



## Greater Minneapolis Building Owners & Managers Association

### Associate Member Information

#### Officers 2010-2011

**President: Carl M. Awalt**  
Vice President, Asset Management &  
Customer Service  
Duke Realty Corporation

**Vice President: Brian J. Burg, RPA**  
General Manager  
NorthMarq Real Estate Services LLC

**Secretary/Treasurer: David R. Dabson,**  
**CPM, RPA, CCIM**  
Senior Property Manager  
Piedmont Office Realty Trust, Inc.

#### Directors

**Debra S. Goodman**  
Sherman Associates

**Bruce J. Koehler, RPA**  
Hines

**Jon A. Kuskie**  
Zeller Realty Group

**David A. Marquis**  
Target Corporation

**Elizabeth K. Molitor**  
Ryan Companies US Inc.

**Julie J. Samuelson, RPA**  
Cushman & Wakefield of MN, Inc.

**Sandra J. Schadegg**  
Harvard Maintenance

**Jami Silus, RPA**  
Carlson Real Estate Company

**J. Michael Thornton, RPA**  
Frauenshuh

**Katherine E. Tufford, LEED AP**  
Carter

**Theodore J. Zwiag, FMA, RPA**  
Brookfield Properties Corporation

**Executive Director**  
Kent D. Warden, RPA

Thank you for your interest in becoming an Associate Member of the Greater Minneapolis Building Owners and Managers Association.

Greater Minneapolis BOMA, one of the oldest commercial real estate associations in the country, was first organized in 1904 by a small group of real estate owners who believed that by pooling their resources and cooperating in certain endeavors, they could create business efficiencies and advocate more effectively for their business concerns to state and local government officials. With the complexities of business today, that is even more true 100 years later. Our 500 members include the owners and property managers of approximately 200 buildings consisting of more than 60 million square feet of office space in the Minneapolis and Suburban area.

We recognize the value of our Associate members and they, in turn, recognize the value of BOMA membership. One of the significant benefits of membership is the opportunity for our members to network, to learn from each other, and to exchange best practices information to keep our members on the cutting edge of their profession. Our tradition of professional etiquette means our Associate members do not initiate sales-oriented conversations at BOMA events, however, the professional relationships developed during meetings, shoulder-to-shoulder committee work, and association events, can provide the foundation for a profitable relationship between Regular and Associate members.

Our Cooperative Purchasing program provides another opportunity for Associate members. Our Cooperative Purchasing Committee entertains proposals for high volume purchasing agreements on a variety of goods and services that would deliver unique cost savings to our members.

Our website and newsletter provide other opportunities for visibility for Associate members.

Enclosed is an Application for Associate Membership, including a list of Qualifications and Standards for Participation in BOMA Minneapolis. As noted on the application, Associate Memberships are limited to no more than 22% of total membership. Maintaining this kind of balance is critical to preserving the value of membership to both Regular and Associate Members; however, from time to time this results in more applications than can be accepted. When that happens, a waiting list is created and those on the list are notified when there is an opening for membership.

We would be very happy to talk with you further about BOMA membership if you have any questions. Please don't hesitate to contact us.

Sincerely,

Sheila Miller, Member Services Director  
Greater Minneapolis BOMA  
sm@bomampls.org • (612) 338-8627



## Who We Are

**Our Beginnings** Greater Minneapolis BOMA was first organized around 1904 by a small group of real estate owners who believed that by pooling their resources and cooperating in certain endeavors, they could create business efficiencies and advocate more effectively for their business concerns to state and local government officials. With the complexities of business today, that is even more true 100 years later.

**Today** Greater Minneapolis BOMA is more than 500 members strong. Our members own or manage more than 200 buildings containing more than 60 million square feet of office space in the Minneapolis and Suburban areas. BOMA Greater Minneapolis has established itself as a leader in the real estate industry in a number of our endeavors.

- We serve to keep our members informed about the issues that affect them, their tenants, and their property;
- We advocate on behalf of our members to the State and Local decision-makers who impact their operations;
- We provide members with information about building operations that can save them money;
- We provide networking opportunities that enable members to learn from peers and exchange best practices information;
- Our meetings and seminars provide professional development opportunities that keep members on the cutting edge of commercial real estate.

