

2013 BOMA MEMBERSHIP APPLICATION

LOCAL ASSOCIATION ADDRESS

Greater Buffalo Building Owners and Managers Association
 465 Main Street, Suite 130
 Buffalo, NY 14203
 Office: 716.856.3801

NOTE: Please return to local association's address at left. Dues information provided by local association.

LOCAL REPRESENTATIVE INFORMATION (PLEASE TYPE OR PRINT)

FIRST NAME	MIDDLE INITIAL	LAST NAME DESIGNATION(S)
TITLE		
COMPANY		
ADDRESS		
CITY	STATE/PROVINCE 9 DIGIT	ZIP/POSTAL CODE
TELEPHONE	Mobile Phone	FAX
TYPE OF BUSINESS		NUMBER OF YEARS IN FIELD
COMPANY WEBSITE ADDRESS		HOW LONG IN BUSINESS

DEMOGRAPHIC INFORMATION (REQUIRED)

1. Occupation (check one)

- Building Owner
- Building Manager
- Facility Manager
- Property Manager
- Asset Manager
- Architect
- Appraiser
- Purchasing Agent
- Leasing Agent/Broker
- Investor
- Engineer
- Developer
- Other _____

2. What is your primary type of business or organization? (check one)

- Property management
- Real estate management
- Manufacturer
- Banker
- Real estate broker
- Insurance
- Communications services
- Real estate investment
- Distributor/rep.
- Government
- Utility
- Education
- Architect
- Consultant
- Contractor
- Health care
- Association
- Other _____

3. How many square feet of office space do you manage? (check one)

- Less than 50,000
- 50,000 – 100,000
- 101,000 – 300,000
- 301,000 – 600,000
- 601,000 – 1 million
- Over 1 million

4. How many buildings do you, not your company, manage? (check one)

- 1
- 2-5
- 6-10
- 11-20
- 21-50
- Over 50

5. What types of properties do you represent? (check all that apply)

- Government buildings
- Medical buildings/hospitals
- High-rise commercial Office
- Low-rise commercial office
- Suburban buildings/office parks
- Shopping centers/malls
- Schools, colleges, Universities
- Office condominiums
- Parking facilities
- Warehouses
- Hotels
- Other _____

6. Where are your properties located? (check all that apply))

- Downtown Buffalo
- Erie County - Suburbs
- Erie County – South towns
- Allegheny County
- Cattaraugus County
- Chautauqua County
- Niagara County
- Orleans County
- Wyoming County

TOTAL BUILDING RENTABLE AREA

Sq. Ft.

BUILDING OFFICE AREA

Sq. Ft.

BUILDING RETAIL AREA

Sq. Ft.

I UNDERSTAND THAT BY PROVIDING MY MAILING ADDRESS, EMAIL ADDRESS, TELEPHONE NUMBER, AND FAX NUMBER, I CONSENT TO RECEIVE COMMUNICATIONS BY OR ON BEHALF OF BOMA VIA REGULAR MAIL, EMAIL, TELEPHONE AND/OR FAX.

I hereby request membership in the Building Owners and Managers Association

APPLICANT SIGNATURE

DATE OF APPLICATION

DUES SCHEDULE:

REGULAR _____ \$610 REGULAR ADDITIONAL _____ \$420

ALLIED _____ \$610 ALLIED ADDITIONAL _____ \$420

_____ 95 % OF 2013 DUES IS TAX DEDUCTIBLE



NOTE: A percentage of your dues payment to BOMA International is deductible for federal income tax purposes as an ordinary and necessary business expense. Contributions or gifts to BOMA International are not deductible as charitable contributions.



465 Main Street, Suite 130
Buffalo, NY 14203-1713
Ph: 716.856.3801
info@bomabuffalo.com
www.bomabuffalo.com

OFFICERS

President

Kevin Hassen

Iskalo Development Corp.

1st Vice President

John Greene, RPA, LEED AP

Uniland Development Co.

2nd Vice President

Paul Muck, LEED AP

Jones Lang LaSalle/Citigroup

Secretary/Treasurer

Andrea Harvey

Parkland Professional Park, LLC

DIRECTORS

Jim Coleman, CBSE

Janitronics Facility Services, Inc.

Don Erb, RPA, FMA

University at Buffalo

Michael Farrell

Constellation Energy

Al Grabowski, RPA, FMA, LEED AP

Ciminelli Real Estate Corp.

Susan Heimiller

CB Richard Ellis/Buffalo

Michele Messina

McGuire Development Co.

