



BOMA 360

PROGRAM

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What is the BOMA 360 Program?

Validation and Industry Recognition of Buildings that demonstrate Best Practices encompassing all major aspects of Building Management and Operations

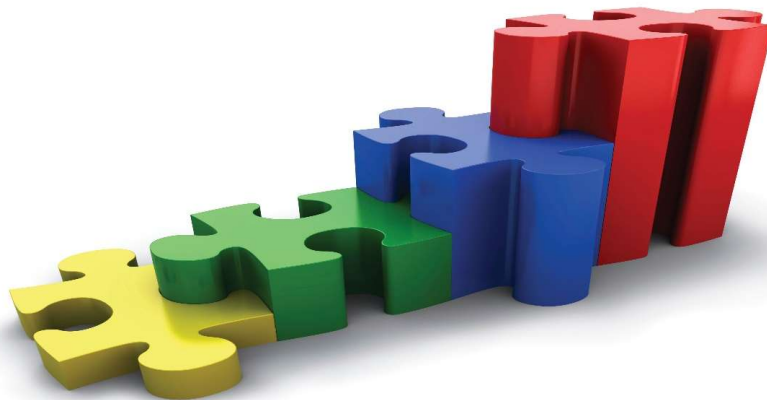
Over 2300 Designations Awarded Since 2009

Buildings in U.S., Canada, Colombia, Japan, China & Mexico



What is the BOMA 360 Program?

- Market research identified need to differentiate how commercial properties are managed
- Other programs focus *only* on certain areas of operations, such as energy performance and sustainability
- The BOMA 360 Performance Program is a holistic evaluation of all major areas of building management and operations



BOMA 360 Scope of Assessment



Evaluates building performance against industry best practices in all major areas of building operations and management

Must satisfy minimum point requirements in each of the six areas to receive designation



BOMA Experience Exchange Report (EER)

Need to Know:

- Requirement for BOMA 360 applicants
- EER Survey **open January – April** each year

Benefits:

- Build better budgets
- Identify opportunities for cost savings

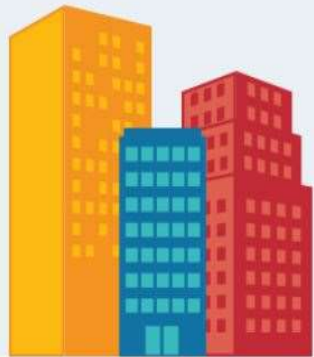
Scope:

- The Office EER offers **more income and expense data than any other comparable industry source**
- Separate reports available for different market sectors or asset types



Value of the BOMA 360 Program

TENANTS ARE HAPPIER IN BOMA 360 BUILDINGS



When it comes to tenant satisfaction,

100%

of BOMA 360 buildings scored higher than the Kingsley Index.

This is attributed to operational excellence resulting from the program's best-in-class building management best practices.

HIGHER TENANT SATISFACTION = INCREASED LIKELIHOOD TO RENEW



Tenants' likelihood to renew at buildings with the BOMA 360 designation



Kingsley Index average likelihood of renewal for buildings without the designation

INCREASED TENANT RETENTION = REDUCED COSTS

When tenants stay put, you save money.

Replacing a tenant comes with a variety of costs, including marketing the available space and vacancy loss.

ASSUMPTIONS	RENEW	REPLACE
Rent	\$30 /sqft	\$30 /sqft
Space Size	10,000 sqft	10,000 sqft
TI Allowance	\$15 /sqft	\$40 /sqft
Commission	4% of rent	6% of rent
Free Rent	2 months	4 months
Marketing Costs	\$0 /sqft	\$1 /sqft
Downtime	0 months	3 months
New Lease Term	7 years	7 years

