

WHERE AMERICA GOES TO WORK:

THE CONTRIBUTIONS OF OFFICE BUILDING OPERATIONS TO THE ECONOMY / 2014



TABLE OF CONTENTS

Executive Summary	1
Research Approach	3
The National Picture (Table 1)	4
93 Markets—State-by-State (Table 2)	6
City-by-City—The 27 Largest Metropolitan-Level Impacts (Table 3)	11
Jobs & Office Building Operational Expenditures.....	12
Key Points at-a-Glance	13
Conclusions	14
Appendix A: Glossary of Terms.....	15
Appendix B: Office Market Inventory and Annual Operations Costs, by State and Metropolitan Areas, 2013	16
Appendix C: Direct and Indirect Jobs Associated	20
Appendix D: Economic Multipliers and Impact Calculations.....	24
Appendix E: Aggregate Economic Impact Multipliers for Building Operations	25
Appendix F: BOMA Local Association Territories.....	29

BOMA International
1101 15th Street, NW
Suite 800
Washington, DC 20005
202.408.2662
www.boma.org

ACKNOWLEDGEMENTS

BOMA International wishes to extend its appreciation to those companies and individuals who contributed to the development of *Where America Goes To Work: The Contribution of Office Buildings to the Economy, 2014*.

CoStar Group Inc.

Stephen S. Fuller, Ph.D., Author

John Salustri, Editor

Prepared for the Building Owners and Managers Association (BOMA) International
by Stephen S. Fuller, PhD
*Dwight Schar Faculty Chair and University Professor,
Director, Center for Regional Analysis,
George Mason University*

LEGAL NOTICE

Building Owners and Managers Association (BOMA) International is a not-for-profit corporation, incorporated in the State of Illinois, which is exempt from federal taxation under Section 501(c)(6) of the Internal Revenue Code, whose purposes include to actively and responsibly represent and promote the interests of the commercial real estate industry and disseminate education programs on the commercial real estate industry. This document was prepared by Dr. Stephen S. Fuller of George Mason University for BOMA to provide information to those in the commercial real estate industry and other interested parties about the economic impact of office building operations (including management, maintenance and repair, servicing, and utilities) in the office markets served by BOMA local associations. Because the market boundaries of BOMA local associations are not always coterminous with the metro areas that they represent, the data presented in this document may differ according to the geographic areas in question.

BOMA publications are intended to provide current and accurate information and are designed to assist readers in becoming more familiar with the subject matter covered. BOMA published this document for a general audience in accordance with all applicable laws, including the antitrust laws. Such publications are distributed with the understanding that BOMA does not render any legal, accounting, or professional advice. Use of this publication is voluntary and reliance on this document should be undertaken based on an independent review by the user. Information provided in this document is "as is" without warranty of any kind, either expressed or implied, including but not limited to the implied warranties of merchantability, fitness for a particular purpose, or freedom from infringement. BOMA hereby disclaims all liability for any claims, losses, or damages in connection with use or application of this document.

This document is the sole and exclusive property of BOMA. Reproduction or redistribution in whole or in part without the express written consent of BOMA is prohibited.

Copyright ©2014 by Building Owners and Managers Association (BOMA) International. All rights reserved. No portion of this document may be reproduced without permission.

ABOUT THE AUTHOR

Professor Stephen S. Fuller, Ph.D., joined the faculty at George Mason University in 1994 as Professor of Public Policy and Regional Development. In 2001, he was appointed University Professor and in 2002 he was named to the Dwight Schar Faculty Chair. He also serves as Director of the Center for Regional Analysis.

Prior to joining the George Mason University faculty, he served on the faculty at The George Washington University for 25 years, including nine as Chairman of the Department of Urban Planning and Real Estate Development. Dr. Fuller received a B.A. in Economics from Rutgers University and his Doctorate in Regional Planning and Economic Development from Cornell University. He has authored more than 800 articles, papers, and reports in the field of urban and regional economic development.

ABOUT THE EDITOR

John Salustri is one of the nation's most respected writers in the field of commercial real estate. A multiple award winner for excellence in journalism, he is probably best known as the founding editor of GlobeSt.com, the nation's premier news and information site for the commercial real estate industry. Prior to launching GlobeSt.com, Salustri was editor of Real Estate Forum, the nation's leading commercial real estate print publication where he also oversaw the digital integration of the print and online products. Salustri currently works as a freelance writer, editor and voice-over artist.

ABOUT BOMA INTERNATIONAL

The Building Owners and Managers Association (BOMA) International is a federation of 92 BOMA U.S. associations and 17 international affiliates. Founded in 1907, BOMA represents the owners and managers of all commercial property types including 10.4 billion square feet of U.S. office space that supports 1.8 million jobs and contributes \$227.6 billion to the U.S. GDP. Its mission is to advance a vibrant commercial real estate industry through advocacy, influence and knowledge. Learn more at www.boma.org.

BOMA INTERNATIONAL OFFICERS

John G. Oliver, BOMA Fellow
Chair and Chief Elected Officer
Managing Principal
Oliver & Company

Kent C. Gibson, CPM, BOMA Fellow
Chair Elect
Vice President/Director
Capstone Property Management

Brian M. Harnetiaux
Vice Chair
Vice President, Asset Management
McCarthy Cook & Co.

Daniel W. Chancey, RPA
Secretary/Treasurer
Vice President, Senior Asset Manager
Commercial Advisors Asset Services LLC

Henry H. Chamberlain, APR, FASAE, CAE
President and Chief Operating Officer
BOMA International

EXECUTIVE SUMMARY

We've all heard commercial office buildings referred to as brick-and-mortar, a reference obviously to their cold, structural, static nature. In a sense, however, the phrase is misleading. Commercial buildings are anything but static.

In fact there is a great, surging vitality pulsing through the 10.4 billion square feet of U.S. commercial space represented by the Building Owners and Managers Association (BOMA) International, which commissioned this study. Not only are these spaces virtually humming with the commerce they support—from multi-national enterprises to one-person consultancies—but they are also “living” entities in their own right, with an aging cycle and complex internal systems that drive and maintain their daily functions.

It's difficult to imagine what that much office space looks like. Essentially, 10.4 billion square feet converts to 373 square miles of office space, the rough equivalent of 16 Manhattan Islands.

“HIDDEN” ECONOMIC GENERATORS

In addition to the jobs housed in this massive supply of inventory, these living, breathing office buildings are also prime and growing economic generators in and of themselves. This economic activity is evident during construction, when teams of salaried hard hats can be seen swarming over the project site and convoys of trucks are rolling up with concrete and girders.

But the economic contribution of U.S. office buildings to the local, state and national economies actually kicks into gear well before construction, in the development stage, and extends far beyond, through the life of the asset, in ongoing expenditures for management, maintenance and repair, building services and utilities. Less visible to the casual observer, these “hidden” drivers of the economy are expenditures that not only recur annually but also increase over the life of the building, supporting local businesses that provide contract building services and generate demand for a wide range of workers with varying educational and skill levels.

In 2013, the office buildings represented by the 93 local associations flying the BOMA International flag generated \$82.4 billion in direct operating expenditures, clearly underscoring an industry that has at last emerged from the depths of the recession and contributes in surprising proportion to the national GDP. It is this ongoing economic contribution—the operating expenditures—that is the focus of this report.

BOMA International's 10.4 billion square feet converts to 373 square miles of office space—roughly 16 Manhattan Islands.

The national GDP received \$227.6 billion from operational expenditures, roughly twice the annual contribution made by pharmaceutical or auto-industry R&D annually.

The direct spending and the ripple effect re-spending of the engaged workers and businesses have an enormous impact on the local, state and national economies. Following are some of the impacts of that \$82.4 billion spent on operations in 2013:

GDP BOOST. The national economy received \$2.76 for every dollar spent on office building operations, for a total of \$227.6 billion added to the gross domestic product (GDP). That's roughly twice the annual contribution made by pharmaceutical or auto-industry R&D annually.

JOBS, JOBS, JOBS. For each \$1 million spent on operations, 21.9 jobs were supported nationwide at an average wage of \$40,000 per year. In this case, our \$82.4 billion supported a total of 1,802,570 direct,

indirect and induced jobs across all sectors of the national economy, with 573,364 of these jobs (31.8 percent) being directly related to the operations of this office space. In other words, for each job directly related to operations, 2.14 additional jobs were supported across all sectors in the local, metropolitan area and state economies.

INCOME DISTRIBUTION. The additional income alone, \$71.7 billion in new earnings, gave the American operational workforce as a class considerable investment power. Had those workers pooled their increases, they had the ability to sustain all first-quarter 2014 acquisitions of significant commercial building purchases nationally—\$22.6 billion, according to Real Capital Analytics—and done it three times over. There was an increase of \$0.87 in personal earnings for every operational dollar spent. Clearly, more earnings means more spending, a direct benefit to the local and state economies.

WHITE COLLAR ARMY. Finally, there are the office occupants themselves. Assuming an 85 percent occupancy rate, the 10.4 billion square feet of commercial and government-owned office space represented in this study provided work space for some 46.6 million office jobs. This army is larger than the population of California, and it provides a GDP contribution of \$4.93 trillion—or 29 percent of all GDP.

Additionally, the jurisdictions that are home to these office buildings have their own significant annual economic and fiscal benefits accruing locally and at the state level.

Then there's the ripple effect, the secondary benefits extending more broadly across the local and state economies and realizing their full economic impact at the national level. As these expenditures get re-spent and circulate in the form of business growth, entertainment,

hiring, home improvements and taxes, etc., as they are spent at cafes and dry cleaners and hardware stores and all of the venues that make a city vibrant, they generate additional economic activity at a multiplier of 2.76 to 1. These direct and indirect economic impacts are important because of their magnitude, dependability and long-term growth pattern.

MULTIPLYING MULTIPLIERS

An important note about these multipliers—they've gone up. More of the work done in the management of buildings is being retained in the local economy, creating even more of that economic vitality municipalities crave. There's an added benefit in that this is an industry that cannot be offshored.

In an increasingly competitive economy, understanding the importance of this massive contribution is essential for business and government leaders alike as they consider the strategic and competitive positions of their respective communities. BOMA International commissioned this bi-annual study to document the magnitude and significance of these annual operating expenditures. The findings of this research clearly demonstrate the importance of office building operations as a source of income and employment benefiting the respective buildings' local and state economies in addition to the national GDP.

Office buildings support 46.6 million office workers—exceeding the population of California.

RESEARCH APPROACH

This economic impact analysis includes all office buildings inclusive of tenant-occupied assets, buildings owned by their occupants as well as government-owned office facilities within the office markets served by BOMA International's 93 local associations. There was no limitation by size or ownership.

CoStar office space data was aggregated by groupings of counties most closely reflecting the local associations' boundaries. At the metropolitan level, boundaries conform to the county boundaries used by the U.S. Census Bureau in defining its Metropolitan Statistical Areas.

The operating cost data for these office buildings, as well as the real estate tax dollars collected, were developed from BOMA International's *2014 Experience Exchange Report*, BOMA's annual building income and expense benchmarking report, for private and government-owned office buildings. For office markets where operating cost data were not collected, estimates were made based on similar markets in the same state where these were available or markets in adjacent states. Average operating cost data were used and these were averaged and weighted in markets including multiple sub-markets.