**Regular** members of the Association are those who are commercial real estate owners, investors, developers, managers and others who earn their primary livelihood from the disciplines associated with management of real estate.

**Associate** members are those who provide products and services of direct interest to the regular membership.

**Professional** members are those who are educated and experienced in professions which are recognized to have involvement in the real estate industry such as architects, appraisers, attorneys, engineers, and leasing and marketing professionals.

The **Superintendents Association** exists to provide continuing education and networking opportunities for the Building Superintendents, Chief Engineers and other operating supervisory personnel employed by members' companies. The Superintendents Association meets monthly.

**The Association** has monthly General Meetings downtown and bi-monthly meetings in the suburbs. Many Standing Committees meet as required, carrying out the major share of the work of the Association.

BOMA Greater Minneapolis is one of more than 100 local Associations affiliated with BOMA International.

**BOMA International** provides similar service at the national level, including Legislative and Code representation and dissemination of industry information including a monthly magazine, the Experience Exchange Report, North American Market Review and specialized publications such as those dealing with the Americans with Disabilities Act. BOMA also provides education and professional development through the Building Owners and Managers Institute leading to professional designations such as Real Property Administrator, Facilities Management Administrator and Systems Maintenance Administrator.

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**Visit us on the web at [www.bomampls.org](http://www.bomampls.org)**

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## Advocacy

Your investment in BOMA saves you and your company money every year. BOMA's advocacy staff works to pass legislation, regulations and codes and standards changes favorable to the commercial real estate industry. In addition, much of what BOMA accomplishes on your behalf is to prevent onerous proposals from becoming law.

### Code Victories – Billions in Savings to CRE

BOMA was successful during 2008 in defeating a number of unnecessary and costly proposals to change the ICC International Codes, averting regulatory requirements that would have cost BOMA members over \$5 billion nationally. These avoided costs included proposed changes from the National Institute of Standards and Technology (NIST) that would have required stringent measures in high rise buildings to resist progressive collapse and additional structural requirements for buildings under 75 feet in height, a second water supply for sprinkler systems in all buildings and a proposal requiring additional fire rated wall assemblies in all fire control rooms. BOMA also defeated proposals to place more restrictive height and area tables that would increase fire resistive elements as buildings get taller with larger floor plates.

Locally, BOMA Greater Minneapolis has a long history of providing expert technical representation on Minnesota code advisory committees to assure property owner interests are protected. In the final months of 2008, Minnesota Building Code Division staff announced an interpretation of the International Elevator Code that could result in five- to ten-fold increases in certain elevator upgrade projects with no material impact on safe operation of the elevators. BOMA has appealed this decision and in 2009 we will continue efforts to either reverse the decision or mitigate its impact on members.

### Energy Policy – Saving the industry \$887 million

The Emergency Economic Stabilization Act of 2008, signed into law by President Bush on October 3, 2008, includes a five year extension of the \$1.80/sq. ft. deduction for energy efficiency upgrades to new and existing commercial buildings (January 1, 2008 – December 31, 2013). This extension of the Energy Policy Act of 2005 provides for an accelerated deduction of up to \$1.80 per square foot for energy efficient upgrades that achieve a 50 percent reduction in annual energy cost to the user, compared to a base building defined by the ASHRAE/IESNA 90.1-2001 Standard. Partial credit is also available for upgrades to each of the three energy-using subsystems of the building – the lighting; the heating, cooling, ventilation and water heating systems; and the building envelope.

Locally, it continues to be one of our highest priorities to monitor and provide input on proposals to promote energy conservation and sustainable building design and operations within the commercial real estate sector, with emphasis on incentives and education rather than arbitrary regulations.

### Tax Victories– \$1.1 billion in annual tax benefit

BOMA has been instrumental in gaining some needed tax changes in 2008. We successfully worked for passage of the Emergency Economic Stabilization Act of 2008, which includes a provision to retroactively extend the 15 year depreciation timeline for leasehold or tenant improvements for an additional two years (January 1, 2008 – December 31, 2009). This provision, which had expired on December 31, 2007, reduces the depreciation timeline from 1/39th per year to 1/15th per year. This is a tremendous win for BOMA and the commercial real estate industry.

