CRE association with a voting seat at the table, promoting and enforcing effective building codes. BOMA and partner groups added favorable and significant language to the City of St. Louis' recent passage of an energy benchmarking ordinance.



Operating Cost Efficiencies Increase Asset Performance by 3%.

BOMA'S Office EER has more usable data than any other comparable source, providing benchmarking standards on energy costs, operating expenses, taxes and more to drive a more profitable bottom line—underscoring an industry focus on maximizing building efficiency and smart asset management.

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