TOP 10 COMPANIES

More than 125 owners and management companies already recognize the value the BOMA 360 designation brings to their buildings.

These companies are leading the way with the most building designations and renewals in the program:

MOST BUILDING DESIGNATIONS OVERALL
1. Cushman & Wakefield
2. Piedmont
3. Brookfield
4. CBRE
5. Cousins Properties
6. JBG Smith
7. The RMR Group LLC
8. Hines
9. Oracle America, Inc.
10. SL Green Realty Corp.

These companies had the most building designations and renewals in the past year:

MOST DESIGNATIONS IN THE PAST YEAR
1. Brookfield
2. Cousins Properties
3. Cushman & Wakefield
4. The RMR Group LLC
5. CBRE
6. Piedmont
7. Hines
8. Transwestern
9. MC Realty Group
10. Boston Properties

If you only do one thing to improve the performance of your commercial property, this is it:

EARN THE BOMA 360 DESIGNATION.

With the BOMA 360 designation, you can single-handedly increase your tenant satisfaction scores, boost rental rates, lower vacancy levels and outperform the competition. BOMA 360 gives buildings an edge—and the numbers back this up.

Going through the application process for the BOMA 360 Performance program gives property teams an objective, holistic evaluation of how the building is being managed and what could be improved. Even great property teams can find areas of improvement in everything from tenant outreach to sustainability efforts.

Over and over, property professionals at BOMA 360-designated buildings talk about the transformative power of the BOMA 360 program to bring their operations and their teams into greater alignment. And this leads to measurable benefits:

- BOMA 360-designated buildings average $7.51 more per square foot (psf) in rental income and $6.25 psf more in net operating income than buildings without the designation.

Even LEED-certified buildings are measurably more profitable when they also have the BOMA 360 designation:

- LEED-certified buildings with the BOMA 360 designation average $3.85 psf more in rental income and $3.00 psf more in net operating income than LEED buildings without BOMA 360.

Tenants take notice of BOMA 360 buildings, too. Buildings with the BOMA 360 designation consistently outperform similar properties without the designation in all 55 rating areas of tenant satisfaction tracked in the Kingsley Index, including value for rent paid, sense of security and the professionalism of the staff.

Don't you want a higher performing building? If you haven’t earned the BOMA 360 designation, what are you waiting for?
**Congratulations, BOMA 360 Designees!**

Please join us in congratulating the following properties that earned or renewed the BOMA 360 designation between July 2017 and June 2018.

<table>
<thead>
<tr>
<th>Property</th>
<th>Address</th>
<th>Manager</th>
<th>Owner</th>
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<tbody>
<tr>
<td>10 G Street</td>
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<td>Northam CCFP Tenco (CDV) Limited</td>
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<td>LBA Realty Fund II—Company V, LLC</td>
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<td>Cushman &amp; Wakefield</td>
</tr>
</tbody>
</table>

**LEARN MORE ABOUT THE BOMA 360 PERFORMANCE PROGRAM® BY VISITING WWW.BOMA.ORG/360**
San Jacinto Center
Austin, TX
Managed by: Cousins Properties
Owned by: Cousins Properties

SGA Corporate Center at Kierland
Scottsdale, AZ
Managed by: Development Services of America, Inc.
Owned by: Development Services of America, Inc.

Shanghai Tower
Pudong, Shanghai, China
Managed by: Shanghai Tower CBRE Property Management Co., Ltd.
Owned by: Shanghai Tower Construction & Development Co., Ltd.

Shinagawa Season Terrace
Tokyo, Minato-Ku, Japan
Managed by: NTT Urban Development Corporation/TOUSIC Co., LTD/Tokyo Metropolitan Government
Owned by: NTT Urban Development Corporation/TOUSIC Co., LTD/Tokyo Metropolitan Government

Sierra
Irvine, CA
Managed by: Transwestern
Owned by: Victra Energy

South Park Center
Los Angeles, CA
Managed by: LBA Realty
Owned by: Olive Hill Street Partners, LLC

South Park Towers I
Charlotte, NC
Managed by: CBRE
Owned by: CSHV SouthPark

South Park Towers II
Charlotte, NC
Managed by: CBRE
Owned by: CSHV SouthPark

SSMP1
Silver Spring, MD
Managed by: Brookfield
Owned by: Brookfield

SSMP2
Silver Spring, MD
Managed by: Brookfield
Owned by: Brookfield

SSMP3
Silver Spring, MD
Managed by: Brookfield
Owned by: Brookfield

Suncor Energy Centre
Silver Spring, MD
Managed by: CBRE
Owned by: CBRE

The Pointe
Tampa, FL
Managed by: Cousins Properties
Owned by: Cousins Properties

The Towers at Williams Square
Irving, TX
Managed by: Vanderbilt Office Properties
Owned by: AGRIWilliams Square Holdings, LLC

The Colonnade
Golden Valley, MN
Managed by: CBRE
Owned by: SOF-XI Colonnade LLC

The Gas Company Tower
Los Angeles, CA
Managed by: Brookfield
Owned by: Brookfield

The Johnston Building
Charlotte, NC
Managed by: The Dilligew Companies, LLC
Owned by: TDC Johnston, LLC

The Offices at Park Ten
Houston, TX
Managed by: Hines
Owned by: Franklin Street Properties

The Point
Tampa, FL
Managed by: Cousins Properties
Owned by: Cousins Properties

Technology Business Center
Chicago, IL
Managed by: Cushman & Wakefield
Owned by: Ventas, Inc.

