

## 2012 ANNUAL REPORT

BUILDING OWNERS AND MANAGERS Association of chicago™





## 2012 BOMA/CHICAGO OFFICERS + BOARD OF DIRECTORS

#### PRESIDENT

Robert M. Six Zeller Realty Corporation

#### **VICE PRESIDENT**

George Kohl *CBRE, Inc.* 

#### TREASURER

T. J. Brookover Buck Management Group, LLC

#### **BOARD OF DIRECTORS**

Alicia M. Berg Columbia College

Harvey B. Camins Means Knaus Partners LP

Patrick J. Caruso L. J. Sheridan & Company

Robert DeMarke Transwestern

Thomas G. Glavin Glavin Security Specialists

Thomas M. Kennedy Consultant

Thomas Kienzle Golub & Company LLC Hines Kevin M. Purcell MB Real Estate Robert Quast

Lance Knez

Lincoln Property Company

J. Michael Reilly Behringer Harvard

Paul Saccone Able Engineering Services

Richard R. Saulig CBRE, Inc.

Lenny Sciascia Tishman Speyer Properties

Katherine K. Scott U.S. Equities Realty, LLC

Philip C. Stafford Colliers International

Diana M. Vaughan General Services Administration

Charles W. Wagener Lillibridge Healthcare Services, Inc.

Stephen V. Zsigray, Jr. Jones Lang LaSalle Americas, Inc.

## 2012 BOMA/CHICAGO STAFF

Michael Cornicelli ExecutiveVice President Lisa Bluhm Director of Education Edward M. Bury Director of Marketing & Communications Beth Halat Director of Membership Paul Jost Comptroller Ron Tabaczynski Director of Government Affairs

Diana Zamora Manager of Information & Data Services

## WHO WE ARE

The Building Owners and Managers Association of Chicago ("BOMA/Chicago") is the premier trade association representing the commercial office building industry in the City of Chicago. As of January 2012, BOMA/Chicago membership included over 260 commercial office, institutional, and public buildings, constituting over 143 million square feet of rentable office space or more than 75% of all the commercial square footage in downtown Chicago, as well as over 170 allied suppliers and professionals that provide goods and services to those buildings. BOMA/Chicago members include 96% of downtown Chicago's Class A office buildings, 77% of the Class B office buildings, and 30 governmental, educational, and institutional facilities.

The mission of BOMA/Chicago is to enhance the value and impact of the commercial real estate industry and its professionals through thought leadership, advocacy, professional development, research and civic engagement.

To accomplish that mission, BOMA/Chicago provides members with extensive advocacy capabilities, educational programming and networking opportunities in seven major areas: energy and sustainability, building codes and standards, education and professional development, diversity and corporate social responsibility, labor relations, research and government affairs.

## A MESSAGE FROM THE PRESIDENT



#### BOMA/CHICAGO CONTINUES TO DEMONSTRATE STRENGTH, SOLIDARITY AND LEADERSHIP IN CHICAGO'S BUSINESS COMMUNITY

Business leaders are expected take charge of the situation. This should be the case when things are working well, and especially when extra effort needs to be exerted and

tough decisions need to be made to make things right.

During the two years I've served as President of BOMA/Chicago, our organization and the city have witnessed a gradual improvement to the business climate and the overall economy. From a purely commercial real estate perspective, developers have announced the intent to construct a number of new office towers downtown, and office vacancy rates have declined for five consecutive quarters. Major corporations, many of them technology firms, have leased large blocks of office space in Chicago's central business district. And, the new administration at City Hall has demonstrated its commitment to working with the commercial real estate and business communities to keep Chicago vibrant and competitive.

We all should take notice of the progress made in recent months; but we've not totally recovered from the recessionary forces that gripped the economy, starting in the last decade. Consequently, the Board of Directors, our volunteer leaders and I have had to work harder and do what we believed was in the organization's best long-term interests to keep BOMA/Chicago moving forward. The commitment, dedication, diligence and passion demonstrated by this group are very gratifying to witness first hand.

Reflecting back, our labors provided value to our members through initiatives and programs that took place in 2012, which laid the foundation for others that will debut next year. Here are four that I believe stand out.

#### LEADING THE NATO SUMMIT'S EMERGENCY PREPAREDNESS

Shortly after Chicago was selected to host the Summit last May, BOMA/Chicago took decisive measures to prepare members so they could protect the real estate assets they're charged with managing as well as the people who work in them. We presented best practices through meetings and electronic communications, and we partnered with the Chicago Police Department and government officials to share information and news in real-time. What was learned from this experience will make our members better prepared for any future emergency.

#### FIRST IN PROFESSIONAL DEVELOPMENT OPTIONS

BOMA/Chicago ranks at the top among BOMA federations anywhere in the entire world for offering education courses, workshops and seminars. And, we're consistently one of the top two in the number of professionals taking RPA/FMA designation courses. This year, we opened the door on an entirely new interactive education series called "Ask the Expert." These mid-day workshops feature a panel of experts who provide insight that participants can put to use immediately.

#### ECONOMIC IMPACT STUDY COMPLETED

Work was completed on an extensive research report designed to gauge and analyze where BOMA/Chicago buildings rank in six key areas. The study was the first fresh-up of the original economic impact study conducted since 2006. The results revealed member buildings continue to fuel Chicago's economy through property tax revenues, jobs and consumer spending—and also lead the nation in sustainability.

## STEPS FORWARD TOWARD A COMMERCIAL SMART GRID

For five years we've championed the concept of a commercial smart grid designed to give office buildings real-time data on electricity usage. BOMA/Chicago has contracted with an Affiliate Member vendor to launch a pilot smart grid starting in 2013. This new information technology will be combined with the traditional electric power infrastructure to improve operations and extend greater control to buildings, which should not only result in improved efficiency, but also lower electricity costs.

These developments and many others are the result of a lot of hard work from BOMA/Chicago leadership, its members, its staff and its outside consultants. Collectively, our dedication, talents and drive have done much good for the organization, our membership and the overall Chicago office building industry.