In 27 market areas, data were collected and are reported separately. In 26 cases, these data are reported within their principal host state (e.g., New York for NYC metro area). For the Washington, DC metropolitan area, spanning the District of Columbia and portions of Maryland and Virginia, the data are reported alphabetically under the District of Columbia and not within the two separate states. Minneapolis and St. Paul, Minnesota are reported as separate market areas although the multipliers used were for the combined metropolitan area.

The economic impacts of the direct spending for building operations in 2013 are calculated using multipliers (Regional Input-Output Modeling System, RIMS II) purchased from the Bureau of Economic Analysis of the U.S. Department of Commerce. State multipliers were used to calculate the statewide impacts of local office building operating expenditures, and metropolitan area level multipliers were used to calculate the economic impacts for the 27 metropolitan areas reported separately.

The state-level economic impacts for all of these metropolitan areas were also calculated and are reported in Table 2 of this report. As the Washington metropolitan area spans portions of three states (Maryland, Virginia and West Virginia) and the District of Columbia, these states' multipliers were averaged to establish its aggregate state-level multipliers as presented in Table 2.

The economic impact of office building expenditures are a function of what is being purchased and how labor intensive these services or products are (i.e., the more labor intensive, the greater the payroll effect, the more likely the benefits will be retained locally and the broader the impact across the retail and consumer services sectors in the local economy). Building operating expenditures were disaggregated into four groups: utilities, management and administrative, maintenance and repair and building services. The total operating expenditures associated with each of these four categories was calculated across a sample of office markets nationally, yielding the following distribution: utilities, 30%; building management, 26%; maintenance and repairs, 23%; and building services, 21%. The percentage that each category represented of total expenditures was used to develop aggregate multipliers weighted to reflect this mix of sectors. These aggregate multipliers were used to calculate the economic impacts of office building operating expenditures by state and metropolitan area.

These multipliers and the economic impact calculations are discussed in Appendix D and are presented by state and metropolitan area in Appendix E. These multipliers, the latest available in 2013, will remain valid for several years and can be used to update the 2013 impact calculations as office market data become available for 2014 going forward possibly for several additional years.

The results of these analyses—the 2013 economic impacts of office building operating expenditures on the nation, host state economies and the 27 metropolitan area economies—are presented in the following pages. (For more detail on our research methodologies, please see Appendix D.)

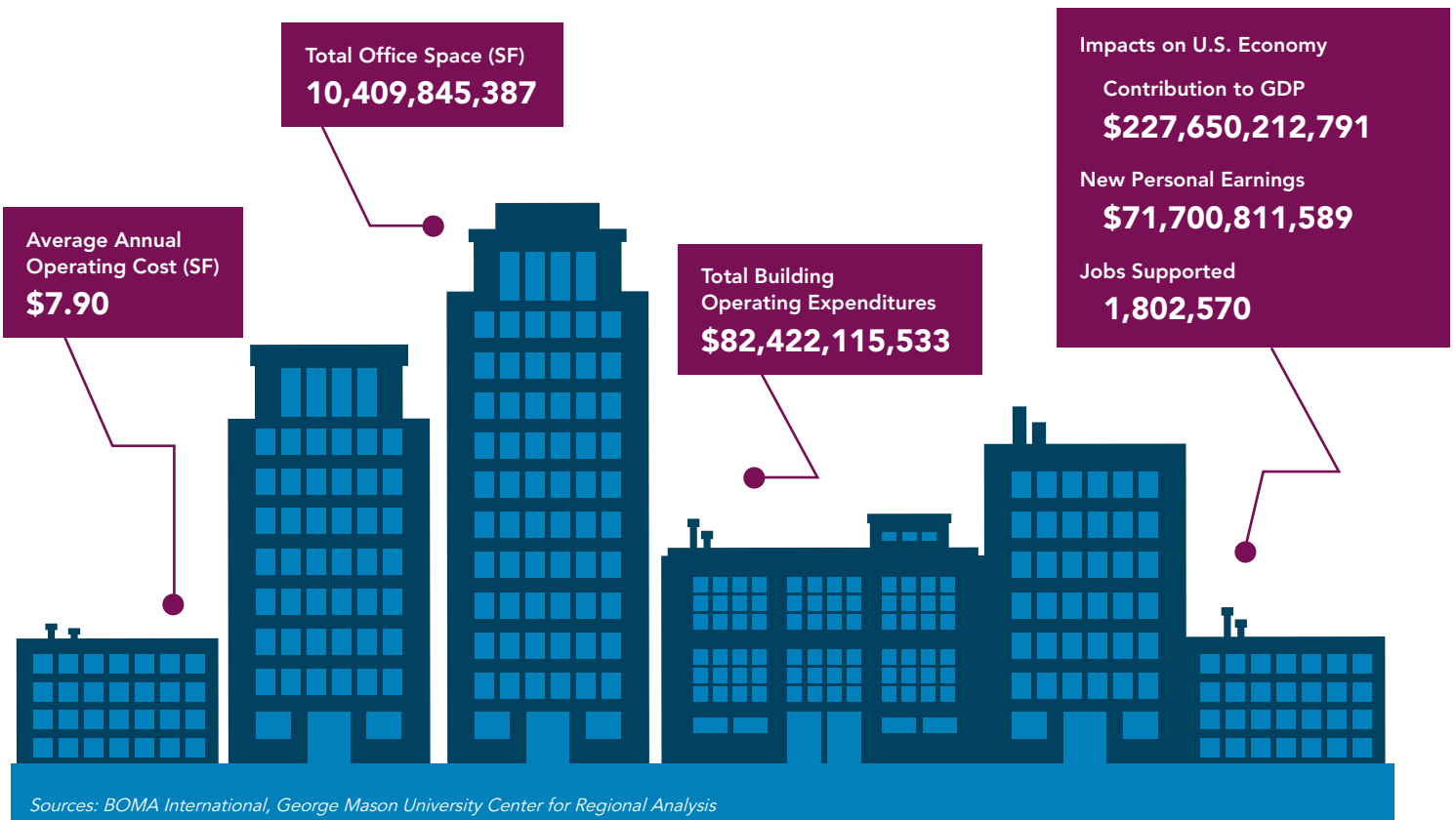
THE NATIONAL PICTURE

The equivalent of 16 Manhattan Islands. More than 370 square miles. That's the total office space represented by the 93 local associations of the Building Owners and Managers Association (BOMA) International, a total of 10.4 billion square feet of commercial office space. In 2013, these assets generated \$82.4 billion in operating expenses, divided by proportion into four areas of local employment and business: utilities (30%); repairs and maintenance (23%); management (26%); and building services (21%). These operating expenditures averaged

\$7.90 per square foot across all 93 office markets, reflecting a wide range of costs among smaller and larger markets.

It is important to note that, while total operating expenses also include taxes, fees, insurance and other fixed expenditures, these are not included in this analysis, which focuses solely on direct economic benefit. (See Table 1 for a summary of the GDP contributions made by office building operating expenditures.)

TABLE 1: THE ECONOMIC IMPACTS OF OFFICE BUILDING OPERATING OUTLAYS/ EXPENDITURES IN 93 MARKETS SERVED BY BOMA'S LOCAL ASSOCIATIONS, 2013



Naturally, payrolls are a major portion of these expenditures, generating revenue gains not only for the workers themselves, but also for the local and state economies as these workers dined, invested, fixed up

their homes and generally performed like consumers. And in a ripple effect, non-payroll expenditures eventually found their way to downstream payroll and business spending.

EXPONENTIAL GDP GAINS

In all, the \$82.4 billion in operating expenditures in 2013 contributed a total of \$227.6 billion to the U.S. GDP. This includes the \$82.4 billion in direct expenditures plus the indirect spending of \$145.2 billion. In short, for every dollar spent on building operations, the U.S. economy gained \$2.76.

Workers directly involved in the operational service of these buildings as well as those in the downstream re-spending segment of this chain of expenditures benefited well in 2013, realizing a total of \$71.7 billion in new personal earnings. While this new income will directly expand the tax bases at the local and state levels, it's nationally where office building operating expenditures have their greatest cumulative impact. In fact, for every dollar of direct operating expenditures, \$0.87 of new personal earnings were generated.

And how many workers are we talking about? Nearly the entire 2013 population of Milwaukee, Wisconsin. There

were 573,364 direct, full-time, year-round workers engaged in the four categories mentioned above. And each of these supported an additional 2.14 ripple-effect jobs, for a total of 1,229,206 million jobs—nearly the population of Dallas. In total, these office building operating expenditures supported 1,802,570 million workers—greater than Philadelphia's head count. Nationally, that translates to 21.9 jobs per \$1 million in expenditures for building operations.

WHITE-COLLAR ARMY

And this does not take into account the office workers themselves—the women and men who make their livelihoods in the private offices and cubicles that help make up that 10.4 billion square feet. Assuming an 85 percent occupancy, the buildings served by BOMA's 93 local associations provide workspace for an estimated 46.6 million workers. The average GDP or value per office worker in 2013 was \$105,763. That equals \$4.93 trillion in GDP contribution or about 29 percent of all U.S. GDP.

The 46.6 million workers across the 10.4 billion square feet of office space have a total GDP of \$4.92 trillion—or about 29 percent of all U.S. GDP.

Workers in building operations realized a total of \$71.7 billion in new personal earnings.

In 2013, 10.4 billion square feet of office space generated \$82.4 billion in operating expenses.

The number of direct and indirect workers benefitting from occupancy expenditures totals 1.8 million workers—greater than Philadelphia's population.

The ripple effect of operational expenditures re-spent in the broader economy generates additional economic activity at a rate of 2.76 to 1.

93 MARKETS—STATE-BY-STATE

As is clear by now, the economic impact of commercial building operations is massive, both on the local and national levels. With the national discussion completed, following is the breakout of 2013 operational expenditures in the 93 U.S. office markets served by BOMA local associations. (Obviously, there is no data on states not represented by BOMA associations.)

These data are organized by state under which appear the total operating expenditures and associated economic impacts specified for each state's local associations. Metropolitan-wide office markets are identified with an asterisk (*).

UNDERSTANDING TABLE 2

Table 2 reports the economic impacts for each market area and consists of four data columns. The first column—Total Outlay/Expenditures—is the total annual expenditures for office building operations for all commercial and government assets within the market area (statewide or metropolitan area). The square footage of this office space, provided by the CoStar Group, Inc., was multiplied by the average 2013 operating cost in its respective market area, as reported by BOMA International.

The second column—Total Output—represents the total contribution of the operational expenditures in each office market to their respective state's economy, its gross state

product. This is true as well in the case of the 27 metropolitan areas (*). For these 27 locales, the local-level economic impacts are further calculated and presented in Table 3.

The third column—Per Earnings—represents the ripple effect of earnings. Specifically, this column indicates new personal earnings (wages and salaries) that accrued to local or state workers in businesses that benefit from the payroll spending of employees involved in office building operations and the re-spending of these expenditures across all sectors of the respective state or metropolitan area economies.