Jon O'Rourke, RPA, FMA

Developers Diversified Realty

Richard Serra

Allpro Parking, LLC

Executive Director

Jennifer L. Aiple

Serving the counties of
Erie, Niagara, Allegheny,
Cattaraugus, Chautauqua,
Orleans and Wyoming

Federated with



www.boma.org

Dear Commercial Real Estate Professional:

Thank you for your interest in Greater Buffalo Building Owners & Managers Association (BOMA). BOMA is a federated chapter of BOMA International and commercial real estate's number one business solutions provider and support network.

Our active group of approximately 90 members enjoys the following benefits:

- Monthly Meetings (Luncheons, building tours and networking events)
- Annual FACES of BOMA Awards event, Golf Outing and Holiday Social
- Seminars and educational presentations
- Membership in BOMA International
- BOMA's Who's Who Membership Directory
- Continuing educational opportunities, designation and certificate programs
- Opportunity to get involved in committees
- Access to comprehensive marketplace research data (Experience Exchange Report)
- BOMA International Magazine and publications
- Subscription to www.boma.org
- Ability to share information with industry colleagues via member email blasts

And a whole lot more...

Please accept this invitation to attend our next monthly meeting as our guest. The Events Schedule can be found at www.bomabuffalo.com. As a non member, you are entitled to attend two meetings per year, and your first meeting is on us! Please pre-register and use the attached coupon to receive one complimentary registration.

We hope you will review the enclosed information and give it serious consideration. If you have questions, please contact a membership committee representative listed below. To get your membership started immediately, please complete the enclosed membership application and return with your payment.

We look forward to seeing you at future events!

Sincerely,

The BOMA Membership Committee

Jennifer Aiple, Executive Director, Greater Buffalo BOMA
(716) 856-3801, info@bomabuffalo.com

Richard Serra, Greater Buffalo BOMA Director
President, Allpro Parking, LLC
RSerra@allproparking.com

Mike Farrell, Greater Buffalo BOMA member
Business Development Manager, ConstellationEnergy
Mike.Farrell@constellation.com



Enjoy your first BOMA meeting on us!

As a non member, you are entitled to attend two BOMA meetings per year, and your first meeting is FREE, compliments of BOMA! Please submit this voucher when you pre-register to receive one complimentary registration.

View our meeting schedule at www.bomabuffalo.com.

Name

Company

Phone

Email

Call 716.856.3801 to join BOMA today!



Join us for your second BOMA meeting.

As a non member, you are entitled to attend **two** BOMA meetings per year.

Please submit this voucher, along with payment, when you pre-register for your second BOMA meeting as a non-member.

View our meeting schedule at www.bomabuffalo.com.

Name

Company

Phone

Email

Call 716.856.3801 to join BOMA today!



Your BOMA Membership

The Premier Network of Commercial Real Estate Professionals

As industry professionals, you must decide where to spend your most valuable resources: *time and money* and stay up-to-date with technological advances, legislative issues and market conditions. You also need information that is fast and reliable in order to stay competitive. Membership in BOMA's federated local associations and BOMA International can provide all of this and more when you take full advantage of the information and programs available to you.

Member Benefits

LEGISLATIVE ADVANCES

BOMA International is the premier real estate advocacy group and serves as the government watchdog for national real estate industry issues. Members receive advance notice and information on legislation, regulation and codes through *Currents*, BOMA International's monthly advocacy newsletter.

PEER INTERACTION

Networking opportunities are another key element of BOMA membership. Whether it is at a monthly luncheon or golf tournament hosted by Greater Buffalo BOMA or participating in one of the annual conferences, you will gain as much value from networking with your peers as from the structured programs.

ACCESS TO INFORMATION

Information is power and BOMA understands how valuable our role is in keeping our members informed. Our research publications, seminars, and the designation programs offered by BOMI Institute are all designed to keep you informed.

The BOMA Magazine is a source for up-to-the-minute news and information, in addition, BOMA's local website (www.bomabuffalo.com) and BOMA's international website (www.boma.org) are just a sampling of the information resources available to you.

GLOBAL INVOLVEMENT

BOMA is an international organization with affiliated organizations currently in Australia, Brazil, Canada, Finland, Indonesia, Japan, Korea, Mexico, the Philippines, Russia, South Africa, United Kingdom and growing. As you and your organization move further into the global marketplace, you will find that BOMA is a valuable ally and resource.

MEMBER-ONLY DISCOUNTS

BOMA provides its members with discounts on publications and seminars, and other BOMA sponsored programs, such as savings on air express, international and ground shipping through FedEx and special reduced rates for employee testing services through Personnel Survey and Research Group (PSR).