Concluding my term as President is a bittersweet experience. I have greatly enjoyed the opportunity to work with the representatives from our more than 260 Building Members and 175 Industry Affiliate Members—the foremost suppliers of services and products in the office building industry. However, rest assured that I plan to continue working tirelessly on behalf of BOMA/Chicago. There's still much work that needs to get done.

Very truly yours,

Robert M. Sur

Robert M. Six BOMA/Chicago President

## ADVOCACY

Since its founding in 1902, BOMA/Chicago has been the leading advocate for the Chicago office building industry. In fact, over the past several decades, many laws and initiatives-some landmark in nature, others less well-known-were championed or guided by BOMA/Chicago.

Here are four ways BOMA/Chicago works as a proponent for the interests of office buildings in Chicago.

#### **DRIVING PUBLIC POLICY**

Lobbyists and staff keep a close watch on existing and pending legislation to monitor developments at City Hall and in Springfield that may impact tax codes, inspection practices and other regulations governing how office buildings are managed. BOMA/Chicago's efforts and expertise in those areas have earned the association a seat at the table with policy makers. The result is that Chicago has avoided some onerous and costly regulations mandated by counterparts in other metropolitan areas. Throughout the year, BOMA/Chicago worked with the City of Chicago to craft an energy benchmarking and efficiency performance standard ordinance based on market realities and best practices. While commercial office building managers in other major cities grapple with burdensome and expensive compliance requirements, BOMA/Chicago is continuing to work with the City to ensure that Chicago's ordinance recognizes and leverages buildings' efforts with LEED performance and existing rebate programs.

#### **PREPARING FOR EMERGENCIES**

As commercial office buildings continue to be at risk from natural and man-made disasters, BOMA/Chicago engages with state, federal and local partners to discuss threats and countermeasures. Whether severe weather, active shooter incidents, terrorism or fire safety, BOMA/Chicago brings training and resources to members. This year, BOMA/Chicago took a frontline role in preparing building members for any emergency situation or logistical demands in connection with the NATO Summit held May 20-21. Leadership and staff leveraged their long-standing relationships with the Chicago Office of Emergency Management and Communications, Chicago Police Department, federal authorities and other public and private sector organizations to prepare. BOMA/Chicago held three open security meetings to convey best practices and sent out dozens of communications before and during the Summit to ensure members were informed opportunities through sophisticated and lucrative demand reas events unfolded.

## IN THE WEEKS LEADING UP TO THE SUMMIT, BOMA/CHICAGO WAS RECOGNIZED AS A LEADING SOURCE ON EMERGENCY PREPAREDNESS.

Executive Vice President Michael Cornicelli was interviewed by WLS-TV Channel 7, WMAQ-TV Channel 5, WGN-AM radio, Chicago Sun-Times and Crain's Chicago Business. BOMA/Chicago joined five other civic organizations in publishing a full-page, four-color display ad in the June 4 issue of Crain's Chicago Business, expressing gratitude to the public and private sectors for hosting a successful NATO Summit, with special thanks to the Chicago Police Department.

#### **PIONEERING SMART GRID INITIATIVE**

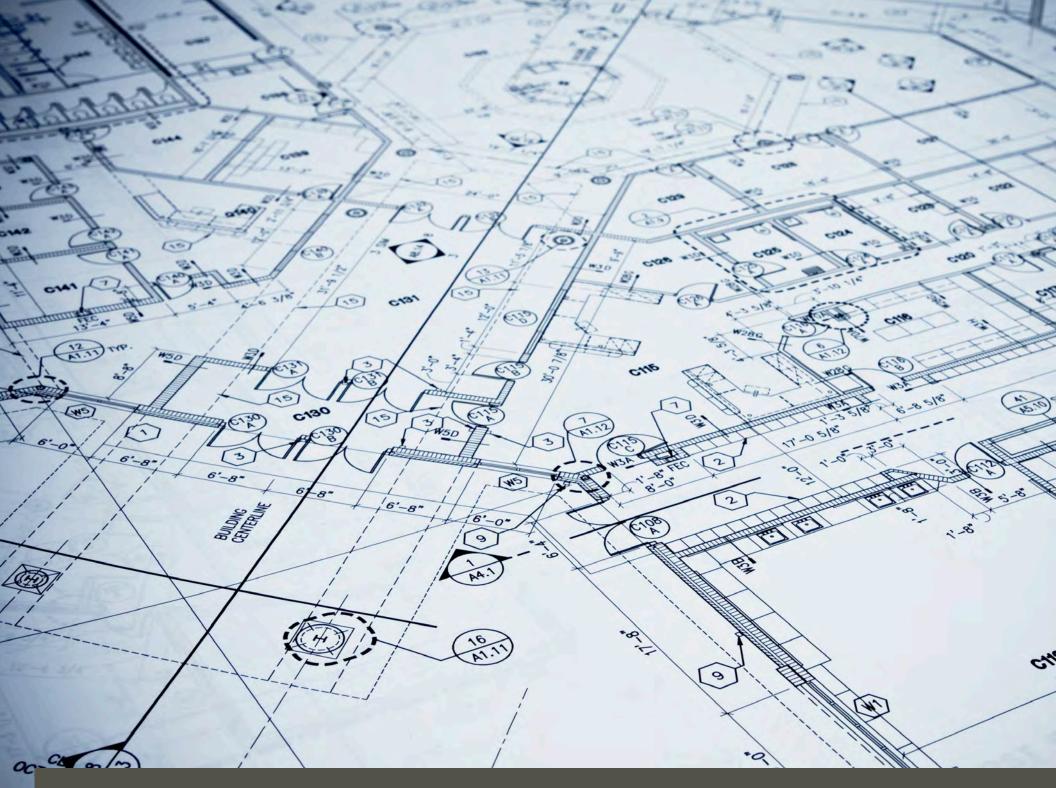
This year BOMA/Chicago got one step closer to the creation of a commercial real estate smart grid that will enable buildings to monitor their electricity usage in real time and shape their loads in response to market conditions. The Smart Grid Initiative has been a five-year work in progress, funded primarily by a \$1.5 million grant that BOMA/Chicago obtained from the

State of Illinois. In 2012, BOMA/Chicago took a major step forward in this initiative by selecting a technology partner for a 40-building pilot to be rolled out before year end. This groundbreaking program will provide participating member buildings with greatly enhanced information about their energy usage and new opportunities to reduce energy costs and to monetize those efforts. The aggregation of energy usage data will also better enable member buildings to participate collectively in new revenue sponse programs that would not be available to them individually.