The fourth column—Jobs—represents the full-time, year-round equivalent direct, indirect and induced employment impact of the total operating expenditures in column one. The jobs supported directly by these expenditures include those working for the building owners and management firms. The indirect jobs supported by the expenditures for office building operations would include vendors and suppliers to the building management companies. Induced jobs are jobs in the businesses benefiting from payroll spending. These jobs tend to be local jobs focusing on consumer goods and services. These jobs are generated throughout the breadth of the local, state and national economies as a result of the office building operating expenditures.



TABLE 2: ECONOMIC IMPACTS OF OFFICE BUILDING OPERATIONS BY STATE AND METROPOLITAN AREA FOR 93 BOMA LOCAL ASSOCIATIONS, 2013

STATE	TOTAL EXPENDITURE	TOTAL OUTPUT	PER EARNINGS	JOBS
Alabama				
Alabama	640,547,922	1,248,556,009	406,606,369	12,157
North Alabama	90,478,879	176,361,431	57,434,092	1,717
Alaska				
Anchorage	133,942,484	237,614,637	77,589,934	1,976
Arizona				
Greater Tucson	168,800,025	338,970,369	113,151,890	2,958
Greater Phoenix*	1,078,286,864	2,165,327,260	722,809,111	18,894
Arkansas				
Greater Little Rock	184,952,614	329,745,543	105,024,232	3,168
Northwest Arkansas	61,131,901	108,989,927	34,713,383	1,047
California				
Greater Los Angeles*	3,469,637,010	7,670,954,543	2,508,464,287	57,493
Inland Empire	527,296,457	1,165,789,719	381,222,683	8,737
Oakland-East Bay	1,052,677,164	2,327,343,940	761,060,325	17,443
Orange County	1,075,598,945	2,378,021,270	777,632,223	17,823
Sacramento	1,204,433,344	2,662,858,797	870,776,401	19,958
San Diego*	824,960,836	1,823,890,239	596,426,886	13,670
San Francisco*	2,036,024,031	4,501,406,845	1,471,996,510	33,737
Silicon Valley	1,123,978,212	2,484,982,073	812,609,272	18,625
Colorado				
Denver Metro*	1,090,875,368	2,412,814,502	792,498,046	20,430
Southern Colorado	263,841,147	583,567,806	191,675,052	4,941
Connecticut				
Greater Hartford	643,690,623	1,238,378,365	393,249,912	8,986
Southern Connecticut	1,022,108,550	1,966,406,021	624,436,777	14,268
District of Columbia				
Washington MSA*	4,760,416,313	9,389,368,968	2,877,985,848	73,981
Florida				
Ft. Lauderdale and the Palm Beaches	903,844,246	1,858,389,634	622,669,147	17,263
Jacksonville	541,868,259	1,114,132,618	373,299,546	10,349
Miami-Dade*	877,785,016	1,804,809,383	604,716,631	16,765
Orlando*	707,407,200	1,454,496,406	487,341,309	13,511
Southwest Florida	217,532,514	447,267,514	149,860,759	4,155
Greater Tampa Bay*	987,919,956	2,031,257,282	680,589,913	18,868
Tallahassee	247,202,554	508,271,934	170,300,806	4,721

93 MARKETS—STATE-BY-STATE (CONTINUED)

STATE	TOTAL EXPENDITURE	TOTAL OUTPUT	PER EARNINGS	JOBS
Georgia				
Atlanta*	2,261,296,162	4,893,200,676	1,574,418,408	42,937
Hawaii				
Hawaii	257,595,798	487,821,784	162,483,444	4,174
Idaho				
Boise	144,172,763	247,375,087	82,491,042	2,525
Illinois				
Chicago*	2,198,881,055	4,942,130,298	1,565,697,863	37,370
Peoria	208,478,398	468,568,959	148,445,584	3,543
Suburban Chicago	1,812,966,228	4,074,761,254	1,290,909,912	30,811
Indiana				
Indianapolis*	527,109,923	1,041,558,138	324,253,777	8,895
Michiana	142,867,021	282,302,234	87,885,220	2,411
Iowa				
Iowa	422,172,342	704,195,287	223,413,181	6,505
Kansas				
Wichita	190,154,585	340,830,226	102,046,648	2,815
Kentucky				
Kentucky	644,225,469	1,255,344,190	379,006,218	11,162
Louisiana				
New Orleans	273,782,167	530,097,580	173,696,442	4,964
Shreveport	55,364,375	107,196,614	35,124,987	1,004
Maryland				
Baltimore	1,312,522,417	2,564,160,857	788,392,840	19,359
Massachusetts				
Boston*	2,755,916,326	5,566,060,818	1,765,580,550	40,109
Michigan				
Metropolitan Detroit*	1,482,697,308	3,003,244,912	985,849,888	26,488
Mid-Michigan	172,504,303	349,412,295	114,698,628	3,082
West Michigan	331,780,863	672,031,428	220,602,091	5,927
Minnesota				
Duluth	45,148,962	92,047,671	29,476,041	752
Minneapolis*	781,592,441	1,593,475,497	510,272,004	13,012
St. Paul*	375,364,274	765,275,791	245,061,071	6,249

TABLE 2: ECONOMIC IMPACTS OF OFFICE BUILDING OPERATIONS BY STATE AND METROPOLITAN AREA FOR 93 BOMA LOCAL ASSOCIATIONS, 2013

STATE	TOTAL EXPENDITURE	TOTAL OUTPUT	PER EARNINGS	JOBS
Mississippi				
Mississippi	189,873,005	347,556,650	110,647,165	3,409
Missouri				
Kansas City	795,269,854	1,640,719,644	487,276,949	12,544
St. Louis*	871,010,494	1,796,980,009	533,684,679	13,738
Nebraska				
Omaha	373,864,567	612,906,841	195,615,288	5,465
Nevada				
Nevada	584,239,183	1,070,586,171	353,613,687	9,259
New Jersey				
New Jersey	3,612,794,519	7,698,370,167	2,325,584,734	52,704
New Mexico				
New Mexico	267,352,248	483,525,791	159,676,932	4,645
New York				
Capital Region-Albany	516,037,062	976,408,690	288,423,951	6,571
Greater Buffalo	224,632,452	425,033,576	125,551,795	2,860
Central New York	188,285,636	356,260,713	105,236,796	2,397
New York*	7,936,376,340	15,016,647,828	4,435,807,400	101,053
Greater Rochester	339,457,679	642,297,719	189,730,026	4,322
Long Island	1,029,534,613	1,948,012,298	575,428,516	13,109
Westchester	833,241,519	1,576,600,443	465,716,183	10,610
North Carolina				
Raleigh-Durham*	699,248,785	1,432,512,528	461,083,950	13,333
Greater Charlotte*	2,100,375,339	4,302,923,436	1,384,985,398	40,049
Ohio				
Akron	307,592,784	656,779,802	207,096,377	5,391
Greater Cincinnati	603,139,340	1,287,838,197	406,082,258	10,571
Greater Cleveland*	689,916,810	1,473,127,621	464,507,880	12,092
Columbus	626,717,670	1,338,183,236	421,957,099	10,985
Dayton	231,475,660	494,252,615	155,848,164	4,057
Toledo	196,069,392	418,652,268	132,009,796	3,437
Oklahoma				
Oklahoma City	33,890,523	67,129,094	21,816,855	631
Tulsa	268,259,906	531,359,296	172,690,973	4,994

93 MARKETS—STATE-BY-STATE (CONTINUED)

STATE	TOTAL EXPENDITURE	TOTAL OUTPUT	PER EARNINGS	JOBS
Oregon				
Portland Metropolitan*	934,669,645	1,820,480,369	575,730,330	15,866
Pennsylvania				
Central Pennsylvania	409,904,827	897,530,887	281,055,343	6,936
Philadelphia*	2,595,593,216	5,683,331,671	1,779,694,445	43,921
Pittsburgh	1,154,267,412	2,527,393,159	791,434,993	19,532
Tennessee				
Chattanooga	130,051,958	273,465,195	85,288,334	2,267
Knoxville	230,376,523	484,421,469	151,081,384	4,015
Memphis	328,968,253	691,734,046	215,738,038	5,733
Nashville*	480,938,339	1,011,287,322	315,400,325	8,382
Texas				
Austin	543,557,702	1,259,409,063	404,568,367	10,415
Corpus Christi	79,240,236	183,597,566	58,978,270	1,518
Dallas*	1,560,119,472	3,614,756,254	1,161,192,243	29,892
Fort Worth	680,807,170	1,577,412,511	506,722,734	13,044
Houston*	1,767,010,980	4,094,118,499	1,315,180,972	33,856
San Antonio	471,338,178	1,092,078,304	350,815,592	9,031
Utah				
Utah	518,839,702	1,133,347,220	369,004,504	10,933
Virginia				
Virginia	1,708,127,219	3,401,146,053	1,039,330,504	27,897
Washington				
Seattle-King County*	1,044,429,558	2,105,725,609	672,330,639	16,900
Spokane	212,355,757	428,140,847	136,699,771	3,436
South Puget Sound	232,848,470	469,457,210	149,891,546	3,768
Tri Cities (Kennewick)	85,700,233	172,784,439	55,167,811	1,387
Wisconsin				
Wisconsin	1,325,658,753	2,556,307,543	834,645,356	22,427
State Total	82,422,115,533	170,638,025,676	53,951,818,198	1,352,295
Spill Over		57,012,187,115	17,748,993,390	450,275
US Total	82,422,115,533	227,650,212,791	71,700,811,589	1,802,570

Note: * indicating metro area; calculated using state multipliers for both non-metro areas and metro areas

Note: local associations are defined by counties and the metropolitan areas conform to the U.S. Census definitions

Sources: CoStar, Bureau of Economic Analysis, U.S. Department of Commerce

CITY-BY-CITY—THE 27 LARGEST METROPOLITAN-LEVEL IMPACTS (LOCAL IMPACTS)

The state-level economic impacts of office operating expenditures in all 93 U.S. BOMA markets are reported in Table 2. For the impact of the 27 largest metropolitan areas (marked in Table 2 with *), please see Table 3.

These data were measured by applying metropolitan-level multipliers to the values of these metropolitan area office-operating expenditures.

