

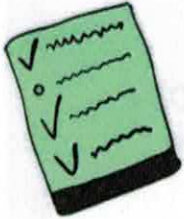
How Does BOMA Increase Your ROI?

Billions of Reasons to Take Notice

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

Through the 91 local associations in the United States and 17 affiliates around the world, BOMA International represents the owners and managers of all commercial properties. In the U.S., the 10.4 billion square feet of office buildings alone represented by BOMA members generated **1.8 million jobs**; **\$227.6 billion in GDP**; and supported **46.6 million office workers**.

With a mission to advance a vibrant commercial real estate industry through advocacy, influence and knowledge, BOMA is the business partner helping its members enhance NOI and asset values.

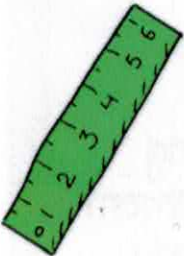


Industry Best Practices Net Higher Revenue

At least \$1 per square foot

BOMA is the recognized leader in developing high-performance programs that turn market-based best practice solutions into increased profitability. Take BOMA 360 Performance buildings as an example; they outperform the market in attracting and retaining tenants and generate higher net operating income. The numbers speak volumes:

- BOMA 360 buildings achieve \$1.77 more per square foot in revenue according to the BOMA Experience Exchange Report (EER) than the average building in the Kingsley Index.
- BOMA 360 buildings achieve \$1.04 more in revenue than the average LEED-certified building.
- BOMA 360 buildings receive higher tenant satisfaction scores in all 54 Kingsley quantitative rating areas including property management, leasing, maintenance, security and property features.



BOMA Sets the Standard for Property Measurement

Rentable square footage increases 2-3%

For 100 years, BOMA has set the standard for measuring commercial buildings. In 1915, it published its first ANSI-certified standard for measuring office buildings. Today, the standards have evolved to include Industrial, Multi-Unit Residential, Retail and Mixed-Use, as well as Gross Area. By measuring a property to the BOMA standard, rentable square footage typically increases by 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. Throughout the three year development cycle of the 2015 I-Codes, BOMA's representation was instrumental in saving the industry more than \$6.00 per square foot for existing building, mostly in avoided costs.



Vital Industry Intelligence Increases Asset Performance

Operating cost efficiencies of 3%

BOMA's EER has three times more usable data than any other comparable source, providing benchmarking data 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. Property professionals have experienced up to a 3% savings in operating costs as a result of increased operating efficiencies by benchmarking through the EER.

BOMA Involvement Increases Your ROI

The Numbers Tell the Story

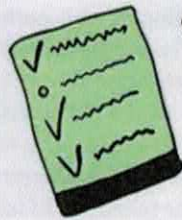
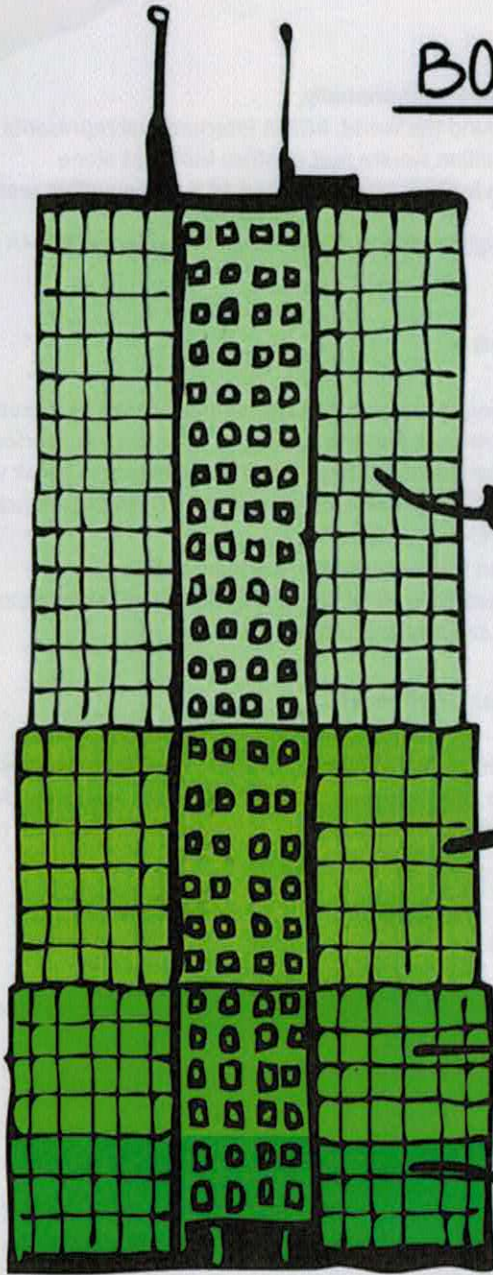
Consider the impact BOMA involvement makes on a typical 100,000 square foot office building charging \$20.00 per rentable square foot with \$7.50 per square foot in operating expenses and a cap rate of 8:

- \$1/sq. ft. in revenue gained from implementing best practices from BOMA 360 = **\$100,000**
- 2-3% gain in rentable square footage by correctly measuring to the BOMA standard = **\$50,850**
- 10% of total captured savings of \$6/sq. ft. through last building code cycle = **\$60,000**
- 3% efficiency in operating costs through EER benchmarking = **\$22,500**

Total potential property value increase of \$2.9 million.



BOMA Increases My ROI



\$100,000 gained from implementing best practices from BOMA 360



\$50,850 gained using BOMA's floor measurement standards to properly measure space



\$60,000 in savings from building code victories



\$22,500 in savings found by using BOMA's benchmarking resources

100,000 sq. ft. office building
101 Main Street, Anytown, USA



...and a potential property value increase of \$2.9 million.