#### **ECONOMIC IMPACT STUDY**

Later this year, BOMA/Chicago will unveil a detailed study that measures the impact of BOMA/Chicago building members in six key economic areas: market share, labor, rents and operating expenses, LEED certification and sustainability, taxation and business improvement districts. This research will be a valuable tool in BOMA/Chicago's ongoing advocacy, preparedness and sustainability efforts.





# PROFESSIONAL DEVELOPMENT

The BOMA/Chicago education program is steered by the Education Committee, comprised of 25 members who bring a diverse and comprehensive level of commercial real estate knowledge and experience. The Committee's goal is to continue to increase the value of BOMA/Chicago membership through a wide variety of relevant and timely programs designed to develop emerging leaders through senior-level professionals.

Highlights from 2012 include:

#### REAL PROPERTY AND FACILITIES MANAGEMENT ADMINISTRATOR DESIGNATION PROGRAM

- » Seven RPA and FMA designation courses were held in 2012, even though many tuition reimbursement programs were cut or reduced.
- » Nine members earned the RPA and/or FMA designation in the first half of the year.

#### SCHOLARSHIP PROGRAM

- » BOMA/Chicago's first Full Designation Scholarship was awarded at the 2012 TOBY/Gold Circle Awards Gala to Kelly Davies of CBRE, Inc. Davies set a BOMA/Chicago record by completing all required RPA designation courses within one year.
- » The Scholarship Subcommittee revised and launched a new single course scholarship in 2012—two single course scholarships have already been awarded.
- » The two currently active Reginald L. Ollie Inclusion and Outreach Scholarship recipients are on target to complete the designation program within scholarship guidelines.

#### PERSONAL DEVELOPMENT

- Memory Training and Smart Reading seminars drew capacity crowds.
- » A new course, Communicating with Professionalism & Diplomacy, was launched in the fourth quarter and sold out.

#### **ASK THE EXPERT SERIES**

The series was launched in 2012 with two workshops: Property Tax Assessments and Risk Management. Each workshop included a panel of subject matter experts led by a program moderator. The goal of this new series is to create an interactive learning exchange by delivering the content in a way that engages the audience, encourages idea sharing and provides best practices that can be applied immediately on the job.

#### FOUNDATIONS OF REAL ESTATE MANAGEMENT

A 28-hour, six session Foundations of Real Estate Management course was held in the summer. The course provides a thorough overview of property management and is recommended for those who may be new to the industry, not on track for the RPA or FMA, or affiliate members interested in better understanding the needs of their clients and customers.

#### **BROWN BAG SEMINARS**

A dozen brown bag seminars were offered at no charge to members. Topics included energy deregulation, using the City's new electronic building permit process, how to maintain LEED certification, energy efficiency incentives and best practices for TOBY award competition.

#### UNIVERSITY PARTNERSHIPS

A new and improved partnership was developed with National Louis University that offers BOMA/Chicago members and their families a 15 percent discount on tuition for an undergraduate and two graduate degree programs within NLU's Business School. The undergraduate program also provides credit for industry-related experience and RPA/FMA designation courses. The reignited partnership with NLU was launched in June. At year-end, more than 25 members were applying for enrollment across all three degree programs and five were admitted.

#### **NOVEMBER 2011**

The 109th Annual Meeting was held November 10 at the Ritz Carlton Hotel, Mayor Rahm Emanuel visited and workplace expert Peter Sheahan delivered the keynote presentation. Paul Mertz was given the Lifetime Membership Award.

All of Chicago mourned the passing of former First Lady Maggie Daley, who died November 24 following complications from breast cancer. Many BOMA/Chicago buildings displayed pink lighting to commemorate Mrs. Daley for her unwavering spirit and contributions to the City.

The downtown area was featured in a WTTW Channel 11 program, "Chicago's Loop: A New Walking Tour." It was first aired on November 29.

THE YEAR IN REWIND

#### **DECEMBER 2011**

Now in its third year, the holiday food drive to benefit the Greater Chicago Food Depository yielded 27,000 pounds of food, a 66 percent increase from 2010.

The Emerging Leaders group held another successful Toys from the Top fundraiser at the Hancock Center Observatory December 7. Dozens of toys were collected to support Horizons for Youth.

Two major companies-Sara Lee and American Medical Association—relocated to existing office space downtown, signs that the office market was recovering.

JANUARY

More than 400 BOMA/Chicago members and guests gathered at Union Station January 26 for the TOBY/Gold Circle Awards Gala. Local historian Geoffrey Baer served as emcee. Nine buildings captured TOBY Awards, and the Gold Circle Award was given to five standout members.

The first Full Designation Scholarship awarded by the BOMA/Chicago Education Foundation was presented to Kelly Davies of CBRE, Inc. at the TOBY/Gold Circle Gala. Eleven individuals were recognized for earning the RPA or FMA designation.

At the BOMA International Winter Meetings, BOMA/Chicago earned a Govie Award for creating partnerships with the City that national emergency management leaders said were models for the nation.

#### **FEBRUARY**

Some 40 members took part in the year's first no-cost Brown Bag lunch seminar February 22. The topic was "Memory Training," featuring Tom Weber of Freedom Personal Development.

A communications program was launched to help members prepare for what then was to be G8 and NATO Summits slated for late May. The first of periodic newsletters was sent February 24.

Two iconic Chicago office towers were sold: The Board of Trade and the Civic Opera Building. Also, the investment boom took hold along West Monroe Street, where investors purchased three office towers in separate transactions. and the second water and the second of

BOMA/Chicago joined in celebrating the 175th anniversary of the City of Chicago's incorporation on March 4,1837. Many buildings displayed blue

lighting to kick off the 175 Days

to Love Chicago initiative.