TABLE 3: BOMA METROPOLITAN AREA OFFICE MARKETS' ECONOMIC IMPACTS, 2013
(\$s IN BILLIONS)

METROPOLITAN AREA	TOTAL EXPENDITURE	OUTPUT	EARNINGS	EMPLOYMENT
Atlanta	2,261,296,162	4,443,085,152	1,483,046,214	38,851
Boston	2,755,916,326	4,891,189,272	1,458,907,693	32,081
Chicago	2,198,881,055	4,597,037,905	1,504,368,872	37,113
Dallas	1,560,119,472	3,310,358,223	1,079,997,385	25,957
Denver Metro	1,090,875,368	2,212,127,251	689,362,326	16,134
Greater Charlotte	2,100,375,339	3,931,946,743	1,235,760,031	33,585
Greater Cleveland	689,916,810	1,215,589,955	359,708,137	9,198
Greater Los Angeles	3,469,637,010	6,912,835,386	2,082,108,352	45,513
Greater Phoenix	1,078,286,864	2,054,542,989	706,565,798	17,721
Greater Tampa Bay	987,919,956	1,832,657,709	618,106,939	16,035
Houston	1,767,010,980	3,558,173,467	1,176,749,798	27,935
Indianapolis	527,109,923	988,804,977	323,089,919	8,879
Metropolitan Detroit	1,482,697,308	2,741,253,781	901,936,634	23,524
Miami-Dade	877,785,016	1,614,685,538	545,962,969	14,238
Minneapolis	781,592,441	1,550,740,367	502,027,767	12,949
Nashville	480,938,339	936,751,498	308,807,141	7,614
New York	7,936,376,340	14,411,808,650	4,540,131,067	101,224
Orlando	707,407,200	1,262,145,315	400,920,908	10,394
Philadelphia	2,595,593,216	5,326,549,215	1,703,293,158	38,520
Portland Metropolitan	934,669,645	1,761,882,190	581,898,215	14,114
Raleigh-Durham	699,248,785	891,896,720	290,137,201	7,278
San Diego	824,960,836	1,450,305,899	478,674,451	10,593
San Francisco	2,036,024,031	3,806,654,365	1,111,068,494	23,806
Seattle-King County	1,044,429,558	1,940,672,317	633,950,986	14,779
St. Louis	871,010,494	1,740,617,791	569,204,487	13,115
St. Paul	375,364,274	744,751,999	241,101,729	6,219
Washington MSA	4,760,416,313	7,782,628,494	2,508,296,678	58,631
27 Metro Total	46,895,859,063	87,911,693,168	28,035,183,349	665,998

Note: calculated using metro multipliers

Note: local associations are defined by counties and the metropolitan areas conform to the U.S. Census definitions.

JOBS & OFFICE BUILDING OPERATIONAL EXPENDITURES

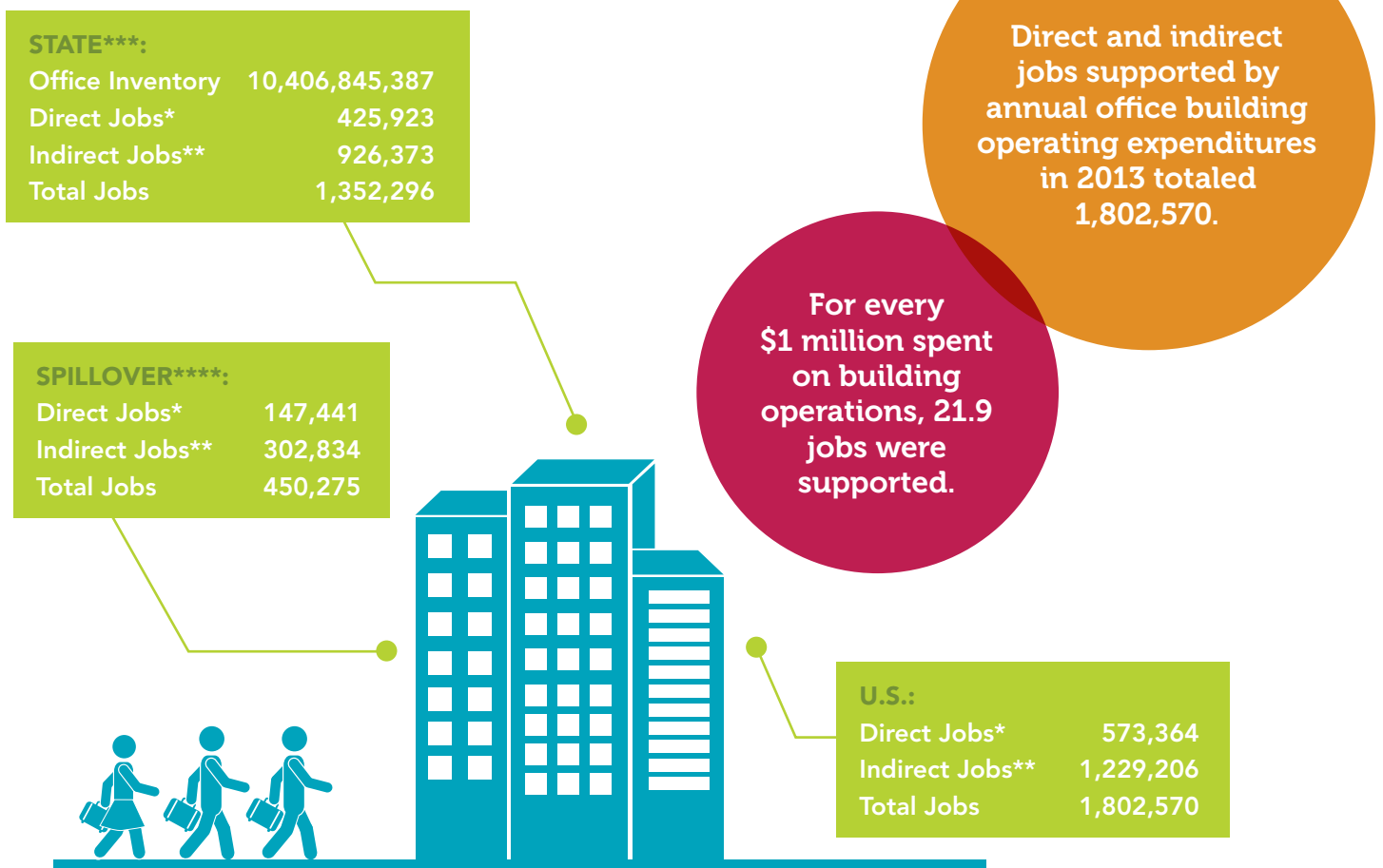
One of the most impactful benefits of the annual spending for office building operations is the jobs this spending supports within the national economy. These jobs fall into three categories. First are the workers supported directly by spending for office building operations, largely employees of the building ownership and management firms or contractors providing services directly to them. These direct jobs totaled 573,364 in 2013.

Then there are the indirect jobs. For each of the first, there were 2.14 of the second. These are largely suppliers and vendors supporting the industry.

Finally come the induced jobs, supported by the payroll spending of the industry's direct employees acting as consumers, frequenting the cafes, dry cleaners and home improvement stores, and generally making the city in which they live an economically vibrant place. These induced jobs are found in all sectors of the local, state and national economies.

Both indirect and induced jobs generated by the annual operational expenditures totaled 1,229,206 in 2013. Combined, the direct and indirect jobs supported by annual office building operating expenditures in 2013 totaled 1,802,570. That factors out to 21.9 jobs per \$1 million in operating expenditures.

TABLE 4: DIRECT AND INDIRECT JOBS ASSOCIATED WITH EXPENDITURES FOR OFFICE BUILDING OPERATIONS IN 2013



Sources: CoStar Group Inc., George Mason University Center for Regional Analysis

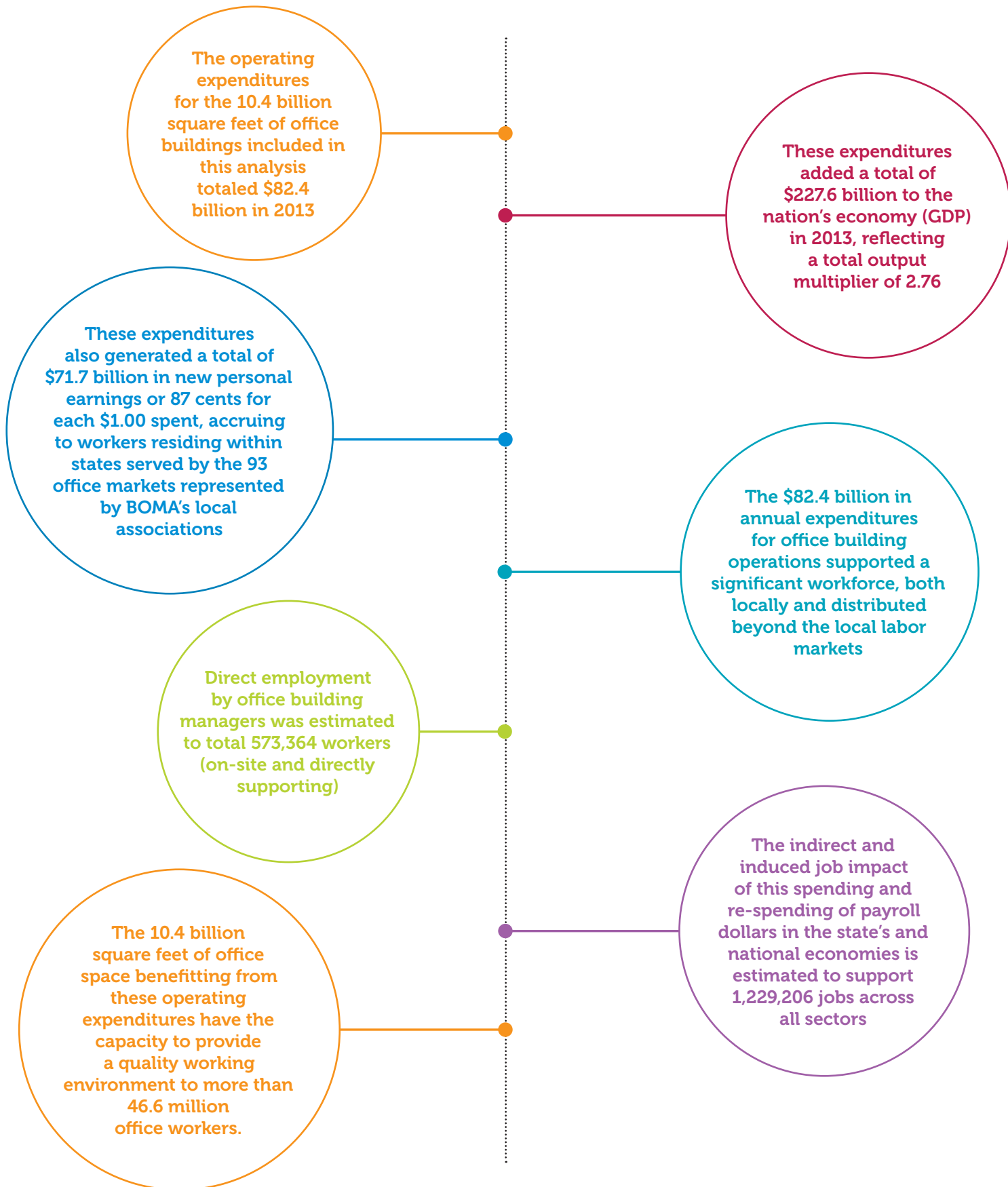
*jobs supported directly by office building operating expenditures

**jobs supported by operating expenditures to suppliers and other vendors and jobs supported by payroll expenditures by relating to building operations

***sum of 93 BOMA local associations in square feet

****jobs generated or supported outside of the state in which the direct expenditures for office building operations occurred

KEY POINTS AT-A-GLANCE



CONCLUSIONS


When we think of industry, our minds turn to automakers or airlines, possibly insurance or retail, businesses with large national or multinational names whose jingles we can't quite get out of our heads. Commercial real estate is a different enterprise, largely performed on a local basis by a myriad of local, regional, national and increasingly, international investors, owners and managers, most of whose names are unknown to the general public. Ironically, much of the public occupies their buildings.