Tempe Gateway
Tempe, AZ
Managed by: Cousins Properties
Owned by: Cousins Properties

Texas Center for Athletes
San Antonio, TX
Managed by: The RMR Group LLC
Owned by: INH NS Mtg
Properties 2 Trust

Thayer Place
Kansas City, MO
Managed by: MC Realty Group
Owned by: Broadway Square Partners

The Campus @ Arboretum I
Austin, TX
Managed by: Vanderbilt Office Properties
Owned by: VP/TN Austin I, LLC

Two Buckhead Plaza
Atlanta, GA
Managed by: Cousins Properties
Owned by: Cousins Properties

Two City Center
Alpharetta, GA
Managed by: City Center Management Company
Owned by: Two City Center, GP LP

Two Newton Place
Newton, MA
Managed by: The RMR Group LLC
Owned by: ABP Borrower Inc.

Two Potomac Yard
Arlington, VA
Managed by: Cushman & Wakefield
Owned by: USA Real Estate

U.S. Cellular Tulsa Customer Care Center
Tulsa, OK
Managed by: U.S. Cellular
Owned by: U.S. Cellular

U.S. Steel Tower
Pittsburgh, PA
Managed by: Winthrop Management, LP
Owned by: 600 GS PROP LP

University Park—Building 100
Orlando, FL
Managed by: Crocker Partners Property Management LLC
Owned by: Crocker Partners V UCC, LLC

University Park—Building 700
Orlando, FL
Managed by: Crocker Partners Property Management LLC
Owned by: Crocker Partners V UCC, LLC

U.S. Bank Tower
Los Angeles, CA
Managed by: Hines
Owned by: OUE

TOP 10 LOCAL ASSOCIATIONS

BOMA LOCAL ASSOCIATIONS SUPPORT BOMA 360

More than 70 markets worldwide now boast buildings with the BOMA 360 designation. These BOMA local associations are topping the charts with the most designated buildings in their markets:

1. BOMA/Metro Washington (AOBA)
2. BOMA/Georgia
3. BOMA/New York
4. BOMA/Houston
5. BOMA/Dallas
6. BOMA/Chicago (tie)
7. BOMA/Greater Minneapolis (tie)
8. BOMA/Boston
9. BOMA/Toronto
9. BOMA/Greater Los Angeles

Bank of America Plaza
St. Louis, MO
Managed by: JLL
Owned by: Positive Investments, Inc.

“This building is its own little city,” says Amy Hanafin, vice president at JLL and general manager of the Bank of America Plaza in St. Louis. “It has a strong sense of community—and tenants can take care of just about everything without ever going outside.”

Last year was a banner year for the thriving vertical “city.” The 30-story, multitenant office building in downtown St. Louis has offered first-class amenities and attracted high-profile tenants for years, but, in 2017, it took a leap forward: The property management team decided to apply for the BOMA 360 designation. “Between the time we started the BOMA 360 application process and now, our tenant satisfaction scores increased five percent,” Hanafin boasts. Much like the average building in the BOMA 360 Performance Program, Bank of America Plaza also outperforms the Kingsley Index, the largest database of customer satisfaction benchmarking metrics available to the real estate industry. “Continuous improvement is always our goal, so we are very pleased,” she says.

The application also gave the team a common goal to work towards—something Hanafin says made their “little city” even stronger. “Getting everyone involved in the process brought us into greater alignment,” she says. Like many other designees, JLL used the program to educate employees about the work being done in the building and industry best practices. And, they’re not done improving yet.

Hanafin took great pride in achieving the BOMA 360 designation and knows her tenants—and prospective tenants—will appreciate it, too. “Being third-party verified is important, but it’s not just any third-party—it’s BOMA, the most recognized commercial real estate association out there,” she says. “BOMA 360 is the standard for exceptional operations and management, and now we can point to the designation as proof that we truly are one of the best.”
Wrigley Building
Chicago, IL
Managed by: Zeller Realty Group
Owned by: BDT Capital Partners, LLC and Zeller Realty Group

The Chicago skyline looked very different when construction of The Wrigley Building began in 1920. “Because the building is so iconic, most people assumed it was already an official landmark when we took over ownership and management in 2011,” says Bradley Borowiec, general manager at the Zeller Realty Group, which oversees the nearly 100-year-old structure. The property team immediately got to work getting the building on the historic registry—while, at the same time, updating the interior of the property to give it a more timeless feel.

They also decided to work towards a BOMA 360 designation to ensure they were up-to-date on the latest best practices. “Beginning the BOMA 360 process jump-started a conversation about where we were and where we wanted to be,” recalls Borowiec. “It also helped us confirm we were moving in the right direction.” Borowiec believes BOMA 360 was a good fit for The Wrigley Building, as the program evaluates and elevates excellence in all areas of building operations and management—something that every property, from an historic building to a new glass skyscraper, can achieve.

As Borowiec sees it, cutting-edge best practices and contemporary furnishings are all a part of honoring the spirit of the building. “This building embodies the best of Chicago: its entrepreneurial spirit and drive to constantly improve,” he says. “The Wrigley Building was the biggest property on this side of the river and the first to introduce mechanical cooling in the 1950s; it was never meant to get stuck in the past.” Borowiec and his team began work on each of the six BOMA 360 application categories. Among them, sustainability was a major goal, and they now boast a huge list of environmentally friendly initiatives. Their results include doubling the amount of materials being diverted from waste to recycling and saving 525,000 gallons of water annually by installing low-flow fixtures in the restrooms.

“All of the areas we work on—from tenant relations to safety and security—all of that is reflected in the BOMA 360 program,” says Borowiec. “Now, we can point to our designation and show that we really do compete with state-of-the-art buildings.”