MARCH

An open meeting was held March 20 with the Greater North Michigan Avenue Association and NATO Host Committee to help prepare members for the upcoming NATO Summit.

**Executive Vice President** Michael Cornicelli was appointed to the Smart Grid Advisory Council by Governor Pat Quinn.

#### APRIL

National Louis University partnered with BOMA/Chicago to offer members and their immediate families tuition discounts and generous transfer policies to help members earn undergraduate and graduate degrees.

The Labor Committee negotiated a new three-year labor agreement with the Service **Employees** International Union, Local 1, covering janitorial employees in member buildings.

Five BOMA/Chicago building members earn TOBY Awards in the North Central Regional competition.

#### MAY

The entire city braced for the arrival of thousands of foreign dignitaries, media and protestors for the NATO Summit May 20-21. BOMA/Chicago coordinated emergency preparedness communications efforts for members. There were no serious injuries or damage to property, and Chicago Police were recognized for crowd control.

Hines Interests LP announced plans to develop a 900,000 square-foot office tower on West Lake Street. Once constructed, it would be the first downtown Chicago spec office development in 14 years.

All traffic lanes on Congress Parkway were opened, marking the completion of an \$18 million streetscape project.

#### JUNE

Twelve BOMA/Chicago building members signed up to participate in the city's Retrofit Chicago initiative, a voluntary leadership effort to increase energy efficiency.

Hyatt Center and The Rookery won International TOBY Awards at the BOMA International awards gala in Seattle June 26.

The Chicago City Council approved official landmark status for the Wrigley Building, granting protection to one of Chicago's best-known and bestloved office towers.

#### JULY

Chicagoans sweltered under record-setting heat early in the month. The temperature from July 4 to 6 topped 100 degrees, a triad of scorchers only seen twice before in the City's history.

The downtown Chicago vacancy rate dropped to 14.8 percent in the second quarter. This marked the sixth consecutive quarterly vacancy rate decline.

The first Ask the Expert panel discussion, held July 19, drew more than 50 participants. The subject was how to navigate the property tax assessment process.

#### AUGUST

The 14th Annual Golf Classic Presented by Comcast Business Class was held August 15 on a picture-postcard day at the Cog Hill Golf and Country Club. Some 370 golfers and guests participated.

More signs that the market was improving: according to Studley, Inc., the average downtown Chicago asking rent for Class A office space spiked 28 percent from 2006. Among Class A towers downtown, vacancy decreased to 17.4 percent from 18.2 percent during the six-year period.

INCOMPCCESS

#### SEPTEMBER

More than 26,000 Chicago public school teachers went on strike September 10 for the first time in 25 years. The strike, which had national implications, ended seven days later.

The Merchandise Mart was the site for the 7th Annual BOMA/Chicago Trade Show September 13. The event went "back-to-basics" with a one day show; more than 70 Affiliate Members exhibited.

BOMA/Chicago was recognized by LifeSource, Chicagoland's Blood Center, for successful blood drives held by building members, ranking third in the metro area.

#### **OCTOBER**

Mayor Rahm Emanuel unveiled a proposed 2013 city budget that included no new or higher property or sales taxes, but counts heavily on increased revenues. When announcing the \$8.3 billion spending proposal, the Mayor also said he planned to eliminate the controversial head tax by year end 2013.

BOMA/Chicago finalized an extensive Economic Impact Study that shed light on member impact on Chicago's economy, employment and sustainability efforts, as well as building operating expenses and taxes. The Study was perhaps the only significant economic research report on Chicago's office building market conducted since a similar BOMA/Chicago research report presented in 2006.

# THE YEAR



# REWIND









ner se

- This page, clockwise, from top left: TOBY/Gold Circle Awards Gala Opening Reception; annual Trade Show and St. Patrick's Day party participants; Vice President George Kohl at Awards Gala; Mayor Rahm Emanuel visited the 2011 Annual Meeting; relaxing at the Awards Gala Closing Reception.
- » Opposite page, clockwise from top left: Members at the Annual Meeting VIP Reception; bagpipers and flag bearer at St. Patrick's Day party; a quartet at the Awards Gala; networking before the Emerging Leaders September panel discussion; the Great Hall at Union Station; a duo of Emerging Leaders; members enjoying the Awards Gala.

















# MEMBERSHIP & LABOR RELATIONS

Membership in BOMA/Chicago by Building and Affiliate Members remained strong in 2012, despite an economy still on the rebound. At year end, the membership roster was comprised of 252 buildings, a slight decline from the previous year, and 170 Affiliate Members. Participation by members in BOMA/Chicago events and activities remained equally strong—a true barometer of member commitment and dedication to the organization and its mission. Work by these standing committees—Affiliate, Emerging Leaders, Information, Membership, Social Marketing and Trade Show—drove event success throughout the calendar year.

Here are a few event highlights:

- » More than 150 members embraced the Irish spirit on March 13 at a St. Patrick's Day party held at
  The Kerryman, an authentic Irish Pub. The Shannon Rovers Irish Bagpipe Band provided music, drama and atmosphere.
- » Cog Hill, one of the top public golf courses in the nation, again was the site of the annual BOMA/Chicago Golf Classic on August 15. Some 300 golfers and 70 guests spent a sun-kissed day enjoying great golf, food, drink and camaraderie.
- » The 2012 Trade Show on September 13 went "back to basics" at the Merchandise Mart with a four hour show, followed by a reception and after party at Nick's Fishmarket. Seventy-two affiliate members exhibited at this seventh annual event.

## LABOR AGREEMENT REACHED WITH SEIU LOCAL 1 JANITORS

Early this year, BOMA/Chicago represented building members in collective bargaining with the Service Employees International Union (SEIU), Local 1 over a new contract covering thousands of janitorial workers. Following a series of tough negotiations, a new three-year contract was signed in April. At the close of 2012, 199 member buildings were signatories to the janitorial contract. In 2013, BOMA/Chicago will return to the bargaining table for negotiations with SEIU Local 1 on a contract covering security professionals. A total of 140 members signed on to the security agreement and 170 are signatories to the current labor agreement with the International Union of Operating Engineers, Local 399. BOMA/Chicago remains the only BOMA local association that offers collective bargaining benefits and no-cost building representation in grievance hearings.