Based on these assumptions, retaining a tenant in a 10,000 sq. ft. space

SAVES \$427,000

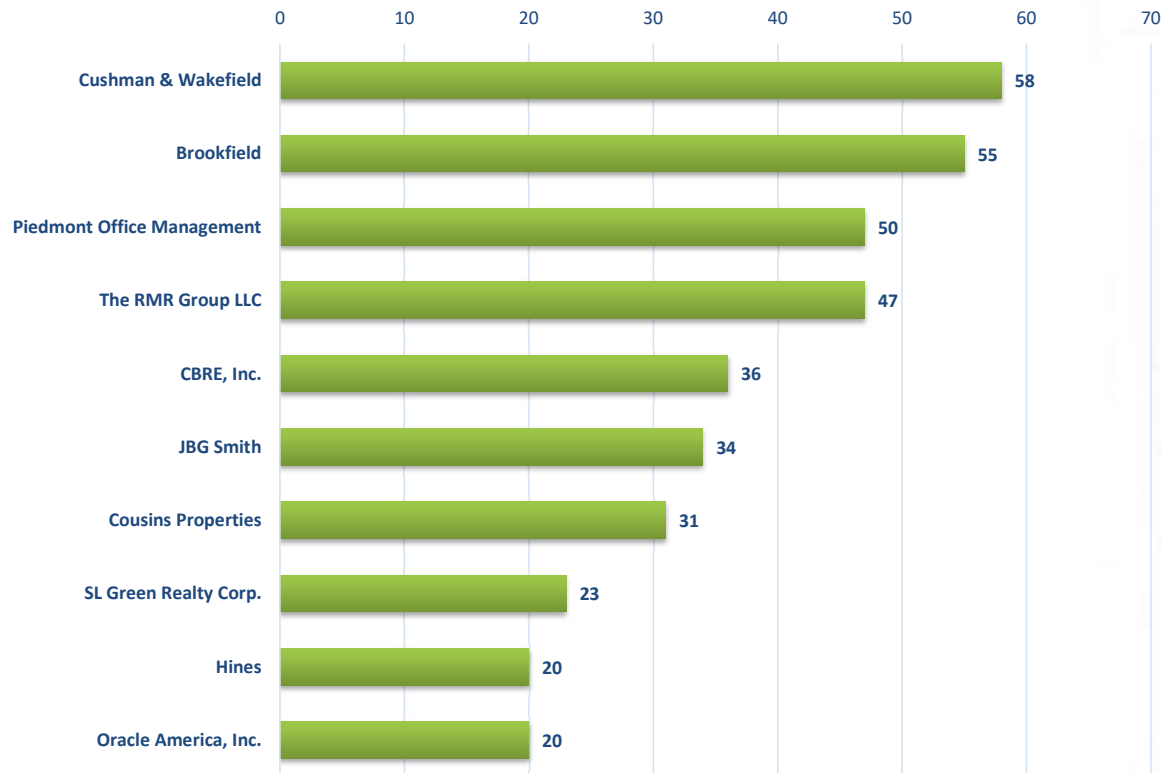
vs. obtaining a new tenant.

2018 BOMA 360 - Kingsley Index Comparison Analysis

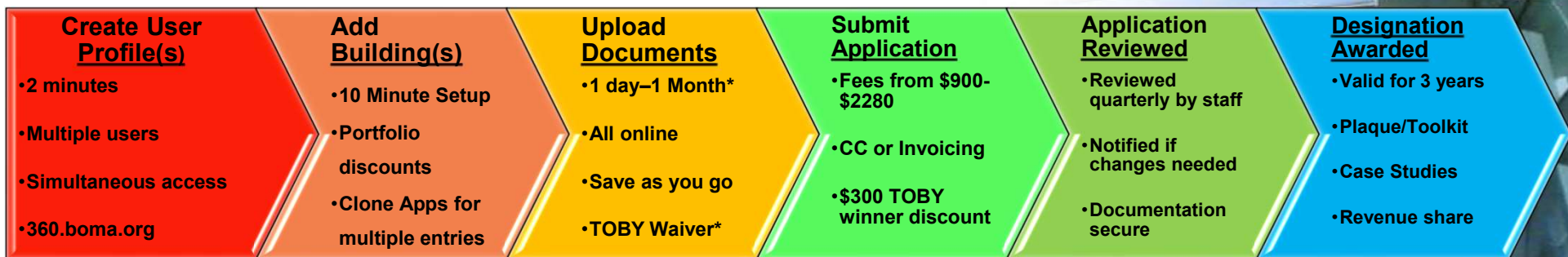


Top Companies in BOMA 360

Over 125 Companies Worldwide



What's the Application Process?



