



BUDGET FOR BOMA and PROTECT YOUR ASSETS

Membership Pays Big Dividends

*A message from BOMA San Francisco President
Stephen Austin, RPA
Regional Property Manager
Boston Properties, LP*



Your investment in BOMA membership, which averages less than 2 cents per square foot per year, yields a return of more than \$1.54 per square foot per year in building operating savings. *Capitalizing this operating expense savings, the corresponding amount of value preservation is approximately \$22 psf. What a fantastic return!*

Here are some examples of how BOMA saves you money, helps protect your investment, and preserves your business opportunities:

4% discount on garbage collection BOMA San Francisco building members *located in the area serviced by Golden Gate Disposal & Recycling Company* are eligible for a 4% discount on their monthly scavenger services.

8.4 cents per square foot saved in 2005 BOMA San Francisco saved members over \$6 million in electric power costs this year by getting the California Public Utilities Commission to table its proposal for Critical Peak Pricing, and to reallocate recent rate increases to more fairly reflect power costs across customer classes.

50% savings in property transfer taxes achieved since 2002 In 2002 BOMA defeated an attempt to double the transfer tax on all property sales exceeding \$1 million. Anyone who has bought or sold commercial property since 2002 has benefited from BOMA's successful initiative campaign.

\$ 0.25 per square foot saved since 1999 In 1999 and 2000, BOMA halted unnecessary and costly government regulations with respect to window cleaning operations, unfavorable taxation, and adverse code changes. Savings to BOMA San Francisco members: \$18 million.

\$ 0.21 per square foot saved since 1996 BOMA prevented the implementation of unnecessary indoor air quality regulations proposed by OSHA, who had estimated an annual compliance cost of at least \$0.21 per square foot per year. From 1996 to present, that's a cumulative cost savings for our members exceeding \$15 million.

\$ 1.00 per square foot per year since 1994 BOMA successfully stopped an attempt by the San Francisco Board of Supervisors to impose an annual downtown transit tax of \$1.00 per square foot. This victory alone saved our local building members \$72 million per year, and cumulatively, more than \$750 million over the past 11 years.

BOMA dues are 'rent' you pay to occupy your space in the industry. BOMA dues are a legitimate building operating expense since BOMA saves buildings many times the per-square-foot dues cost. When BOMA's principal members report and pay dues on all their buildings, it makes it possible for us to engage our local, state and national lobbyists, code representatives, utility consultants, and organizational staff.

Each year, in addition to dues, every member should budget for a contribution to BOMA-SF-PAC equal to 30% of dues.

BOMA-SF-PAC is the political voice for our organization and your property owners, on local issues and candidates. We must educate elected officials about our business, and why a healthy commercial property industry is vital to our city's tax base and its ability to provide services to residents.

Owning investment property in San Francisco promises a good return only if you protect the value of your investment. Do so with a contribution to BOMA-SF-PAC.