Formed in 2008, the Emerging Leaders Subcommittee continues to provide growth opportunities for building and affiliate members with less than a decade of industry experience. The ELs held four social/networking events in 2012, including the increasingly popular Karaoke Night on March 1. But they did much more: in spring, the group joined members of the Diversity and Corporate Social Responsibility Committee to help the less fortunate by cleaning and repairing homes through the National Rebuilding Day program. Additionally, on September 20, 70 ELs attended an informative panel discussion led by BOMA/Chicago President Bob Six and three other industry leaders entitled, "Wish I Knew Then What I Know Now."

#### ASSOCIATION MANAGEMENT SYSTEM TO DEBUT IN 2013

During 2012, leadership and staff put down the framework for a major modernization and upgrade of BOMA/Chicago's technology. This new association management system and web site upgrades will make web-based interaction among members and staff more user-friendly and efficient, and will give members direct access and control over their online profiles and records. The system will provide new ways to learn about and collaborate on BOMA/Chicago events, education and advocacy issues. Watch for a rollout in mid 2013.

## AWARDS

The best-managed office buildings in Chicago and the men and women who work in the commercial real estate industry were honored January 26 at the TOBY/Gold Circle Awards Gala presentation and dinner. The Great Hall at Union Station again was the venue for a memorable and exciting evening. Emcee Geoffrey Baer, a well-known local historian and television host, shared insight and images on events that helped shape the downtown Chicago we know today.

By evening's end, nine BOMA/Chicago building members received The Outstanding Building of the Year award and Gold Circle Awards were given out to five professionals to recognize both their success in commercial real estate and dedication to the organization.

#### 2011/12 GOLD CIRCLE AWARDS WINNERS:

Property Management Professional of the Year: Nancy Capadona, RPA, LEED Green Associate, general manager of 311 South Wacker Drive, a CBRE-managed property.

Building Engineer of the Year: Jim Vail of U.S. Equities, chief engineer at 69 West Washington Street.

Security Professional of the Year: Michael Schroeder, manager of business continuity and life safety at the Willis Tower, a U.S. Equities-managed building.

*Emerging Leader of the Year:* Genevieve Jeanty of Jones Lang LaSalle, LEED Green Associate, director of operations at the Hyatt Center.

Affiliate Member of the Year: Michael Johnson, owner of Hard Surface Finishers.

#### 2011/12 TOBY AWARDS WINNERS:

100,000–249,000 Square Feet Category:55 West Wacker Drive, managed by MB Real Estate and owned by 55 West Wacker Owner's Association.

250,000–499,000 Square Feet Category:303 West Madison Street, managed by CBRE and owned by303 Madison Chicago, LLC.

500,000–One Million Square Feet Category: One South Dearborn Street, managed by Hines and owned by South Dearborn, LLC.

Over One Million Square Feet Category: Hyatt Center, located at 71 South Wacker Drive, managed by Jones Lang LaSalle and owned by the Irvine Company.

*Earth Award Category:* 10 and 120 South Riverside Plaza, managed and owned by Behringer Harvard.

Historical Building Category: The Rookery, located at 209 South LaSalle Street, managed by Buck Management Group, LLC and owned by The Rookery LP.

Renovated Building Category:

101 North Wacker Drive, managed by Hines Interests Limited Partnership and owned by Hines Value Added Fund II 101 North Wacker LP.

Corporate Facility Category:

PKY Fund Chicago, LLC.

The Realtor<sup>®</sup> Building, located at 430 North Michigan Avenue, managed by GNP Management Group and owned by The National Association of Realtors<sup>®</sup>.

Suburban Office Park Mid-Rise Category: U.S. Cellular Plaza, located at 8420 West Bryn Mawr Avenue, managed by Parkway Realty Services and owned by

#### 2012 RPA/FMA/SMA/SMT DESIGNATION GRADUATES:

First Quarter: Nathan Hines, RPA Deirdre Larsen, FMA Joseph Pumo, FMA

Second Quarter: James Collier, SMT Steve James, RPA (also holds FMA) Abigail Kichura, RPA Kevin Ridge, SMA Marina Wass, FMA Marc Zitzer, FMA

Third Quarter: Tiffany McSwain, RPA Kevin Robert Gawne, SMT At the 2012 TOBY/Gold Circle Awards Gala,

19 BOMA/Chicago building members competed in nine categories for a local *The Outstanding Building of the Year* award. The Gala drew 400 attendees to Union Station January 26.

**»** First row, from left:

55 West Wacker Drive; 303 West Madison Street; One South Dearborn Street; Hyatt Center.

» Second row, from left:

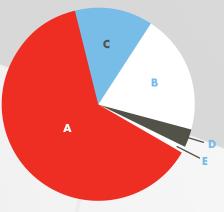
10/120 South Riverside Plaza; The Rookery; 101 North Wacker Drive; The Realtor<sup>®</sup> Building; U.S. Cellular Plaza.

