



Greater Minneapolis Building Owners & Managers Association

Please Accept Our Invitation

Officers 2010-2011

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Customer Service
Duke Realty Corporation

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Dear Colleague:

For years BOMA Greater Minneapolis has been impacting your bottom line in ways you may not even be aware. This year, we're working to promote our work so more building owners and managers will know what we do on your behalf.

Once you know how our work benefits you, we hope you'll want to join so you can reap even more benefits as a member of BOMA ...

... and so we'll be an even stronger advocate for building owners and managers in the Greater Minneapolis area.

Please take a few minutes to read through the enclosed information and I hope to welcome you at a BOMA meeting or event soon!

I would be very happy to talk with you further about membership if you have any questions. Please don't hesitate to call me.

Sincerely,

Carl M. Awalt

Vice President, Asset Management & Customer Service
Duke Realty Corporation
President, BOMA Greater Minneapolis
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.

Visit us on the web at www.bomampls.org



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>



The Importance of Building Dues

BOMA's dues are recognized as legitimate operating expenses because tenants and their advocates recognize the value BOMA brings them.

Just \$0.0078 per square foot.

Measured against the economic and regulatory environment in which you'd be operating without BOMA, this provides a great return on investment!

A century ago, Greater Minneapolis BOMA's founders recognized that the benefits of their collaborative efforts would, in part, be realized according to the sizes of their buildings. For example, BOMA's tremendous efforts to reduce C/I property taxes produced savings on a square footage basis. Our founders, therefore, set up a dues structure that combines a service charge for individual members with assessments for buildings according to their size. At just \$.0078 per square foot, the costs of building dues are justified many times over by the savings to buildings that can be directly attributable to BOMA's work.

BOMA dues have repeatedly withstood scrutiny as a legitimate operating expense because tenants and their advocates recognize the value BOMA brings them.

We have always relied on the cooperative participation of property owners enrolling their buildings to help keep building assessments at a reasonable level for all members.

Your support from each of the buildings you own or manage is critical to keeping the association strong!

Building dues are determined by the building's rentable square footage multiplied by \$.0078 per square foot, with a minimum charge of \$500.

Measure our dues against the economic and regulatory environment in which you would be operating without BOMA and we know you'll see this is a great investment!

Calculate your building dues

Building #1 rentable square footage _____ x \$.0078 = _____

Building #2 rentable square footage _____ x \$.0078 = _____

Building #3 rentable square footage _____ x \$.0078 = _____

Building #4 rentable square footage _____ x \$.0078 = _____

Building #5 rentable square footage _____ x \$.0078 = _____

TOTAL _____



Regular Member Application

NAME OF BUILDING: _____

ADDRESS OF BUILDING: _____

RENTABLE SQUARE FOOTAGE _____

(FOR STATISTICAL PURPOSES) _____
TOTAL SQUARE FOOTAGE – CONSTRUCTION COMPETITIVE NON-COMPETITIVE RETAIL
(MKT RENTAL) (OWNER OCCUPIED)

HEIGHT IN STORIES: _____ YEAR OPENED: _____

PRINCIPAL REPRESENTATIVE: _____ TITLE: _____

FIRM NAME: _____ PHONE: _____

ADDRESS: _____ FAX: _____

_____ Email: _____

ADDITIONAL REPRESENTATIVES TO BE BOMA MEMBERS:

_____ PHONE: _____ FAX: _____

_____ PHONE: _____ FAX: _____

_____ PHONE: _____ FAX: _____

IN APPLYING FOR MEMBERSHIP WE AGREE TO ABIDE BY THE POLICIES ADOPTED FROM TIME-TO-TIME BY THE GREATER MINNEAPOLIS BUILDING OWNERS AND MANAGERS ASSOCIATION AND TO COOPERATE IN SUPPLYING STATISTICAL INFORMATION AS REQUESTED BY THE ASSOCIATION OFFICE. PAYMENT WILL BE MADE UPON APPROVAL OF MEMBERSHIP AND RECEIPT OF A STATEMENT.

Signature

Title

Date