About Our Local Chapter

Greater Buffalo Building Owners and Managers Association (BOMA) is a non-profit trade association, and a federated chapter of BOMA International. Our membership includes over 100 property professionals consisting of building owners, property managers, developers and other real estate professionals as well as associate members providing services and supplies to the commercial real estate industry. Our members own or manage over 52 million square feet of office, commercial, retail and industrial properties.

Mission Statement

The Purpose of Greater Buffalo BOMA is to advance the professional ideals and facilitate the concerns of the building owners, managers and associated professionals in the Western New York area. In order to maximize our members' ability to positively affect the communities in which they operate we will:

Provide **NETWORKING** opportunities to develop communication between members as well as access to industry professionals and decision makers the benefit building ownership and operation.

Support **EDUCATIONAL** programs including professional designation tracks that will enable each member to be a more effective and valuable manager.

Thoughtfully **ADVOCATE** on behalf of membership to foster the health and growth of our local industry thereby benefiting the community.

Conduct **RESEARCH** and provide data that assist members in reaching the business objectives of there individual companies and our industry as a whole.

Greater Buffalo BOMA.....Always **NEAR**

In representing our members and the business community to local and state officials, BOMA is able to speak as an industry-wide voice, providing a more powerful and dynamic representation, thus creating greater value to you, the building owner or industry professional.



2013 Board of Directors

Regular Members = Blue
Allied Members = Black

Officers

President	Kevin Hassen, Iskalo Development Corporation
1 st V. President	John Greene, RPA, LEED AP, Uniland Development Company
2 nd V. President	Paul Muck, LEED AP, Jones Lang LaSalle/Citigroup
Sec/Treasurer	Andrea Harvey, Parkland Professional Park, LLC

Directors

Jim Coleman, CBSE, Janitronics Facility Services, Inc.
Don Erb, RPA, FMA, University at Buffalo
Mike Farrell, Constellation Energy
Al Grabowski, RPA, FMA, LEED AP, Ciminelli Real Estate Corp.
Susan Heimiller, CBRE/Buffalo
Michele Messina, McGuire Development Company
Jon O'Rourke, RPA, FMA, DDR Corporation
Richard Serra, Allpro Parking, LLC

Immediate Past President

Mary T. Battey



2013 Committees

Awards Program

Chair: Paul Muck
Sarah Blanchard
John Greene
Kevin Hassen
Lois Richter

paul.muck@citi.com
sblanchard@glbs-techweb.com
jgreene@uniland.com
thassen@iskalo.com
69delawareave@choiceonemail.com

Education

Chair: Jon O'Rourke
Jennifer Aiple
Sheila Chong
Tina Coppins
Al Grabowski
Andrea Harvey
Susan Heimiller

jorourke@ddr.com
info@bomabuffalo.com
sheila.chong@ambius.com
tcoppins@amcap.com
agrabowski@ciminelli.com
harveyar@parklandprofessionalpark.com
susan.heimiller@cbre.com

Golf Outing

(Co-chair) Mike Farrell
(Co-chair) Mark Messina
Jennifer Aiple
Del Akers
Jim Coleman
Bob Flynn
Kevin Hassen
Jim Lalley
Rick Serra
Meghan Thoin
Shelley Unocic

mike.farrell@constellation.com
messinam@natfuel.com
info@bomabuffalo.com
delakers@ignightbuildingservices.com
jcoleman@janitronicsinc.com
bob.flynn@schuelepaint.com
kthassen@iskalo.com
jlalley@nfrinc.com
rserra@allproparking.com
mthoin@nfrinc.com
sunoci@uniland.com

Holiday Party

Chair: Michele Messina
Jennifer Aiple
Mary Battey
Lois Richter

mmessina@mcguiredevelopment.com
info@bomabuffalo.com
mbattey15@gmail.com
69delawareave@choiceonemail.com

Member Communications

Chair: Susan Heimiller
Jennifer Aiple
Kevin Hassen

susan.heimiller@cbre.com
info@bomabuffalo.com
kthassen@iskalo.com

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2013 BOMA Committees (continued)

Membership

Chair: Jennifer Aiple
Mike Farrell
Richard Serra

info@bomabuffalo.com
mike.farrell@constellation.com
rserra@allproparking.com

Programs

Chair: Michele Messina
Jim Coleman
Peter Mack
Jeff O'Bannon
Lois Richter
Richard Serra

mmessina@mcguiredevelopment.com
jcoleman@janitronics.com
pmack@fergusonservice.com
jobannon@ciminelli.com
69delawareave@choiceonemail.com
rserra@allproparking.com

Scholarship

Tina Coppins
John Greene
Lois Richter

tcoppins@amcap.com
jgreene@uniland.com
69delawareave@choiceonemail.com

JOIN US!