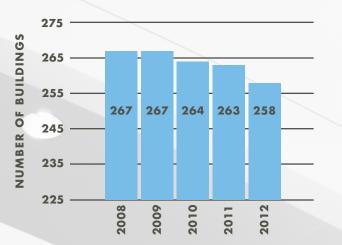


MIIIIIN

#### SOURCES OF 2012 REVENUE (BASED ON 2012 FORECAST)

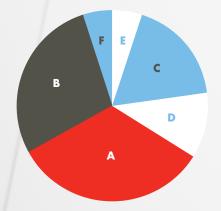
- A. BUILDING DUES 63%
- B. MEMBERSHIP PROGRAMS-20%
- C. AFFILIATE DUES-13%
- **D.** EDUCATION-3%
- E. OTHER REVENUES-1%

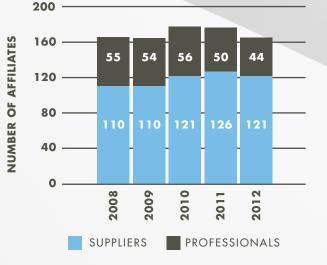




## USES OF 2012 EXPENSES

- A. ADMINISTRATION-33%
- B. MEMBERSHIP PROGRAMS-28%
- C. ADVOCACY-18%
- **D.** EDUCATION-11%
- E. LABOR RELATIONS-5%
- F. BOMA INTERNATIONAL-5%





#### BOMA/CHICAGO 2012 AFFILIATE MEMBERS

360FACILITY

3MD RELOCATION SERVICES. LLC **A & A MAINTENANCE** A & R JANITORIAL SERVICE, INC. ABLE ENGINEERING SERVICES **ABM JANITORIAL ABM SECURITY SERVICES** ACE METAL REFINISHERS, INC. AFCOM AIR COMFORT ALL AMERICAN EXTERIOR SOLUTIONS ALLIED WASTE SERVICES ALLIEDBARTON SECURITY SERVICES ANAGNOS DOOR CO., INC. ANCHOR MECHANICAL, INC. ANDERSON ELEVATOR COMPANY ANDERSON PEST CONTROL ANGUS SYSTEMS ARROW MESSENGER SERVICE AUTOMATED LOGIC CORPORATION **AUTOMATIC SYSTEMS B & D EQUITY PROPERTY TAX GROUP** BEAR CONSTRUCTION COMPANY BELFOR PROPERTY RESTORATION BLUESTAR ENERGY SOLUTIONS BOCA GROUP CENTRAL, LLC **BOYER-ROSENE MOVING & STORAGE BULLEY & ANDREWS MASONRY RESTORATION BURNHAM - THE CODE GROUP BURNS & MCDONNELL** ENGINEERING CO., INC. CARL WALKER, INC. CARRIER CORPORATION COMCAST BUSINESS CLASS COMED **CONCIERGE & EVENT SERVICES WORLDWIDE CONCIERGE UNLIMITED INTERNATIONAL (CUI)** CONTINENTAL ELECTRICAL CONSTRUCTION COMPANY CONVERGINT TECHNOLOGIES, LLC **CORPORATE CONCIERGE SERVICES** CORT **CPS PARKING DEARBORN ENGINEERS & CONSTRUCTORS, INC.** DEPALMA GROUP ARCHITECTS DESIGN INSTALLATION SYSTEMS, INC. **DEVELOPMENT SOLUTIONS, INC.** DIVERSEY, INC. DONNELLY & ASSOCIATES, INC. DOOR SYSTEMS KONE GROUP EATON CORPORATION EKLUND'S. INC. ELARA ENGINEERING ENERGYCONNECT, INC. ENERNOC, INC. ENVIRON INTERNATIONAL CORPORATION ENVIRONMENTAL SYSTEMS DESIGN. INC. EUGENE MATTHEWS, INC. EUREST SERVICES EVERLIGHTS FACILITY SOLUTIONS GROUP (FSG) FLOORING RESOURCES CORPORATION FOLEY & LARDNER

FULITEC AMERICA INC GEORGIA PACIFIC GLAVIN SECURITY SPECIALISTS GLOBAL WATER TECHNOLOGY, INC. GOBY, LLC **GOULD & RATNER** GRAYBAR SERVICES, INC. GREENS BY WHITE, INC. H. M. WITT & CO., SIGNS HARD SURFACE FINISHERS, INC. HARRIS CONSULTING ENGINEERS, INC. HARVARD MAINTENANCE, INC. HOLABIRD & ROOT, LLC HP PRODUCTS HYGIENEERING, INC. ILLINOIS COMMUNICATIONS IMG TECHNOLOGIES IMPARK INDEPENDENT RECYCLING SERVICES, INC. INTERPARK INTERWEST DISTRIBUTION COMPANY J.C. RESTORATION, INC. JMB INSURANCE JOHNSON CONTROLS, INC. JONES & CLEARY ROOFING & SHEET METAL CO., INC. JORE JOYCE BROS. **KASTLE SYSTEMS** KIMBERLY - CLARK KLEIN AND HOFFMAN. INC. KONE INC. KROESCHELL, INC. KVCL SAFETY, INC. LEOPARDO COMPANIES, INC. LUTRON ELECTRONICS MARKS PEST CONTROL COMPANY MATTING BY DESIGN MAYER, BROWN, ROWE & MAW LLP MBB ENTERPRISES OF CHICAGO, INC. MCGUIRE ENGINEERS **MECKLER BULGER & TILSON MARICK** & PEARSON LLP MERTES CONTRACTING CORPORATION **METROPOLITAN ENERGY, LLC** MIDCO SYSTEMS MIDWAY BUILDING SERVICES. LTD MIDWEST SIGNATURE BUILDING SERVICES, LLC MOBILE AIR, INC. MORRILL & ASSOCIATES, P.C. MRSA ARCHITECTS NALCO COMPANY NATIONAL BUILDING RESOURCES NATIONAL INTERNATIONAL ROOFING, CORP. NORTH AMERICAN CORPORATION NXSTEP FLOOR MATTING PRODUCTS O'KEEFE LYONS & HYNES, LLC ORKIN COMMERCIAL SERVICES OTIS ELEVATOR COMPANY PARK ONE, INC. PENTEGRA SYSTEMS PERRY & ASSOCIATES, LLC PHOENIX SYSTEMS & SERVICE, INC. PREMIER SECURITY CORPORATION QUALITY FIRE PROTECTION