Administered by an independent council of industry professionals

Entire application process completed through online portal & reviewed by BOMA International staff



Introducing BOMA 360 2.0

- **New BOMA 360 Office Criteria**
 - Renewable Energy Credits
 - Active Shooter/Shelter In-Place Drills
 - Clone Apps for Multiple Submissions
- **New BOMA 360 Industrial Criteria**
 - Separate Criteria Specifically Crafted for Industrial Properties
 - Separate Fee Structure
 - \$750/Building or \$500/Building for 5 or More Properties





[360.BOMA.ORG](https://360.boma.org)

[MY ACCOUNT](#)

[ABOUT BOMA 360](#)

[CRITERIA](#)

[CASE STUDIES](#)

[APPLY](#)

[RENEW](#)

ELEVATE YOUR BUILDING WITH BOMA 360



START
APPLICATION

RENEW
DESIGNATION

BOMA 360 2nd Quarter Application Deadlines: June 5 (New Applicants) & June 30 (Renewals)



Building Owners and Managers Association International

myCOMMUNITIES

ADVOCACY

BOMA STANDARDS

BUILDING CODES

EDUCATION & EVENTS

RECOGNITION & AWARDS

RESEARCH & RESOURCES

Sign In

Username

Required

Password

Required

SIGN IN

[Forgot username?](#) | [Forgot password?](#)

[Create a new account](#)



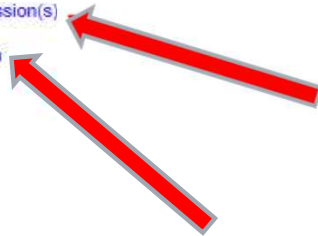
Welcome JOEL CORLEY

- Home
- My Applications
 - In Progress (3)
 - Complete (1)
- Invoices
- My Judging Assignments
- My Profile
- Admin Panel
- Log Out

Note: You have already started an Application that is not yet complete.

[Click here to review your past Submission\(s\)](#)

[Click here to begin a new Submission](#)



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In Progress

These Submissions must be finalized before they can be considered

Last Updated	Program	#	Category	Building	Action
4/8/2020 11:27 AM	BOMA 360 (Main)	223	Industrial		Remove Edit Print
4/8/2020 11:29 AM	BOMA 360 (Main)	230	Industrial	Clone App	Remove Edit Print
4/17/2020 12:42 PM	BOMA 360 (Main)	246	Office		Remove Edit Print
4/17/2020 12:50 PM	BOMA 360 (Main)	256	Office	Office Test - Joel	Remove Edit Print

Showing 1 to 4 of 4 entries



Welcome JOEL CORLEY

BOMA 360

[Manage Collaborators](#)

[Building Information](#) → [Mandatory Requirements/Prerequisites](#) → [Section 1: Building Operations & Management](#) → [Section 2: Life Safety/Security/Risk Management](#) → [Section 3: Training & Education](#) → [Section 4: Energy](#) → [Section 5: Environmental/Sustainability](#) → [Section 6: Tenant/Occupant Relations and Community Involvement](#) →

[How did you hear about the BOMA 360 program?](#)

Building Information

Is the payer the same individual as the submitter? *

- Yes
 No

Building Name *

Office Test - Joel

Building Display Name *

Office Test - Joel

Welcome **JOEL CORLEY**

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BOMA 360

[Manage Collaborators](#)

TOBY WAIVER APPLIED

[Building Information](#) → [Mandatory Requirements/Prerequisites](#) → [Section 1: Building Operations & Management](#) → [Section 2: Life Safety/Security/Risk Management](#) → [Section 3: Training & Education](#) → [Section 4: Energy](#) → [Section 5: Environmental/Sustainability](#) → [Section 6: Tenant/Occupant Relations and Community Involvement](#)

How did you hear about the BOMA 360 program?