But as we've seen, our nation's office buildings are indeed an industry, making direct and indirect but massive contributions to our nation's GDP and to the vitality of our city and state economies.

Office buildings are where a growing share of the U.S. economy goes to work each day, enabling the people and businesses that occupy this space to be productive and to generate the professional, business and consumer services that drive the nation's economic health.

This research on the economic impacts of operating expenditures for commercial office buildings served by the 93 local associations of the Building Owners and Managers Association (BOMA) International establishes both the magnitude of these economic impacts and their significance. And as we indicated at the beginning, this survey does not even encompass the total U.S. office building inventory. The economic contributions, multiplied over that unaffiliated inventory, brings into sharp focus the importance of this "hidden industry" to the nation's economic health.

As the economic recovery continues to take hold, and jobs continue to accrue, the value of this office space will only increase, and the contribution of those who manage and maintain these buildings will only grow.



As the economic recovery continues to take hold, and jobs continue to accrue, the GDP contribution of buildings' operational expenditures will grow.

APPENDIX A

GLOSSARY OF TERMS

Direct Outlays/Expenditures

The annual spending associated with the operations of office buildings, specifically, management, maintenance and repair, utilities and services to buildings.

Economic Impact

The generation of new spending, measured in dollars, resulting from the expenditures associated with office building operations. This includes the direct expenditures plus the indirect and induced economic activity these direct expenditures generate as they are re-cycled through the local, state and U.S. economies.

Gross Regional Product (GRP), Gross State Product (GSP) Gross Domestic Product (GDP)

The value of goods and services produced within the economy of the respective geographic area (metropolitan area, state and nation).

Indirect Benefit

The additional economic benefits—measured in dollars or jobs—resulting from the accumulated additional value generated by the direct expenditures as these dollars are re-spent within the metropolitan, state and national economies. Indirect benefits include “induced” benefits, which are generated by the payroll spending associated with the operation of office buildings. Indirect and induced benefits generally affect the broad base of the local economy as measured by increases in jobs and personal income in retail and consumer services, education and health, transportation, housing, utilities and government.

Multiplier

A number used to calculate the total economic impact of direct spending for office building operations. Types of multipliers used in this study include: (1) output multiplier, which measures the contribution or impact of a direct expenditure on the overall economy; (2) personal earnings multiplier, which measures the total personal earnings (wages and salaries) generated within

the jurisdiction as a result of the direct expenditures and the jobs they support; (3) employment multiplier, which measures the total number of jobs that can be supported by this direct expenditure (per \$1 million); and (4) direct jobs multiplier, which indicates how many indirect jobs are supported across all sectors of the economy for each direct job generated in office building operations.

Office Building Inventory

Square feet of office space in buildings within the service areas of BOMA’s 93 local associations inclusive of publicly-owned and occupied, owner-occupied and tenant-occupied buildings.

Operating Costs

Expenditures associated with the day-to-day operations of the office building inventory including maintenance and repairs, utilities, management/administrative and services such as cleaning, security and groundskeeping. Taxes, fixed expenses, direct leasing expenses and parking costs are excluded costs for purposes of this survey.

Spillover Impacts

Economic impacts that are generated by direct spending for office building operations in a given state or metropolitan area that are realized by another state. This could be due to workers commuting across state lines and payments to vendors located in another state. These economic impacts are reflected not in the state-by-state data, but are captured in the U.S. multipliers and reported in the U.S. totals.

Total Output

The sum of the direct and indirect expenditures. This is the combination of the initial expenditures and their subsequent accumulated value as these are cycled through the economy inclusive of benefits generated by the re-spending of personal earnings and contributions to GRP, GSP or GDP.

APPENDIX B

OFFICE MARKET INVENTORY AND ANNUAL OPERATION COSTS, BY STATE AND METROPOLITAN AREAS, 2013

STATE	COST/SF	SQ. FT.	REAL ESTATE TAXES GENERATED/SQ. FT.
Alabama			
Alabama	6.84	93,647,357	1.78
North Alabama	4.05	22,340,464	0.86
Alaska			
Anchorage	8.87**	15,103,513	***
Arizona			
Greater Tucson	6.93	24,357,868	3.73
Greater Phoenix*	6.75	159,746,202	2.56
Arkansas			
Greater Little Rock	6.40	28,898,846	0.83
Northwest Arkansas	3.45**	17,716,824	***
California			
Greater Los Angeles*	8.63	402,043,686	3.62
Inland Empire	7.40	71,300,600	1.58
Oakland-East Bay	8.90	118,278,333	2.53
Orange County	7.04	152,783,941	2.00
Sacramento	7.29	165,217,194	2.13
San Diego*	7.27	113,474,668	2.49
San Francisco*	10.64	191,355,642	4.66
Silicon Valley	9.12	123,243,225	3.03
Colorado			
Denver Metro*	6.52	167,312,173	3.68
Southern Colorado	8.33**	31,663,344	***
Connecticut			
Greater Hartford	8.24	78,117,794	3.53
Southern Connecticut	10.29	99,330,277	0.53
District of Columbia			
Washington MSA*	10.29	462,625,492	9.42
Florida			
Ft. Lauderdale and the Palm Beaches	7.11	127,122,960	3.32
Jacksonville	6.93	78,191,668	1.57
Miami-Dade*	8.76	100,203,769	3.03
Orlando*	6.26	113,004,345	1.87
Southwest Florida	6.82**	31,902,812	***
Greater Tampa Bay*	6.68	147,892,209	2.04
Tallahassee	11.37**	21,739,355	***

STATE	COST/SF	SQ. FT.	REAL ESTATE TAXES GENERATED/SQ. FT.
Georgia			
Atlanta*	6.34	356,671,319	2.28
Hawaii			
Hawaii	7.90	32,607,063	***
Idaho			
Boise	4.83**	29,845,108	***
Illinois			
Chicago*	8.24	266,854,497	6.95
Peoria	6.65	31,350,135	***
Suburban Chicago	6.46	280,644,927	3.79
Indiana			
Indianapolis*	5.61	93,958,988	2.73
Michiana	6.50**	21,981,909	2.11
Iowa			
Iowa	6.64**	63,546,676	***
Kansas			
Wichita	7.96	23,888,767	0.62
Kentucky			
Kentucky	5.95	108,273,188	1.19
Louisiana			
New Orleans	5.56	49,241,397	1.48
Shreveport	7.08	7,819,827	0.96
Maryland			
Baltimore	9.14	143,602,015	2.67
Massachusetts			
Boston*	8.46	325,758,431	7.66
Michigan			
Metropolitan Detroit*	7.32	202,554,277	2.03
Mid-Michigan	7.42**	23,261,098	***
West Michigan	6.80**	48,805,658	***
Minnesota			
Duluth	7.85**	5,752,486	***
Minneapolis*	7.26	107,657,361	5.36
St. Paul*	8.48	44,264,655	4.47

APPENDIX B (CONTINUED)

OFFICE MARKET INVENTORY AND ANNUAL OPERATION COSTS, BY STATE AND METROPOLITAN AREAS, 2013

STATE	COST/SF	SQ. FT.	REAL ESTATE TAXES GENERATED/SQ. FT.
Mississippi			
Mississippi	4.72**	40,249,503	***
Missouri			
Kansas City	6.96	114,262,910	1.90
St. Louis*	6.56	132,775,990	2.25
Nebraska			
Omaha	9.67	38,662,313	***
Nevada			
Nevada	7.34	79,596,619	1.33
New Jersey			
New Jersey	10.39	347,718,433	5.52
New Mexico			
New Mexico	5.17**	51,706,233	***
New York			
Capital Region-Albany	7.98**	64,646,046	***
Greater Buffalo	5.16**	43,530,890	***
Central New York	6.62**	28,429,485	5.83
New York*	12.34	643,142,329	10.83
Greater Rochester	8.10**	41,930,097	***
Long Island	11.51**	89,446,969	5.39
Westchester	11.51**	72,392,834	***
North Carolina			
Raleigh-Durham*	5.22	133,955,706	1.61
Greater Charlotte*	6.95	302,212,279	2.27
Ohio			
Akron	6.83**	45,042,801	***
Greater Cincinnati	6.44	93,655,177	2.59
Greater Cleveland*	7.13	96,762,526	3.77
Columbus	6.24	100,435,524	2.47
Dayton	5.16**	44,857,016	***
Toledo	7.13**	27,508,473	***
Oklahoma			
Oklahoma City	0.64	52,953,942	***
Tulsa	5.30**	50,572,138	***

STATE	COST/SF	SQ. FT.	REAL ESTATE TAXES GENERATED/SQ. FT.
Oregon			
Portland Metropolitan*	7.60	122,982,848	2.23
Pennsylvania			
Central Pennsylvania	7.13	57,490,158	2.59
Philadelphia*	8.35	310,849,487	2.69
Pittsburgh	7.88	146,480,636	2.61
Tennessee			
Chattanooga	7.76	16,759,273	2.09
Knoxville	7.21	31,952,361	1.39
Memphis	6.98**	47,107,176	***
Nashville*	6.15	78,201,356	2.07
Texas			
Austin	7.42	73,255,755	4.99
Corpus Christi	8.39	9,444,605	1.18
Dallas*	6.23	250,420,461	2.45
Fort Worth	6.85	99,387,908	2.98
Houston*	6.08	290,626,806	5.20
San Antonio	7.08	66,573,189	2.82
Utah			
Utah	5.53	93,822,731	2.38
Virginia			
Virginia	9.39	181,909,182	1.77
Washington			
Seattle-King County*	7.06	147,936,198	2.44
Spokane	9.86	21,537,095	2.50
South Puget Sound	6.84**	34,046,156	***
Tri Cities (Kennewick)	8.35	10,387,907	***
Wisconsin			
Wisconsin	9.15	144,880,738	4.03
State Total	7.90	10,409,845,387	

*metro area;

**same as 2011 and inflated;

Italic (Hawaii cost per sq ft) is national unweighted average;

*** data not available from the 2014 Experience Exchange Report

Source: CoStar Group Inc., BOMA International 2014 Experience Exchange Report

Note: local associations are defined by counties and the metropolitan areas conform to the U.S. Census definitions