CONSULTANTS INC. REALOGIC ANALYTICS INC. **REED CONSTRUCTION REPUTATION PARTNERS, LLC REX ELECTRIC. INC. & TECHNOLOGIES** RIGGIO/BORON LTD. SATORI ENERGY SCHINDLER ELEVATOR CORPORATION SCHNEIDER ELECTRIC SDI (SYSTEM DEVELOPMENT INTEGRATION) SECURITAS SERVICE ONE, INC. SHAW CONTRACT SIEMENS INDUSTRY, INC. SIGNS NOW SITESTUFF SOLOMON CORDWELL BUENZ SOS SECURITY, INC. STANDARD PARKING STRATA CONTRACTORS LTD STUART DEAN CO., INC SYSKA HENNESSY GROUP THE CORNERSTONE ENERGY GROUP, INC. THE HILL GROUP THE LAW OFFICES OF PATRICK C. DOODY THE MILLARD GROUP THE STONE AND METAL GROUP. LLC THERMAL CHICAGO CORPORATION THORNTON TOMASETTI THYSSENKRUPP ELEVATOR CORPORATION TITAN SECURITY SERVICES, INC. TORQUE TOUCHCOM, INC. TOVAR SNOW PROFESSIONALS, INC. TRANE COMPANY TRIANGLE DECORATING COMPANY, LLC **U.S. MESSENGER & LOGISTICS. INC.** UGL SERVICES, INC. UNISOURCE UNITED BUILDING MAINTENANCE, INC. UNITED RADIO COMMUNICATIONS, INC. USA WIRELESS/DIRECT TV VICTOR CONSTRUCTION VOA ASSOCIATES, INC. WALKER RESTORATION CONSULTANTS WASTE MANAGEMENT - CHICAGO WESTERN WATERPROOFING CO., INC. WHELAN SECURITY OF ILLINOIS

#### BOMA/CHICAGO 2012 MEMBER BUILDINGS— 263 BUILDINGS STRONG

10 NORTH DEARBORN 10 SOUTH LASALLE STREET BUILDING 10 SOUTH WACKER DRIVE 10 WEST JACKSON BUILDING 100 NORTH LASALLE BUILDING 100 NORTH RIVERSIDE PLAZA 100 SOUTH WACKER DRIVE 100 WEST MONROE 101 EAST ERIE STREET 101 NORTH WACKER DRIVE **1014 SOUTH MICHIGAN AVENUE** 11 FAST ADAMS **1104 SOUTH WABASH AVENUE** 111 SOUTH WACKER DRIVE 111 WEST ILLINOIS STREET 111 WEST JACKSON BOULEVARD BUILDING 120 NORTH LASALLE STREET **120 SOUTH LASALLE BUILDING 122 SOUTH MICHIGAN** 123 NORTH WACKER **125 SOUTH WACKER DRIVE 1306 SOUTH MICHIGAN AVENUE 131 SOUTH DEARBORN 1312 SOUTH MICHIGAN AVENUE 135 SOUTH LASALLE STREET** 1415 SOUTH WABASH AVENUE 142 EAST ONTARIO BUILDING **150 EAST HURON OFFICE TOWER 150 NORTH CLINTON BUILDING 150 NORTH MICHIGAN AVENUE 150 NORTH WACKER DRIVE 150 SOUTH WACKER DRIVE 155 NORTH WACKER DRIVE 1600 SOUTH STATE** 161 NORTH CLARK **168 NORTH CLINTON BUILDING 17 NORTH STATE STREET 175 WEST JACKSON BOULEVARD 180 NORTH LASALLE 180 NORTH MICHIGAN AVENUE BUILDING 180 NORTH WACKER BUILDING** 181 WEST MADISON **190 SOUTH LASALLE 191 NORTH WACKER DRIVE** 20 NORTH CLARK **20 NORTH MICHIGAN** 200 SOUTH MICHIGAN AVENUE 200 SOUTH WACKER DRIVE BUILDING 200 WEST ADAMS 200 WEST JACKSON 200 WEST MADISON 200 WEST MONROE BUILDING 203 NORTH LASALLE/LOOP TRANSPORTATION CENTER 205 NORTH MICHIGAN AVENUE 205 WEST WACKER DRIVE BUILDING 208 SOUTH LASALLE 209 WEST JACKSON BUILDING 211 EAST ONTARIO 22 WEST WASHINGTON 222 NORTH LASALLE STREET 222 SOUTH RIVERSIDE PLAZA 222 WEST ADAMS STREET/FRANKLIN CENTER 225 NORTH MICHIGAN AVENUE 225 WEST WACKER DRIVE 225 WEST WASHINGTON BUILDING 228 SOUTH WABASH BUILDING 230 WEST MONROE 231 SOUTH LASALLE **25 EAST WASHINGTON STREET 250 SOUTH WACKER DRIVE BUILDING 29 EAST MADISON 29 NORTH WACKER DRIVE 29 SOUTH LASALLE BUILDING 30 EAST ADAMS BUILDING 30 NORTH LASALLE 30 NORTH MICHIGAN AVENUE BUILDING** 

**30 SOUTH WACKER DRIVE 300 FAST RANDOLPH 300 NORTH LASALLE STREET 300 SOUTH RIVERSIDE PLAZA 300 SOUTH WACKER DRIVE 300 WEST ADAMS BUILDING 303 EAST WACKER DRIVE 303 WEST MADISON 311 SOUTH WACKER DRIVE 311 WEST MONROE STREET 321 NORTH CLARK STREET 325 NORTH WELLS STREET 33 EAST CONGRESS PARKWAY 33 NORTH DEARBORN 33 NORTH LASALLE STREET BUILDING 33 WEST MONROE BUILDING 330 NORTH WABASH AVENUE 332 SOUTH MICHIGAN 333 NORTH MICHIGAN AVENUE BUILDING 333 WEST WACKER DRIVE 35 EAST WACKER DRIVE BUILDING 35 WEST WACKER DRIVE 350 EAST CERMAK 350 WEST MART CENTER 353 NORTH CLARK BUILDING 360 NORTH MICHIGAN AVENUE 372 WEST ONTARIO 39 SOUTH LASALLE BUILDING 401 NORTH MICHIGAN AVENUE 444 NORTH MICHIGAN AVENUE 500 NORTH MICHIGAN AVENUE 500 WEST MONROE 501 NORTH CLARK** 515 NORTH STATE STREET, LP **525 WEST MONROE 541 NORTH FAIRBANKS 547 WEST JACKSON BOULEVARD 55 EAST JACKSON 55 EAST MONROE 55 WEST MONROE 55 WEST WACKER DRIVE** 550 WEST JACKSON BUILDING **550 WEST WASHINGTON** 555 WEST ADAMS **567 WEST LAKE STREET 6 WEST HUBBARD STREET** 600 WEST CHICAGO **600 WEST FULTON 618 SOUTH MICHIGAN AVENUE 619 SOUTH WABASH AVENUE 623 SOUTH WABASH AVENUE 624 SOUTH MICHIGAN AVENUE** 625 NORTH MICHIGAN AVENUE 633 ST. CLAIR **645 NORTH MICHIGAN AVENUE 65 EAST WACKER PLACE 676 NORTH MICHIGAN AVENUE** 676 NORTH ST. CLAIR BUILDING **680 NORTH LAKE SHORE DRIVE** 72 EAST 11TH STREET 731 SOUTH PLYMOUTH COURT **737 NORTH MICHIGAN AVENUE 8 SOUTH MICHIGAN AVENUE 820 SOUTH MICHIGAN AVENUE** 820 WEST JACKSON **850 WEST JACKSON BOULEVARD 8501 WEST HIGGINS** 