Locally BOMA Greater Minneapolis will continue over the coming year to work with the BOMA Minnesota Coalition and other coalition partners to defend members' interests in the face of statewide budget deficits that threaten to roll back C/I property tax reform gains we've gained in recent years.

### Terrorism Insurance – Still Available

Following September 11, terrorism insurance was only available at exorbitant prices, if at all. BOMA International worked with Congress to enact the Terrorism Risk Insurance Act of 2002 and again in late 2005 when Congress voted to extend TRIA for an additional two years. On December 26, 2007, just days before the Act was once again set to expire, President Bush signed H.R. 2761 into law to extend the program for an addition seven years through the end of 2014.

***Do the math. How much has  
BOMA helped you?***



## Greater Minneapolis Building Owners & Managers Association

# A Sampling of BOMA Programs

### Monthly Meeting - Legislative Outlook



Margaret Anderson Kelliher (DFL-Minneapolis), Speaker of the Minnesota House of Representatives, gave us her perspective of the 2008 election results. She spoke about the Minnesota Legislature's highest priorities for 2009, the State's budget outlook and the implications for commercial real estate.

### Monthly Meeting - State of the Industry Address



Henry H. Chamberlain, CAE, APR directs BOMA International's Washington staff in support of the international federation's 105 local associations and affiliated organizations. His travel and work on behalf of the 17,000 members of BOMA give him a national perspective on the state of our industry. Providing insight into the problems we face as well as the solutions being advocated

by BOMA, Henry discussed the effects of the financial crisis & credit crunch on our industry, Sustainability initiatives during a recession, the impending shortage of qualified CRE professionals and solutions for the industry in 2009 and beyond.

### Seminar

#### Core Strategies for Challenging Times

In this 4-part seminar, well-known real estate futurist and advisor Christopher Lee talked about core strategies real estate organizations need to adopt so they can successfully navigate and prosper during these very challenging times.



### Superintendents Meeting

#### Ultrafiltration Program at Minneapolis Water Works

The state-of-the-art Minneapolis water treatment plant in Columbia Heights is the largest potable ultrafiltration (UF) plant in the United States and the second largest in the world. The ultrafiltration system includes high-tech and redundant security measures to protect our water supply. Dale Fole, P.E., project manager for the ultrafiltration program since 2002, told us about the technology that provides the water for your building.

### Sustainability Series

"Green" and Sustainability are the hot topics in the commercial real estate market. Using the LEED for Existing Buildings rating system as a guide, this series of educational sessions provided the tools to differentiate myth from fact. Participants heard from a variety of experts about sustainability practices that can improve bottom line results for owners, tenants, and the environment.

**I would have to read a month of newspapers to learn as much as I did during these 90 minutes!**

**- Mike Julius, RPA, CPM Hines**

### MSIG Meeting - Do You Have a Healthy Medical Building?

How do the "Green" and "Sustainable" initiatives apply to the medical office building? The health care sector continues to provide

### Market Update - Trumpeting the Good News



A panel of experts answered questions regarding why deals are taking longer, how leasing terms are changing, who is doing well and what opportunities there are as an owner. They touched on the increasing unemployment rate in the commercial real estate industry, why vacancy rates are going up amidst

slowing construction rates and what trends we can prepare for in the coming year.

growth in the real estate market through new development and the conversion of existing space. It is your responsibility to ensure that the health of your facility has a proper medical check-up. Are you cleaning with "Green" products, methods and equipment? Has your ventilation system been recently checked by an environmental specialist? Are you using the latest in technology to prevent and limit the spread of viruses and infection? These questions, and others, were answered in our "Healthy Medical Building" series.