APPENDIX C

DIRECT AND INDIRECT JOBS ASSOCIATED WITH OPERATING EXPENDITURES FOR OFFICE BUILDINGS, 2013

STATE	OFFICE INVENTORY	TOTAL JOBS	DIRECT JOBS	INDIRECT JOBS
Alabama				
Alabama	93,647,357	12,157	4,123	8,034
North Alabama	22,340,464	1,717	582	1,135
Alaska				
Anchorage	15,103,513	1,976	696	1,281
Arizona				
Greater Tucson	24,357,868	2,958	939	2,019
Greater Phoenix*	159,746,202	18,894	5,999	12,895
Arkansas				
Greater Little Rock	28,898,846	3,168	1,119	2,049
Northwest Arkansas	17,716,824	1,047	370	677
California				
Greater Los Angeles*	402,043,686	57,493	17,380	40,113
Inland Empire	71,300,600	8,737	2,641	6,096
Oakland-East Bay	118,278,333	17,443	5,273	12,170
Orange County	152,783,941	17,823	5,388	12,435
Sacramento	165,217,194	19,958	6,033	13,925
San Diego*	113,474,668	13,670	4,132	9,538
San Francisco*	191,355,642	33,737	10,199	23,539
Silicon Valley	123,243,225	18,625	5,630	12,994
Colorado				
Denver Metro*	167,312,173	20,430	6,072	14,358
Southern Colorado	31,663,344	4,941	1,469	3,473
Connecticut				
Greater Hartford	78,117,794	8,986	2,879	6,107
Southern Connecticut	99,330,277	14,268	4,571	9,697
District of Columbia				
Washington MSA*	462,625,492	73,981	28,645	45,335
Florida				
Ft. Lauderdale and the Palm Beaches	127,122,960	17,263	5,470	11,793
Jacksonville	78,191,668	10,349	3,279	7,070
Miami-Dade*	100,203,769	16,765	5,312	11,453
Orlando*	113,004,345	13,511	4,281	9,230
Southwest Florida	31,902,812	4,155	1,317	2,838
Greater Tampa Bay*	147,892,209	18,868	5,979	12,890
Tallahassee	21,739,355	4,721	1,496	3,225

STATE	OFFICE INVENTORY	TOTAL JOBS	DIRECT JOBS	INDIRECT JOBS
Georgia				
Atlanta*	356,671,319	42,937	13,467	29,471
Hawaii				
Hawaii	32,607,063	4,174	1,394	2,780
Idaho				
Boise	29,845,108	2,525	907	1,617
Illinois				
Chicago*	266,854,497	37,370	11,049	26,321
Peoria	31,350,135	3,543	1,048	2,496
Suburban Chicago	280,644,927	30,811	9,110	21,701
Indiana				
Indianapolis*	93,958,988	8,895	2,870	6,024
Michiana	21,981,909	2,411	778	1,633
Iowa				
Iowa	63,546,676	6,505	2,441	4,064
Kansas				
Wichita	23,888,767	2,815	1,026	1,789
Kentucky				
Kentucky	108,273,188	11,162	3,743	7,419
Louisiana				
New Orleans	49,241,397	4,964	1,732	3,231
Shreveport	7,819,827	1,004	350	653
Maryland				
Baltimore	143,602,015	19,359	6,122	13,238
Massachusetts				
Boston*	325,758,431	40,109	12,503	27,606
Michigan				
Metropolitan Detroit*	202,554,277	26,488	7,966	18,522
Mid-Michigan	23,261,098	3,082	927	2,155
West Michigan	48,805,658	5,927	1,783	4,145
Minnesota				
Duluth	5,752,486	752	227	524
Minneapolis*	107,657,361	13,012	3,935	9,077
St. Paul*	44,264,655	6,249	1,890	4,359

APPENDIX C (CONTINUED)

DIRECT AND INDIRECT JOBS ASSOCIATED WITH OPERATING EXPENDITURES FOR OFFICE BUILDINGS, 2013

STATE	OFFICE INVENTORY	TOTAL JOBS	DIRECT JOBS	INDIRECT JOBS
Mississippi				
Mississippi	40,249,503	3,409	1,222	2,188
Missouri				
Kansas City	114,262,910	12,544	3,865	8,679
St. Louis*	132,775,990	13,738	4,233	9,506
Nebraska				
Omaha	38,662,313	5,465	1,948	3,517
Nevada				
Nevada	79,596,619	9,259	3,043	6,216
New Jersey				
New Jersey	347,718,433	52,704	15,670	37,034
New Mexico				
New Mexico	51,706,233	4,645	1,663	2,982
New York				
Capital Region-Albany	64,646,046	6,571	2,101	4,469
Greater Buffalo	43,530,890	2,860	915	1,946
Central New York	28,429,485	2,397	767	1,631
New York*	643,142,329	101,053	32,315	68,738
Greater Rochester	41,930,097	4,322	1,382	2,940
Long Island	89,446,969	13,109	4,192	8,917
Westchester	72,392,834	10,610	3,393	7,217
North Carolina				
Raleigh-Durham*	133,955,706	13,333	4,249	9,084
Greater Charlotte*	302,212,279	40,049	12,762	27,287
Ohio				
Akron	45,042,801	5,391	1,637	3,755
Greater Cincinnati	93,655,177	10,571	3,209	7,362
Greater Cleveland*	96,762,526	12,092	3,671	8,422
Columbus	100,435,524	10,985	3,334	7,650
Dayton	44,857,016	4,057	1,232	2,826
Toledo	27,508,473	3,437	1,043	2,393
Oklahoma				
Oklahoma City	52,953,942	631	213	418
Tulsa	50,572,138	4,994	1,687	3,307

STATE	OFFICE INVENTORY	TOTAL JOBS	DIRECT JOBS	INDIRECT JOBS
Oregon				
Portland Metropolitan*	122,982,848	15,866	5,217	10,648
Pennsylvania				
Central Pennsylvania	57,490,158	6,936	2,015	4,921
Philadelphia*	310,849,487	43,921	12,761	31,160
Pittsburgh	146,480,636	19,532	5,675	13,857
Tennessee				
Chattanooga	16,759,273	2,267	739	1,527
Knoxville	31,952,361	4,015	1,309	2,706
Memphis	47,107,176	5,733	1,869	3,864
Nashville*	78,201,356	8,382	2,733	5,649
Texas				
Austin	73,255,755	10,415	3,155	7,259
Corpus Christi	9,444,605	1,518	460	1,058
Dallas*	250,420,461	29,892	9,056	20,836
Fort Worth	99,387,908	13,044	3,952	9,092
Houston*	290,626,806	33,856	10,257	23,599
San Antonio	66,573,189	9,031	2,736	6,295
Utah				
Utah	93,822,731	10,933	3,440	7,493
Virginia				
Virginia	181,909,182	27,897	8,858	19,039
Washington				
Seattle-King County*	147,936,198	16,900	5,299	11,601
Spokane	21,537,095	3,436	1,077	2,359
South Puget Sound	34,046,156	3,768	1,181	2,586
Tri Cities (Kennewick)	10,387,907	1,387	435	952
Wisconsin				
Wisconsin	144,880,738	22,427	7,050	15,377
State Total	10,409,845,387	1,352,295	425,923	926,372
Spill Over		450,275	147,441	302,834
U.S. Total	10,409,845,387	1,802,570	573,364	1,229,206

Note: * indicating metro area; calculated using state multipliers for both non-metro areas and metro areas
Note: local associations are defined by counties and the metropolitan areas conform to the U.S. Census definitions
Sources: CoStar, U.S. Bureau of Economic Analysis, George Mason University Center for Regional Analysis

APPENDIX D

ECONOMIC MULTIPLIERS AND IMPACT CALCULATIONS

The impact of expenditures for office building operations is both direct and indirect. The re-spending of direct expenditures will generate additional economic activity that otherwise would not have occurred. The total value of these combined direct and indirect expenditures was estimated by applying appropriate multipliers calculated for each state and metropolitan area by the Bureau of Economic Analysis of the U.S. Department of Commerce employing its Regional Input-Output Model System (RIMS II).

For this analysis, state and metropolitan area multipliers were purchased for: construction (maintenance and repair), utilities, management and building services. These multipliers were weighted by their share of operating cost expenditures (from the income and expense data from BOMA's 2014 *Experience Exchange Report*) and combined into a single series of multipliers representing operational expenditures. These aggregate multipliers (a different set for each state and metropolitan area, see Appendix E), were applied to the square feet of office space and average operating cost per square foot for the buildings in each of the BOMA's 93 local associations. Thus we calculated the total economic impacts generated by these direct expenditures for office building operations in 2013.

The results of these calculations are estimates of: (1) output value: total contribution to the U.S., state and

metropolitan area economies; (2) personal earnings: new earnings realized by residents of the state or metropolitan area in which the spending occurs; and (3) the jobs supported by these expenditures: full-time, year-round jobs equivalent throughout the state (or metropolitan area) and nation. The key variables governing the magnitude and significance of these economic impacts are their dollar value; the category of expenditure (e.g., maintenance and repair, utilities, management and services to buildings); the employment and payroll associated with the direct spending (payroll) for building operations; and the geographic area of analysis and the complexity of the respective state economies.

The size and complexity of the states' or metropolitan areas' economies determine the extent to which they can provide the inputs and retain the outputs of these economic activities; i.e., how self-sufficient the states or metropolitan areas are. Larger states retain a greater share of this direct spending for building operations than smaller states or their constituent metropolitan areas. At the national level, interstate transfers (spillover impacts) add to the magnitude of these secondary economic impacts. The degree to which the direct expenditures are retained internally by the state is reflected in the respective state economic multipliers. The aggregate multipliers for office building operations are presented in Appendix E.



APPENDIX E

AGGREGATE ECONOMIC IMPACT MULTIPLIERS FOR BUILDING OPERATIONS

STATE	STATE MULTIPLIERS			METRO MULTIPLIERS		
	Output	Earnings	Jobs (per million)	Output	Earnings	Jobs (per million)
Alabama						
Alabama	1.9492	0.634779	18.978813			
North Alabama	1.9492	0.634779	18.978813			
Alaska						
Anchorage	1.774005	0.579278	14.756054			
Arizona						
Greater Tucson	2.008118	0.670331	17.522477			
Greater Phoenix*	2.008118	0.670331	17.522477	1.905377	0.655267	16.434076
Arkansas						
Greater Little Rock	1.782865	0.567844	17.12922			
Northwest Arkansas	1.782865	0.567844	17.12922			
California						
Greater Los Angeles*	2.210881	0.722976	16.570213	1.99238	0.600094	13.117402
Inland Empire	2.210881	0.722976	16.570213			
Oakland-East Bay	2.210881	0.722976	16.570213			
Orange County	2.210881	0.722976	16.570213			
Sacramento	2.210881	0.722976	16.570213			
San Diego*	2.210881	0.722976	16.570213	1.75803	0.580239	12.840092
San Francisco*	2.210881	0.722976	16.570213	1.869651	0.545705	11.692255
Silicon Valley	2.210881	0.722976	16.570213			
Colorado						
Denver Metro*	2.211815	0.726479	18.727984	2.027846	0.631935	14.790233
Southern Colorado	2.211815	0.726479	18.727984			
Connecticut						
Greater Hartford	1.923872	0.61093	13.959351			
Southern Connecticut	1.923872	0.61093	13.959351			
District of Columbia						
Washington MSA*	1.309834	0.104237	3.057916	1.634863	0.526907	12.316347
Florida						
Ft. Lauderdale and the Palm Beaches	2.056095	0.688912	19.099214			
Jacksonville	2.056095	0.688912	19.099214			
Miami-Dade*	2.056095	0.688912	19.099214	1.8395	0.621978	16.220434
Orlando*	2.056095	0.688912	19.099214	1.784185	0.566747	14.693383