PREREQUISITES

- ✓ Score: 1 Standard Operating Procedures Manual
- ✓ Score: 1 Preventative Maintenance
- ✓ Score: 1 ENERGY STAR Benchmarking
- ✓ Score: 1 Experience Exchange Report

Score

4

Eligibility

- Only occupied commercial office buildings/facilities are eligible for the BOMA 360 Performance Program designation for office buildings. Commercial office buildings include: multi-tenant office buildings; single-tenant office buildings; corporate facilities; government buildings; medical office buildings; suburban office buildings; and multi-use/mixed-use buildings. Office complexes containing multiple buildings or properties with separate Energy Star scores will need to create separate applications for each respective building – variance in ES scores alters eligibility for certain points within the BOMA 360 application.
- For multi-use buildings (i.e. office/retail, office/residential, mixed-use, etc.), information should be reported only on the office portion of the building. If the building contains no occupied commercial office space as described above, or is a hotel, apartment/multi-family, or retail/shopping center, it is not eligible for participation.

In addition to meeting eligibility requirements described above, the following are required to apply for the BOMA 360 designation.



Cost

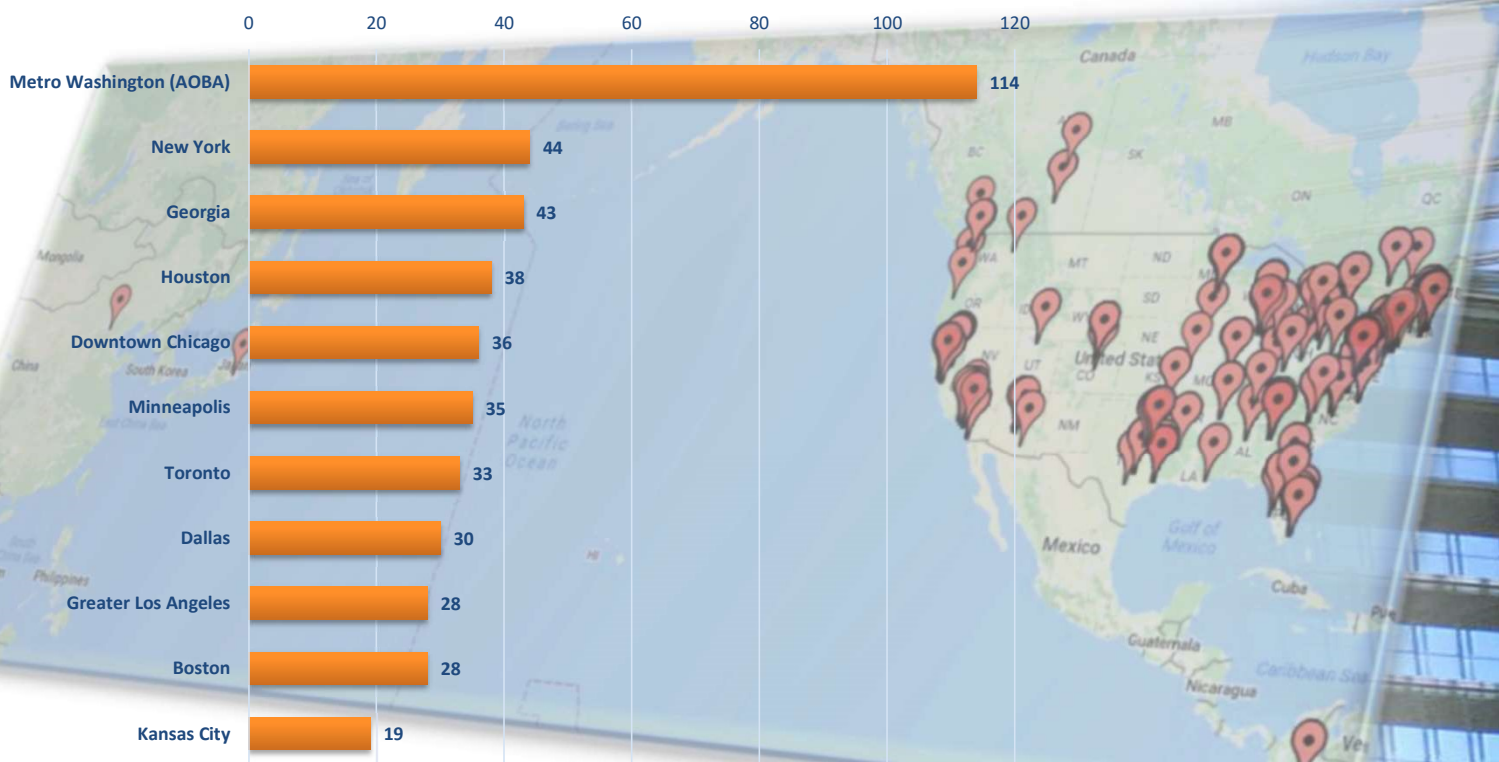
It Pays to be a BOMA Member

	<u>BOMA Member</u>	<u>Non-Member</u>
Under 100,000 sf	\$900	\$1,140
100,000 – 299,999 sf	\$1,140	\$1,500
300,000 – 599,999 sf	\$1,500	\$1,920
600,000 sf and over	\$1,800	\$2,280



