



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

2019 OFFICERS AND DIRECTORS

President

Patrick Shaw, CFM, LEED GA
Cushman & Wakefield

Vice President

Andy Arrick, CCIM
Cushman & Wakefield

Treasurer

Colleen Nipper
Cushman & Wakefield

Renee Audet
Cushman & Wakefield

Michelle Biedermann
CBRE

Tai Booth
Lillibridge Healthcare Services

Jennifer Fuchs
CBRE

Michelle Geringer
Crest Management

Kourtney Graham
Western Specialty Contractors

Becky Hughes
Hughes Customat

Ellie Mills
Cushman & Wakefield

Tiara Nash
Cushman & Wakefield

Dan Rayhawk
Centene Corporation

Emily Sarvies
4M Building Solutions

Dan Welsh
Summers Compton Wells

Tamara Williamson
Gershman Commercial Real Estate

Lawrence Weintraub
Executive Director

Darcie Carney, CAE
Asst. Executive Director

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 principal, 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



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

**2019
PRINCIPAL MEMBERSHIP INVESTMENT FEE STRUCTURE
APPLICATION & ROSTER FORM**

Please approve or update all information on the enclosed form for your roster listings and buildings. Be sure to list your company's web site and e-mail addresses.

Each named representative from each member company will receive the benefits of local and International membership.

Non-member employees of a member company will be eligible for member pricing at specific events throughout the year.

DUES STRUCTURES

COMMERCIAL OFFICE BUILDING DUES SCALE (effective November 1, 2018)

Any one company owning, managing or having control of any number of commercial real estate buildings totaling from:

a) Up to 300,000 sq. ft.	(1 member)	\$1,160
b) 300,001 to 500,000 sq. ft.	(1 member)	\$1,290
c) 500,001 to 1,000,000 sq. ft.	(2 members)	\$1,680
d) 1,000,001 to 2,000,000 sq. ft.	(3 members)	\$2,710
e) 2,000,001 to 3,000,000 sq. ft.	(4 members)	\$4,160
f) 3,000,001 to 5,000,000 sq. ft.	(5 members)	\$5,225
g) More than 5mil sq. ft.	(7 members)	\$5,875

INDUSTRIAL BUILDING DUES SCALE (effective November 1, 2018)

Any one company owning, managing or having control of any number of industrial properties totaling from:

a) Up to 1,000,000 sq. ft.	(1 member)	\$1,160
b) More than 1,000,000 sq. ft.	(2 members)	\$2,710

GOVERNMENT / MEDICAL OFFICE / EDUCATIONAL INSTITUTIONS DUES SCALE (effective November 1, 2018)

Any one company owning, managing or having control of any number of Government, MOB or Educational properties:

a) Flat fee	(1 member)	\$1,160
-------------	------------	---------

ADDITIONAL MEMBERS

Additional memberships are available for \$325 per person, above and beyond the allotted number of members provided in your designated dues scale.

PRORATION

Membership Investment Fees will be pro-rated by 50% for any new member joining in June or July.

ACCORDING TO BOMA BY-LAWS, MEMBERS WILL BE DROPPED IF MEMBERSHIP FEES ARE NOT PAID AND WILL NOT BE LISTED IN THE ROSTER.



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

COMPANY INFORMATION FOR ROSTER

COMPANY NAME _____

DESCRIPTION _____ Building Owner _____ Management and/or Leasing Co.
_____ Government Bldg / Agency _____ Corporate Offices _____ Headquarters _____ Other

COMPANY WEB SITE _____

DESIGNATED REPRESENTATIVE(S): (THIS INFORMATION WILL BE INCLUDED IN THE ROSTER.)

1. NAME _____ TITLE _____

BUSINESS ADDRESS _____ ZIP _____

TELEPHONE NUMBER _____ CELL NUMBER _____

E-MAIL ADDRESS _____

2. NAME _____ TITLE _____

BUSINESS ADDRESS _____ ZIP _____

TELEPHONE NUMBER _____ CELL NUMBER _____

E-MAIL ADDRESS _____

3. NAME _____ TITLE _____

BUSINESS ADDRESS _____ ZIP _____

TELEPHONE NUMBER _____ CELL NUMBER _____

E-MAIL ADDRESS _____

4. NAME _____ TITLE _____

BUSINESS ADDRESS _____ ZIP _____

TELEPHONE NUMBER _____ CELL NUMBER _____

E-MAIL ADDRESS _____

5. NAME _____ TITLE _____

BUSINESS ADDRESS _____ ZIP _____

TELEPHONE NUMBER _____ CELL NUMBER _____

E-MAIL ADDRESS _____



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

BUILDING INFORMATION

PLEASE LIST ALL BUILDINGS and rentable square footage.