You are invited to join a community of 16,500 members and our network of international affiliates in BOMA International, the premier network of commercial real estate professionals. BOMA's members own or manage more than nine billion square feet of commercial properties in North America.



BOMA'S MISSION STATEMENT

For over a century BOMA International has met the expanding needs of the commercial real estate professional and the industry at large by "enhancing the human, intellectual and physical assets of the commercial real estate industry through advocacy, education, research, standards, and information."

BOMA knows your business. Whether it's serving as your business solutions provider, advocacy champion, information source, business network, education provider, we work for you. Now, more than ever, BOMA is there for you.

THE BOMA PROMISE:

BOMA's member satisfaction rating is tops in the industry because we deliver results on our promise to you.

- **Connectivity** – Keeping you connected to the top commercial real estate issues, trends, statistics, news and professional services delivered via our monthly electronic newsletters, bimonthly magazine, ground breaking education programs, award-winning publications and specialized online resources.
- **Leadership** – Making you a better leader through opportunities to serve on committees, task forces, and interest groups. Membership encourages and supports initiative, innovation, collaboration and decision-making and allows you to influence the profession through your ideas.
- **Network Solutions** – Providing you with access to a valuable network of supporting professionals in the field, facilitating the sharing of experiences and the development and expansion of your business and career.
- **Advocacy** – Protecting and advancing the commercial real estate industry at all levels of government before regulatory, codes and standards bodies.

BOMA

MEMBERSHIP

THE PREMIER NETWORK OF
COMMERCIAL REAL ESTATE
PROFESSIONALS

BECOME A MEMBER

The Building Owners and Managers Association (BOMA) International is a federation comprised of 93 local associations within the United States and fifteen internationally affiliated organizations. For more information and a membership application, please contact the BOMA local association nearest you. A complete listing of BOMA local association contact and links to the BOMA local website in your area is available at www.boma.org or contact BOMA International at 202 408-2662.

Building Owners and Managers
Association (BOMA) International
Suite 800, 1101 15th Street NW
Washington, DC 20005

www.boma.org

BOMA
International

BOMA
International





WHAT MEMBERS SAY ABOUT BOMA INTERNATIONAL



BOMA INTERNATIONAL: LEADING THE FUTURE

Put BOMA to work for you! BOMA International is vital to your professional success and company's economic well-being. As the commercial real estate industry's number one business solutions provider and support network, BOMA provides a tremendous return value through our strong education programs, invaluable networking opportunities, aggressive industry advocacy, noted recognition programs, and timely information. Each benefit impacts positively on your company's bottom line and operating strategy. As a member you receive:

- An industry voice through advocacy and code activities that links you directly to policy-makers, shaping public policy, improving our business climate and saving you money. We make your voice heard in the halls of power.
- Timely and cutting-edge information through the award-winning *BOMA Magazine*, *BOMA eNews*, *BOMA/Kingsley Report*, and your local BOMA newsletter – delivering the latest industry news, legislative and codes analysis, trends, and portfolio and asset management perspectives.
- Leadership skill development. Through committees, task forces, and interest groups, your involvement contributes to initiative, innovation, collaboration, and decision-making.
- Incentives to make energy efficiency gains that green your bottom line through BOMA's 7-Point Challenge.
- Career development through seminars, professional advancement programs, and online Career Center.
- Networking opportunities at monthly events and bi-annual national conferences.
- Recognition of excellence in building management through BOMA's awards programs, including the widely acclaimed BOMA 360® program.
- Access to the industry through a FREE listing and complimentary copy of BOMA's annual *Who's Who in the Commercial Real Estate Industry*.
- Immediate access to comprehensive industry-wide research, data and reports and information on www.boma.org – the member's resource for the latest news, events, on-line membership directory, buyers guide, career center and more.
- Business solutions through a broad array of membership programs.
- Money saving discounts on publications, research, meeting registrations and more, including our *Green Lease Guide*.

ADVOCACY AND CODES

BOMA's legislative and regulatory victories have saved our industry *billions* of dollars. BOMA fights for you at the federal, state and local levels before legislative, regulatory, and codes and standards bodies. Our accomplishments result in direct savings, improved asset values, and economic growth.