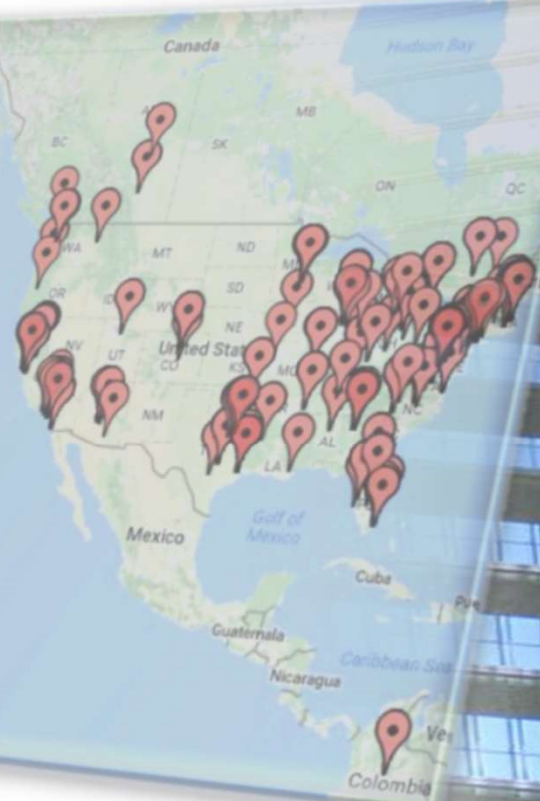
Top BOMA 360 Markets

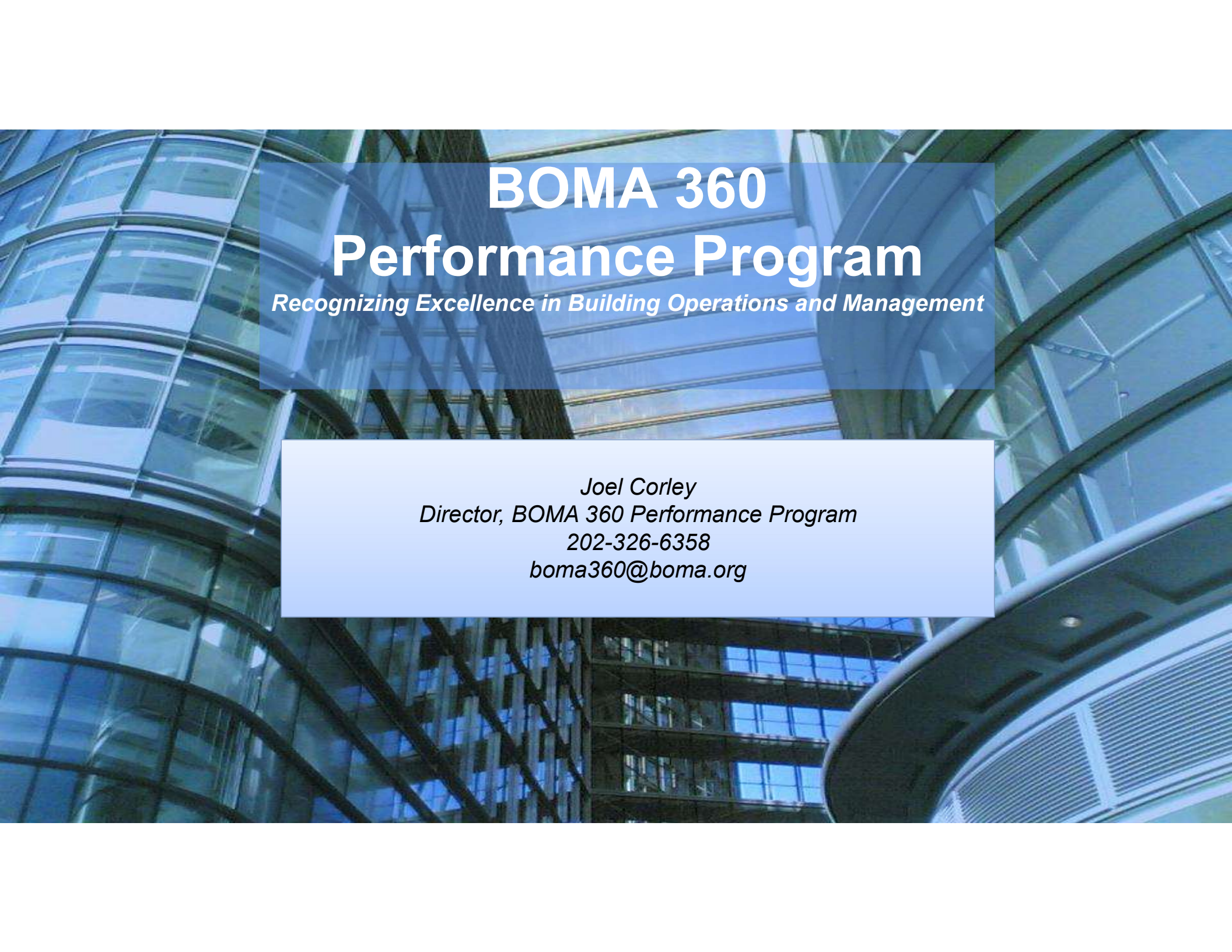
Over 70 Global Markets



BOMA 360 Buildings in Greater Charlotte

<u>SouthPark Towers I</u>	<u>Charlotte</u>	<u>NC</u>
<u>SouthPark Towers II</u>	<u>Charlotte</u>	<u>NC</u>
<u>Hearst Tower</u>	<u>Charlotte</u>	<u>NC</u>
<u>NASCAR Plaza</u>	<u>Charlotte</u>	<u>NC</u>
<u>Gateway Village 800</u>	<u>Charlotte</u>	<u>NC</u>
<u>Gateway Village 00</u>	<u>Charlotte</u>	<u>NC</u>
<u>The Johnston Building</u>	<u>Charlotte</u>	<u>NC</u>
<u>Bank of America Plaza</u>	<u>Charlotte</u>	<u>NC</u>
<u>One Coliseum Centre</u>	<u>Charlotte</u>	<u>NC</u>
<u>Two Coliseum Centre</u>	<u>Charlotte</u>	<u>NC</u>
<u>Three Coliseum Centre</u>	<u>Charlotte</u>	<u>NC</u>
<u>Five Coliseum Centre</u>	<u>Charlotte</u>	<u>NC</u>
<u>Six Coliseum Centre</u>	<u>Charlotte</u>	<u>NC</u>





BOMA 360 Performance Program

Recognizing Excellence in Building Operations and Management

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