(All properties and Property Managers under the control of the company are to be listed.)

<u>BUILDING</u>	<u>SQ. FT.</u>
1. _____ Property Mgr. _____	_____
2. _____ Property Mgr. _____	_____
3. _____ Property Mgr. _____	_____
4. _____ Property Mgr. _____	_____
5. _____ Property Mgr. _____	_____
6. _____ Property Mgr. _____	_____
7. _____ Property Mgr. _____	_____
8. _____ Property Mgr. _____	_____
9. _____ Property Mgr. _____	_____

TOTALS

NUMBER OF BUILDINGS _____ SQ. FT. _____



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

INVOICE #19-M

**2019
PRINCIPAL MEMBER INVOICE**

2019 Principal Member Company Investment Fee (based on dues scale above) \$_____

This fee entitles your company to _____ members.

Additional Members @ \$325 each \$_____

TOTAL DUE \$_____

The total due is figured using the fee structure on the enclosed application and is based on your local members from last year listed below. Each member listed will receive the benefits of the local and International association. Please show any changes on this invoice, update the enclosed roster information, including company web page and e-mail address, and return with payment to BOMA ST. LOUIS.

MEMBERS

ADDITIONAL MEMBERS

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____

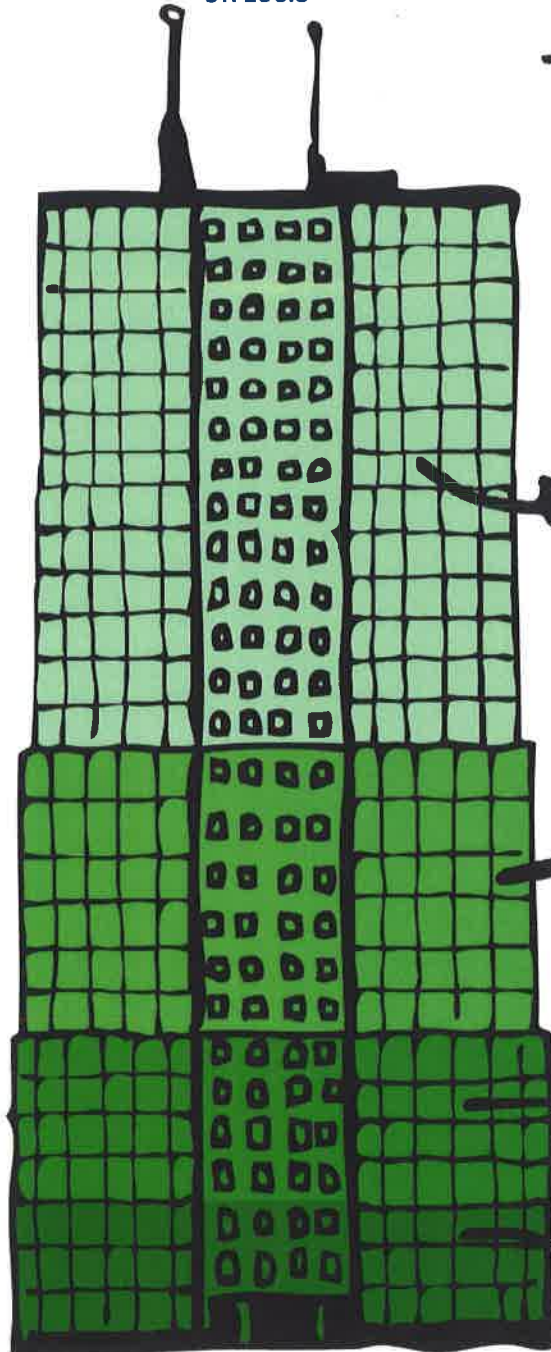
- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____

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.

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



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!

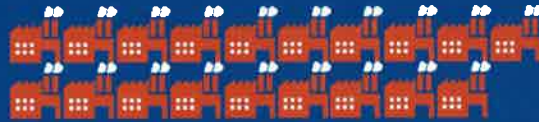


350
members



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



7745 Carondelet Ave., Suite 308, St. Louis, MO 63105
314.884.4254 • boma@bomastl.org



\$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.

7745 Carondelet Ave., Suite 308, St. Louis, MO 63105
314.884.4254 • boma@bomastl.org