900 NORTH MICHIGAN 916 SOUTH WABASH AVENUE ABC. STATE & LAKE BUILDING AMERICAN DENTAL ASSOCIATION AON CENTER AT&T CORPORATE CENTER/FRANKLIN CENTER AT&T HQ BANK OF AMERICA PLAZA **BROOKS BUILDING** BURNHAM CENTER CANAL CENTER CDW PLAZA CHARLES M. HARPER CENTER CHASE TOWER CHICAGO PLACE CHICAGO PUBLIC SCHOOLS **CENTRAL OFFICE BUILDING** CHICAGO SYMPHONY ORCHESTRA CHICAGO UNION STATION BUILDING CITICORP PLAZA **CITIGROUP CENTER CITY HALL** CIVIC OPERA BUILDING CNΔ COLUMBIA COLLEGE CONGRESS CENTER CUMBERLAND CENTRE LLC DEARBORN PLAZA DEPAUL UNIVERSITY-LOOP CAMPUS DIGITAL PRINTERS SQUARE DIXON BUILDING DONNELLEY BIOLOGICAL SCIENCES LEARNING CENTER **ELEVEN SOUTH LASALLE** EVERETT MCKINLEY DIRKSEN U.S. COURTHOUSE FBI CHICAGO REGIONAL OFFICE FEDERAL BUILDING FEDERAL RESERVE BANK OF CHICAGO GENERAL GROWTH BUILDING GEORGE W. DUNNE COOK COUNTY OFFICE BUILDING **GLEACHER CENTER** HAROLD WASHINGTON LIBRARY CENTER HYATT CENTER **ILLINOIS INSTITUTE OF TECHNOLOGY** INLAND STEEL BUILDING INTERNATIONAL TOWER JAMES R. THOMPSON CENTER JOHN C. KLUCZYNSKI FEDERAL BUILDING JOHN HANCOCK BUILDING KNIGHT BUILDING LUTHERAN CENTER MARINA CITY MCCORMICK PLACE MERCHANDISE MART METROPOLITAN BUILDING NBC TOWER NORTH AVENUE COLLECTION BUILDING NORTHERN TRUST BANK O'HARE PLAZA I O'HARE PLAZA II OLD REPUBLIC BUILDING ONE EAST ERIE ONE EAST WACKER DRIVE ONE FINANCIAL PLACE ONE ILLINOIS CENTER

ONF MAGNIFICENT MILE ONF NORTH DEARBORN ONE NORTH FRANKLIN ONE NORTH LASALLE ONE NORTH STATE ONE NORTH WACKER DRIVE ONE PRUDENTIAL PLAZA ONE SOUTH DEARBORN ONE SOUTH WACKER DRIVE ORTHOPEDIC BUILDING PEPSICO CHICAGO PLAZA PRESIDENT'S PLAZA I PRESIDENT'S PLAZA II RALPH H. METCALFE FEDERAL BUILDING REALTOR BUILDING **RICHARD J. DALEY CENTER RIVER CENTER ROBERT MORRIS CENTER ROOSEVELT UNIVERSITY** ROSELAND MEDICAL CENTER RUSH UNIVERSITY MEDICAL CENTER SANTA FE BUILDING SEVENTY EAST LAKE SULLIVAN OFFICE CENTER TECHNOLOGY BUSINESS CENTER THE ADLAKE BUILDING THE CHICAGO BOARD OF TRADE BUILDING THE CHICAGO TEMPLE BUILDING THE COOK COUNTY BUILDING THE GAGE BUILDING THE GARLAND BUILDING OFFICE CONDOMINIUM THE HARRIS BANK BUILDING THE LASALLE WACKER THE LEMOYNE BUILDING THE MARQUETTE BUILDING THE MONROE BUILDING THE ROOKERY BUILDING THE SHOPS AT NORTH BRIDGE THE UNITED BUILDING THREE FIRST NATIONAL PLAZA TRIANGLE PLAZA TWO FIRST NATIONAL PLAZA TWO ILLINOIS CENTER TWO NORTH LASALLE TWO NORTH RIVERSIDE PLAZA UNION TOWER UNITED STATES CUSTOMHOUSE UNITED STATES RAILROAD RETIREMENT BOARD BUILDING UNITED STATES SOCIAL SECURITY ADMINISTRATION BUILDING **UNIVERSITY CENTER** USG BUILDING **USPO LOOP STATION** WATER TOWER PLACE WILLIS TOWER WRIGLEY BUILDING WRIGLEY GLOBAL INNOVATION CENTER



BUILDING OWNERS AND MANAGERS ASSOCIATION OF CHICAGO™ 115 SOUTH LASALLE STREET, SUITE 2300 CHICAGO, IL 60603-3801

WWW.BOMACHICAGO.ORG 312–870–9600 Follow us on Twitter @BOMACHICAGO