APPENDIX E (CONTINUED)

AGGREGATE ECONOMIC IMPACT MULTIPLIERS FOR BUILDING OPERATIONS

STATE	STATE MULTIPLIERS			METRO MULTIPLIERS		
	Output	Earnings	Jobs (per million)	Output	Earnings	Jobs (per million)
Florida (cont.)						
Southwest Florida	2.056095	0.688912	19.099214			
Greater Tampa Bay*	2.056095	0.688912	19.099214	1.855067	0.625665	16.230948
Tallahassee	2.056095	0.688912	19.099214			
Georgia						
Atlanta*	2.163892	0.696246	18.987969	1.96484	0.655839	17.180872
Hawaii						
Hawaii	1.893749	0.630769	16.202593			
Idaho						
Boise	1.715824	0.572168	17.510284			
Illinois						
Chicago*	2.247566	0.712043	16.994999	2.090626	0.684152	16.878296
Peoria	2.247566	0.712043	16.994999			
Suburban Chicago	2.247566	0.712043	16.994999			
Indiana						
Indianapolis*	1.975979	0.615154	16.87481	1.875899	0.612946	16.844367
Michiana	1.975979	0.615154	16.87481			
Iowa						
Iowa	1.668028	0.529199	15.408637			
Kansas						
Wichita	1.792385	0.536651	14.803298			
Kentucky						
Kentucky	1.94861	0.588313	17.326882			
Louisiana						
New Orleans	1.936202	0.634433	18.129672			
Shreveport	1.936202	0.634433	18.129672			
Maryland						
Baltimore	1.953613	0.60067	14.749816			
Massachusetts						
Boston*	2.019677	0.640651	14.553616	1.774796	0.529373	11.640667
Michigan						
Metropolitan Detroit*	2.025528	0.664903	17.865058	1.848829	0.608308	15.865858
Mid-Michigan	2.025528	0.664903	17.865058			
West Michigan	2.025528	0.664903	17.865058			

STATE	STATE MULTIPLIERS			METRO MULTIPLIERS		
	Output	Earnings	Jobs (per million)	Output	Earnings	Jobs (per million)
Minnesota						
Duluth	2.038755	0.652862	16.647899			
Minneapolis*	2.038755	0.652862	16.647899	1.984078	0.642314	16.566971
St. Paul*	2.038755	0.652862	16.647899	1.984078	0.642314	16.566971
Mississippi						
Mississippi	1.830469	0.582743	17.956698			
Missouri						
Southwest Missouri	2.063098	0.612719	15.7728			
Kansas City	2.063098	0.612719	15.7728			
St. Louis*	2.063098	0.612719	15.7728	1.998389	0.653499	15.056706
Nebraska						
Omaha	1.639382	0.523225	14.616988			
Nevada						
Nevada	1.832445	0.605255	15.847946			
New Jersey						
New Jersey	2.130863	0.643708	14.588023			
New Mexico						
New Mexico	1.808572	0.597253	17.374344			
New York						
Capital Region-Albany	1.892129	0.558921	12.732848			
Greater Buffalo	1.892129	0.558921	12.732848			
Central New York	1.892129	0.558921	12.732848			
New York*	1.892129	0.558921	12.732848	1.815918	0.572066	12.754471
Greater Rochester	1.892129	0.558921	12.732848			
Long Island	1.892129	0.558921	12.732848			
Westchester	1.892129	0.558921	12.732848			
North Carolina						
Raleigh-Durham*	2.048645	0.659399	19.067591	1.275507	0.414927	10.40811
Greater Charlotte	2.048645	0.659399	19.067591			
Ohio						
Akron	2.135225	0.673281	17.527384			
Greater Cincinnati	2.135225	0.673281	17.527384			
Greater Cleveland*	2.135225	0.673281	17.527384	1.761937	0.521379	13.332484
Columbus	2.135225	0.673281	17.527384			
Dayton	2.135225	0.673281	17.527384			
Toledo	2.135225	0.673281	17.527384			

APPENDIX E (CONTINUED)

AGGREGATE ECONOMIC IMPACT MULTIPLIERS FOR BUILDING OPERATIONS

STATE	STATE MULTIPLIERS			METRO MULTIPLIERS		
	Output	Earnings	Jobs (per million)	Output	Earnings	Jobs (per million)
Oklahoma						
Oklahoma City	1.980763	0.643745	18.616203			
Tulsa	1.980763	0.643745	18.616203			
Oregon						
Portland Metropolitan*	1.947726	0.615972	16.974779	1.885032	0.622571	15.100846
Pennsylvania						
Central Pennsylvania	2.189608	0.68566	16.921428			
Philadelphia*	2.189608	0.68566	16.921428	2.052151	0.656225	14.84044
Pittsburgh	2.189608	0.68566	16.921428			
Tennessee						
Chattanooga	2.102738	0.655802	17.427796			
Knoxville	2.102738	0.655802	17.427796			
Memphis	2.102738	0.655802	17.427796			
Nashville*	2.102738	0.655802	17.427796	1.947758	0.642093	15.831907
Texas						
Austin	2.316974	0.744297	19.160152			
Corpus Christi	2.316974	0.744297	19.160152			
Dallas*	2.316974	0.744297	19.160152	2.121862	0.692253	16.63769
Fort Worth	2.316974	0.744297	19.160152			
Houston*	2.316974	0.744297	19.160152	2.013668	0.665955	15.809024
San Antonio	2.316974	0.744297	19.160152			
Utah						
Utah	2.184388	0.711211	21.072139			
Virginia						
Virginia	1.991155	0.608462	16.331823			
Washington						
Seattle-King County*	2.016149	0.64373	16.180699	1.858117	0.606983	14.150356
Spokane	2.016149	0.64373	16.180699			
South Puget Sound	2.016149	0.64373	16.180699			
Wisconsin						
Wisconsin	1.92833	0.629608	16.917473			
State Total	2.762004	0.869922	21.869985			

APPENDIX F

BOMA LOCAL ASSOCIATION TERRITORIES BY COUNTY

BOMA LOCAL	PRIMARY MARKET	LOCAL ASSOCIATION TERRITORY
Alabama		
BOMA/Alabama	Birmingham	Counties – Autauga, Baldwin, Bqarbour, Bibb, Blount, Bullock, Butler, Calhoun, Chamber, Chilton, Choctaw, Clarke, Clay, Cleburne, Coffee, Conecuh, Coosa, Covington, Crenshaw, Dale, Dallas, Elmore, Escambia, Fayette, Geneva, Greene, Hale, Henry, Houston, Jefferson, Lamar, Lee, Lowdes, Macon, Marengo, Mobile, Monroe, Montgomery, Perry, Pickens, Pike, Randolph, Shelby, St. Clair, Sumpter, Talledaga, Tuscaloosa, Walker, Washington, Wilcox
BOMA/North Alabama	Huntsville	Alabama Counties – Cherokee, Cullman, Colbert, Dekalb, Franklin, Jackson, Lauderdale Lawrence, Limestone, Madison, Marion, Marshall, Morgan, Winston. TN Counties – Franklin, Giles, Lawrence, Lincoln
Alaska		
BOMA/Anchorage	Anchorage	Entire State
Arizona		
BOMA/Greater Phoenix	Phoenix	Maricopa County
BOMA/Greater Tucson	Tucson	Pima County
Arkansas		
BOMA/Greater Little Rock	Little Rock	Pulaski County
Northwest Arkansas	Bentonville	Counties – Benton, Boone, Carroll, Washington, Madison, Franklin, Crawford, Sebastian
California		
BOMA/Greater Los Angeles	Los Angeles	Los Angeles County
BOMA/Inland Empire	Palm Springs	Counties – Riverside, San Bernardino
BOMA/Oakland-East Bay	Oakland	Counties – Alameda, Contra Costa, Solano
BOMA/Orange County	Orange County	Counties – Orange
BOMA/Sacramento	Sacramento	Counties – Alpine, Amador, Butte, Colusa, El Dorado, Fresno, Glenn, Lassen, Madera, Mariposa, Merced, Nevada, Placer, Plumas, Sacramento, San Joaquin, Shasta, Sierra, Stanislaus, Sutter, Tehama, Tuolumne, Yolo, Yuba
BOMA/San Diego	San Diego	San Diego County
BOMA/San Francisco	San Francisco	Counties – San Mateo, Marin, Sonoma, San Francisco
BOMA/Silicon Valley	San Jose	Counties – Santa Clara, Santa Cruz, San Benito, Monterrey

APPENDIX F (CONTINUED)

BOMA LOCAL ASSOCIATION TERRITORIES BY COUNTY

BOMA LOCAL	PRIMARY MARKET	LOCAL ASSOCIATION TERRITORY
Colorado		
BOMA/Denver Metro	Denver	Counties – Adams, Arapahoe, Boulder, Denver, Douglas, Jefferson
BOMA/Southern Colorado	Colorado Springs	Counties – El Paso, Pueblo, Teller
Connecticut		
BOMA/Greater Hartford	Hartford	Connecticut Counties – Hartford, East Hartford, West Hartford, Windsor, South Windsor, East Windsor, Windor Locks, Suffield, Enfield, Ellington, Vernon, Bolton, Manchester, Glastonbury, Avon, Farminton, New Britain, Cromwell, Southington, Meridian, Wallingford, North Haven Massachusetts Counties – Hampden
BOMA/Southern Connecticut	Fairfield, New Haven	Counties – Darien, Norwalk, Westport, New Haven, Bridgeport, Fairfield, Stratford, Milford, West Haven
District of Columbia		
BOMA/Metropolitan Washington	Washington, DC	District of Columbia; Maryland Counties – Calvert, Montgomery, Prince George’s; Virginia Counties – Arlington, Fairfax, Loudon, Prince William, Frederick, Shenandoah, Clarke, Rappahannock, Fauquier, Stafford, Culpepper, and Warren
	Virginia	Independent Cities – Alexandria, Fairfax, Falls Church
Florida		
BOMA/Ft. Lauderdale and the Palm Beaches	Fort Lauderdale	Counties – Broward, Palm Beach, Martin
BOMA/Jacksonville	Jacksonville	Counties – Alachua, Baker, Bradford, Clay, Duval, Flagler, Marion, Nassau, Putnam, St. Johns, Union
BOMA/Miami-Dade	Miami	Counties – Dade, Monroe
BOMA/Orlando	Orlando	Counties – Orange, Osceola, Seminole, Brevard, Lake, Volusia
BOMA/Southwest Florida	Fort Myers, Naples	Counties – Charlotte, Collier, Lee
BOMA/Greater Tampa Bay	Tampa	Counties – Hillsborough, Polk, Pasco, Pinellas, Manatee, Sarasota
BOMA/Tallahassee	Tallahassee	Counties – Leon, Gadsen, Wakulla, Jefferson
Georgia		
BOMA/Georgia	Atlanta	Entire State