- Capital Gains – gained enactment of the Tax Relief Extension Reconciliation Act, extending the tax cut on capital gains and dividends until 2012.
- Key Tax Provision Extensions – won victories on the 15-year depreciation timeline for tenant improvements, the tax deduction for energy efficiency retrofits to new and existing buildings, and fended off a tax increase on Carried Interest.
- TRIA – secured the *Terrorism Risk Insurance Act* extension until 2014, ensuring the availability of terrorism coverage with a federal government "backstop" for catastrophic losses.
- Codes and Standards – defeated changes for unnecessary fire separation and structural design requirements; defeated unrealistically stringent requirements for all energy efficiency systems and elements; and on annual lease income losses, gained the approval of alternatives to unnecessary and costly evacuation stairways and fire separation requirements.
- ADA Regulations – provided the industry's voice in this updating process and will continue to provide in-depth information and training on the new requirements.

Our accomplishments result in direct savings, improved asset values, and economic growth to your organization.

RESEARCH AND STANDARDS

- BOMA's *Experience Exchange Report (EER)* is the industry's premier benchmarking tool, allowing you to track office building and income expenses, develop operating strategies, compile budgets, and underwrite and analyze acquisition opportunities.
- BOMA sets the standard by providing uniformity in floor measurement, accounting practices, and accessibility issues and is the secretariat of a full suite of measurement standards, including office, retail, multi-unit residential and industrial buildings.
- BOMA is the only commercial real estate association with representation on all codes and standards bodies. We also support the adoption of the International Codes, the only coordinated and integrated model codes for the built environment.

WE CELEBRATE THE INDUSTRY

- BOMA's Awards Programs – The TOBY® Awards recognize excellence in building management, operational efficiency, tenant retention, emergency planning and community impact, highlighting our industry and setting standards for operational excellence.

YOUR NETWORKING AND SOLUTIONS PROVIDER

BOMA members have access to an invaluable network of supporting professionals, facilitating mentoring, idea sharing, and business and career development. As the industry's number one business solutions provider and support network, BOMA provides you with these benefits:

- A nationally-networked online Career Center and job bank that links you with employers, job seekers, and resources for career planning and development.
- Business solutions at The Every Building Show®, BOMA's annual exhibition in partnership with *Buildings* magazine, keeping you current on the latest best practices, and allowing you to network, capture new business, and see the latest products and technology.
- BOMA's online Buyers Guide, Membership Directory and Bookstore provide access to a network of peers, suppliers, and timely publications that can help you work more effectively.

EDUCATION

BOMA Education offers a variety of courses and programs designed to enhance and advance your business and career. Courses are offered in a variety of formats and most programs are pre-approved for state CEU as well as renewal credits for RPA, FMA, SMA, CPM, ARM, SIOR and some programs for LEED



- Benefit from cost-effective and timely workforce training through our locally-offered Foundations of Real Estate Management® program, a comprehensive overview of building management and operations for those new to the industry.
- Participate in BOMA's Annual Conference, featuring keynote and general sessions on topics designed to equip you with innovative approaches to building ownership and management.
- Reap energy savings through the BOMA Energy Efficiency Program (BEEP)®, offering easy-to-implement no- and low-cost energy savings strategies and best practices.
- Capitalize on BOMA's webinar series, offering solutions for "greening" building operations without major capital expenditures.
- Focus on the opportunities at the annual Medical Office Buildings and Healthcare Facilities Conference, which brings together the movers and shakers within this growing sector.

“BOMA is the leading resource for commercial real estate professionals offering high-level education. It protects our interests through aggressive lobbying and provides products and services we can't find anywhere else.”

—Michael E. Dwyer, CPM
NorthMarq Real Estate Services LLC

“BOMA provides me with opportunities to network with old friends and mentor new members. I expand my knowledge as a member and keep informed of legislative issues impacting our industry. BOMA brings together the 'Best of the Best' and adds value to your owners and company.”

—Lynda Gildea, RPA
Paradigm Properties of Ohio

INVEST IN YOUR FUTURE TODAY

We invite you to be a part of our expanding and dynamic organization. Membership is available through BOMA's federated local associations throughout the U.S., as well as with our international affiliates. Commercial real estate professionals located in an area not serviced by a local association may apply directly to BOMA International as a Member-At-Large. You are eligible to join BOMA, the premier network of over 16,500 U.S. commercial real estate professionals if you are a:

- Building Owner
- Property Manager
- Asset Manager
- Corporate Facility Manager
- Government Office Building Manager
- Industrial Building Manager
- Leasing Professional
- Medical Office Building Manager
- Retail Facility Manager
- Hotel/Accommodations/Condominium Facility Manager
- Engineer
- Office Campus Facilities Manager
- Other Commercial Real Estate Professional
- Commercial Real Estate Product or Service Provider

www.boma.org