**BOMA is a recognized resource for career development.**

**- Mike Dwyer,  
NorthMarq Real Estate Services**



## 2011 Dues Schedule

MEMBERSHIP TYPE	WHO SHOULD JOIN	COST
Regular Membership	Commercial real estate owners, investors, developers, managers.	<p>\$395 for first member.</p> <p>\$265 per additional member from same company.</p> <p>Regular membership also requires building dues. Building dues, (\$0.0078 per square foot), are chargeable as building operating expense and are offset many times over by the bottom line impact of BOMA's work. The more buildings enrolled in the association, the lower the unit cost can be for each member.</p> <p>(Warehouse, hotels and similar non-office buildings are invoiced at a flat fee of \$500.)</p>
Associate Membership	Product and Service Providers. The number of Associate Members is limited to 22% of total membership and there is a waiting list at this time.	<p>\$1485 per member.</p> <p>\$975 per additional member from same company.</p>
Professional Membership	Architects, appraisers, attorneys, engineers, leasing and marketing professionals and others educated and experienced in professions recognized to have direct involvement in the real estate industry. The number of Professional Members is limited to 18% of total membership. At this time there is no waiting list.	<p>\$720 per member.</p> <p>\$265 per additional member from same company.</p>
Superintendent Membership	Building Superintendents, Chief Engineers, and other operating supervisory personnel employed by members' companies.	<p>\$80 per member.</p>



**Greater Minneapolis Building  
Owners & Managers Association**

**Application for Membership - Associate Member**

Applicant Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

E-Mail Address: \_\_\_\_\_

**2011 dues are \$1485.**

Type of Business: \_\_\_\_\_

Length of Time in Business: \_\_\_\_\_ in Minneapolis Area: \_\_\_\_\_

Please describe briefly the product or service represented by your Company:

Please tell us why you desire membership in BOMA Greater Minneapolis:

Please list three business references, preferably BOMA members, who can vouch for the reputation of your company:

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Name: \_\_\_\_\_ Company: \_\_\_\_\_

(Continued on next page.)



## Greater Minneapolis Building Owners & Managers Association

# Qualifications & Standards for Participation

Associate Members are defined as those whose primary business is in providing products or services that have a direct interest in real estate.

The number of Associate Members will be limited to 22% of total Association Membership.

Associate Members must furnish three business references, complete a membership application and be approved by the Membership Committee and the Board of Directors.

The Applicant's goals must be consistent with those of BOMA Greater Minneapolis, adhering to standards of professionalism and integrity.

Overall, Associate Members should represent a diverse spectrum of businesses servicing the office building industry.

Associate Members shall strive to provide products or services that improve the quality and efficiency of the commercial property industry, shall undertake to work with and through BOMA Greater Minneapolis to accomplish these ends and shall conduct their BOMA activities within the guidelines established from time to time by BOMA Greater Minneapolis.

Associate Members are eligible to vote and hold elective office, and are encouraged to participate on committees.

Associate Memberships are on a year to year basis with renewal at the initiation and discretion of BOMA Greater Minneapolis. BOMA Greater Minneapolis reserves the right

to determine if any or all Associate BOMA Members shall be renewed on an annual basis. Current membership shall not constitute an on-going or future right to future membership. Associates not renewing their membership by the due date specified on the Dues Invoice will be dropped from membership.

Associate Members' attendance is limited to one person from the member's company per program except at the Annual Golf Outing, Holiday Party or as otherwise announced in advance by BOMA Greater Minneapolis.

There may be some functions that will be for Regular Members only, which would be announced in advance.

Direct selling, soliciting of business or distribution of sales materials at BOMA functions by Associate Members is prohibited. Complaint of violation may be grounds for termination or non-renewal of membership privileges.

Use of the BOMA directory to build address lists for general marketing or solicitation purposes, either by mail or electronically, unless authorized by BOMA is prohibited. These directories are for the express purpose of facilitating BOMA activities and member networking, however, mailing labels are available to members at a discounted price for a one time direct mail marketing piece.

If an Associate Member changes employment, request must be made in writing and approved by the Board of Directors to transfer the membership to another individual with the same firm, or to the member's new firm.

**I / we have read this application and understand the terms and conditions printed herein and hereby request Associate Membership.**

\_\_\_\_\_  
Signed (Applicant)

\_\_\_\_\_  
Date

Return by mail or fax to BOMA Greater Minneapolis at the address or fax number shown below.