BOMA LOCAL	PRIMARY MARKET	LOCAL ASSOCIATION TERRITORY
Hawaii BOMA/Hawaii	Honolulu	Entire State
Idaho BOMA/Boise	Boise	Counties – Boise, Idaho, Adams, Custer, Blaine, Camas, Elmore, Ada, Gem, Canyon, Fayette, Washington
Illinois BOMA/Chicago	Metropolitan Chicago – Central Business District	Chicago City (please note that this is just Chicago City – The rest of Cook County is in Suburban Chicago)
BOMA/Peoria	Peoria	Illinois Counties – Peoria, Woodford, Marshall, Stark, Fulton, Tazewell, Knox, Sangamon, Logan, McLean, Macon, LaSalle, Henry, Champaigne
BOMA/Suburban Chicago	Chicago – Suburban	Counties – all of Cook County outside of Chicago City limits, Dupage, Will, Kankakee, Lake, Kane, Kendall, McHenry, DeKalb
Indiana BOMA/Indianapolis	Indianapolis	Counties – Madison, Hamilton, Hancock, Johnson, Marion, Boone
BOMA/Michiana	South Bend	Indiana Counties – St. Joseph, Laporte, Porter, Starke, Marshall, Fulton, Kosciusko, Elkhart, LaGrange Michigan Counties – Berrien, Cass, St. Joseph
Iowa BOMA/Iowa	Des Moines	Entire State
Kansas BOMA/Wichita	Wichita	Counties – Cowley, Butler, Sedgwick, Greenwood, Dickinson, Reno, Barber, McPherson, Rice, Harvey, Sumner
Kentucky BOMA/Kentucky	Louisville	Entire State, with the exception of Boone, Kenton, and Campbell Counties (these are in Cincinnati’s territory)
Louisiana BOMA/New Orleans	New Orleans	Parishes – Jefferson, Plaquemine, St. Bernard, St. Charles, St. John the Baptist, St. Tammany, Tangiphoa, Washington
BOMA/Shreveport	Shreveport	Parishes – Caddo

APPENDIX F (CONTINUED)

BOMA LOCAL ASSOCIATION TERRITORIES BY COUNTY

BOMA LOCAL	PRIMARY MARKET	LOCAL ASSOCIATION TERRITORY
Maryland BOMA/Baltimore	Baltimore	Counties – Anne Arundel, Baltimore, Carroll, Frederick, Harford, Howard Independent Cities – Baltimore City
Massachusetts BOMA/Boston	Boston	Counties – Suffolk, Middlesex, Norfolk, Worcester, Plymouth, Bristol
Michigan BOMA/Metro Detroit	Detroit	Counties – Lapeer, Livingston, Macomb, Monroe, Oakland, St. Clair, Wayne, Washtenaw
BOMA/Mid-Michigan	Lansing	Counties – Clinton, Eaton, Gratiot, Ingham, Ionia, Mont Calm, Shiawassee
BOMA/West Michigan	Grand Rapids	Counties – Allegan, Kalamazoo, Kent, Muskegon, Ottawa
Minnesota BOMA/Duluth	Duluth	Counties – St. Louis
BOMA/Greater Minneapolis	Minneapolis	Counties – Hennepin
BOMA/St. Paul	St. Paul	Counties – Ramsey, Washington
Mississippi BOMA/Mississippi	Jackson	Entire State
Missouri BOMA/Kansas City	Kansas City	Missouri Counties – Cass, Clay, Jackson, Platte, Ray Kansas Counties – Johnson, Leavenworth, Wyandotte
BOMA/St. Louis	St. Louis	Missouri Counties – Pike, Lincoln, Montgomery, Warren, St. Francois, Ste. Genevieve, Madison, St. Louis, St. Charles, Franklin, Jefferson, Gasconade, Crawford, Washington, Iron Independent Cities – St. Louis Illinois Counties – Calhoun, Jersey, Greene, Macoupin, Montgomery, Madison, St. Clair, Monroe, Randolph, Perry, Washington, Clinton, Bond, Fayette, Marion, Jefferson
Nebraska BOMA/Omaha	Omaha	Counties - Douglas
Nevada BOMA/Nevada	Las Vegas	Entire State

BOMA LOCAL	PRIMARY MARKET	LOCAL ASSOCIATION TERRITORY
New Jersey BOMA/New Jersey	Newark	Counties – Bergen, Essex, Hudson, Somerset, Passaic, Sussex, Hunterdon, Warren, Mercer, Morris, Union, Middlesex, Summit, Monmouth, Ocean
New Mexico BOMA/New Mexico	Albuquerque	Entire State
New York BOMA/Capital Region - Albany	Albany	Counties – Albany, Columbia, Fulton, Greene, Montgomery, Rensselaer, Saratoga, Schenectady, Schoharie, Ulster, Warren, Washington
BOMA/Greater Buffalo	Buffalo	Counties – Allegany, Cattaraugus, Chautauqua, Erie, Niagara, Orleans, Wyoming
BOMA/Central New York	Syracuse	Counties – Cayuga, Cortland, Madison, Onondaga, Oswego, Seneca
BOMA/Greater Rochester	Rochester	Counties – Livingston, Monroe, Ontario
BOMA/Long Island	Long Island	Counties – Nassau, Suffolk
BOMA/New York	New York City – All Boroughs	Counties – Bronx, Kings, New York, Queens, Richmond
BOMA/Westchester	White Plains	Counties – Westchester, Putnam, Dutchess, Rockland, Orange
North Carolina BOMA/Greater Charlotte	Charlotte	North Carolina Counties – Alexander, Alleghany, Ashe, Avery, Buncombe, Burke, Cabarrus, Caldwell, Catawba, Cherokee, Clay, Cleveland, Davie, Davidson, Forsyth, Gaston, Graham, Guilford, Haywood, Henderson, Iredell, Jackson, Lincoln, McDowell, Macon, Madison, Mecklenburg, Mitchell, Polk, Randolph, Rockingham, Rowan, Rutherford, Stanly, Stokes, Surry, Swain, Transylvania, Union, Watauga, Wilkes, Yadkin, Yancy South Carolina Counties – All
BOMA/Raleigh-Durham	Raleigh-Durham	Counties – Alamance, Anson, Beaufort, Bertie, Bladen, Brunswick, Camden, Carteret, Caswell, Chatham, Chowan, Columbus, Craven, Cumberland, Currituck, Dare, Duplin, Durham, Edgecombe, Franklin, Gates, Granville, Greene, Halifax, Harnett, Hertford, Hoke, Hyde, Johnston, Jones, Lee, Lenoir, Martin, Montgomery, Moore, Nash, New Hanover, Northampton, Onslow, Orange, Pamlico, Pasquotank,

APPENDIX F (CONTINUED)

BOMA LOCAL ASSOCIATION TERRITORIES BY COUNTY

BOMA LOCAL	PRIMARY MARKET	LOCAL ASSOCIATION TERRITORY
North Carolina (cont.)		Pender, Perquimans, Person, Pitt, Richmond, Robeson, Sampson, Scotland, Tyrrell, Vance, Wake, Warren, Washington, Wayne, Wilson
Ohio		
BOMA/Akron	Akron	Counties – Summit, Stark Portage, Wayne
BOMA/Greater Cincinnati	Cincinnati	Ohio Counties – Hamilton, Clermont, and the southern portions of Butler and Warren Counties in Ohio (the northern portions of both counties are in Dayton’s territory) Kentucky Counties – Boone, Kenton, Campbell Indiana Counties – Dearborn, and Franklin Counties Counties – Cuyahoga, Geauga, Lake, Lorain
BOMA/Greater Cleveland	Cleveland	
BOMA/Columbus	Columbus	Counties – Champaign, Delaware, Fairfield, Franklin, Licking, Madison, Pickaway, Union
BOMA/Dayton	Dayton	Counties – Clark, Clinton, Drake, Green, Miami, Montgomery, Preble, and the northern portions of Butler and Warren Counties (the southern portion of each county is with Greater Cincinnati)
BOMA/Toledo	Toledo	Counties – Hancock, Lucas, Wood
Oklahoma		
BOMA/Oklahoma City	Oklahoma City	Counties – Cleveland, Oklahoma
BOMA/Tulsa	Tulsa	Counties – Cherokee, Craig, Creek, Delaware, Mayes, Muskogee, Nowata, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner, Washington
Oregon		
BOMA/Oregon	Portland	Entire State
Pennsylvania		
BOMA/Central Pennsylvania	Harrisburg	Counties – Adams, Centre, Cumberland, Dauphin, Franklin, Fulton, Huntington, Juniata, Lancaster, Lebanon, Mifflin, Northumberland, Perry, Schuylkill, Snyder, Union, York
BOMA/Philadelphia	Philadelphia	Pennsylvania Counties – Berks, Bucks, Chester, Delaware, Montgomery, Philadelphia; Delaware Counties – New Castle, Kent New Jersey Counties – Atlantic, Burlington, Camden, Gloucester
BOMA/Pittsburgh	Pittsburgh	Counties – Allegheny, Armstrong, Beaver, Bedford, Butler, Cambria, Clarion, Erie, Greene, Fayette, Jefferson, Lawrence, Mercer, Somerset, Washington,

BOMA LOCAL

PRIMARY MARKET

LOCAL ASSOCIATION TERRITORY

		Westmoreland Ohio Counties – Hancock, Brook, Ohio, Marshall
Tennessee		
BOMA/Chattanooga	Chattanooga	Counties – Hamilton, Marion
BOMA/Knoxville	Knoxville	Counties – Anderson, Blount, Knox
BOMA/Memphis	Memphis	Counties – Shelby
BOMA/Nashville	Nashville	Counties – Cheatham, Davidson, Dickson, Robertson, Rutherford, Sumner, Williamson, Wilson
Texas		
BOMA/Austin	Austin	Counties – Travis
BOMA/Corpus Christi	Corpus Christi	Counties – Nueces
BOMA/Dallas	Dallas	Counties – Dallas, Collin, Grayson, Ellis, Kaufman, Van Zandt
BOMA/Fort Worth	Fort Worth	Counties – Tarrant, Denton, Wise, Lubbock, Wichita
BOMA/Houston	Houston	Counties – Brazoria, Chambers, Fort Bend, Galveston, Harris, Liberty, Montgomery, Waller
BOMA/San Antonio	San Antonio	Counties – Bexar
Utah		
BOMA/Utah	Salt Lake City	Entire State
Virginia		
BOMA/Virginia	Richmond; Hampton Roads	All counties and independent cities excluding the counties of Arlington, Fairfax, Loudon, Prince William, Frederick, Shenandoah, Clarke, Rappahannock, Fauquier, Stafford, Culpepper, and Warren and these Independent Cities – Alexandria, Fairfax, Falls Church (in DCs area)
Washington		
BOMA/Seattle-King County	Seattle	Counties – King
BOMA/Spokane	Spokane	Counties – Spokane
BOMA/South Puget Sound	Tacoma	Counties – Pierce, Thurston, Kitsap
BOMA/Tri Cities (Kennewick)	Kennewick	Counties – Benton, Franklin, Yakima
Wisconsin		
BOMA/Wisconsin	Milwaukee	Entire State

BOMA International
1101 15th Street, NW
Suite 800
Washington, DC 20005
www.boma.org

