



AOBA
Apartment and Office
Building Association
of Metropolitan Washington

BUILD ON OUR **SUCCESS**

AOBA is Your Partner for:

Effective Advocacy | Professional Development | Community Outreach



WELCOME TO THE APARTMENT AND OFFICE BUILDING ASSOCIATION OF METROPOLITAN WASHINGTON

AOBA is the region's highly regarded, influential advocacy organization that keeps the bottom-line of our 500 members in clear focus.

Serving members for 35 years since its establishment in 1974, *AOBA speaks with a strong, collective voice*. Our members own or manage more than 214,000 apartment units and 163 million square feet of office space spanning Suburban Maryland, Northern Virginia and Washington, DC.

Our organization's invaluable package of services helps members succeed in today's challenging and competitive environment.

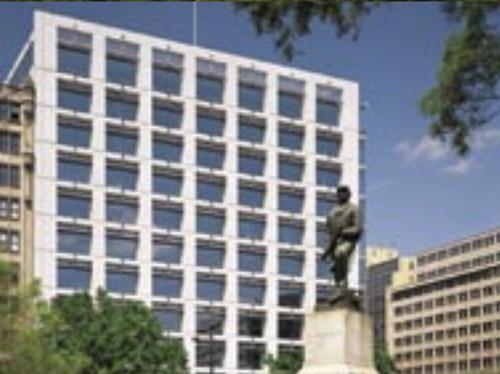
In addition to services detailed in this brochure, AOBA members enjoy extensive benefits – including federal representation – through our two national organizations – the **Building Owners & Managers Association International** (BOMA) and the **National Apartment Association** (NAA). Federated with both organizations, AOBA serves as the local chapter of BOMA and NAA.

Please read on to find out how you can build on AOBA's success. We look forward to welcoming you into our association community.

Sincerely,



Margaret "Peggy" Jeffers
Executive Vice President



PROTECTING YOUR ASSETS THROUGH EFFECTIVE ADVOCACY

The world of state and local politics is an ever-changing, wild and crazy place. Hundreds of legislative proposals, new rules, regulations and building codes are issued each year – with the power to increase your taxes or restrict your ability to manage your office or apartment building.

That's why you need AOBA's experienced advocacy team on your side every day. The team includes four full-time government affairs experts and an attorney who specializes in utility issues. AOBA serves as your vigilant partner at the endless hearings, government meetings and task forces, and lobbies for policies that make sense.

AOBA's advocacy staff – specialized in the unique concerns of members with properties in DC, Maryland and Virginia – keep you informed through special alerts, weekly “At Issue” emails and online headlines. You'll also have the opportunity to help set association policy, meet key government officials, and discuss concerns with your peers through AOBA's government affairs committees.

“ Our industry is under constant attack in the form of dozens of extremely onerous building and fire code changes pushed by regulators and special interest groups. Fortunately for us, AOBA has a seat at the table in the code review process and has been there to protect our companies from costly mandates.”

Cynthia M. Clare, Kettler Management

“ The respect that AOBA's advocacy staff has gained with legislators and regulators on all sides of the political spectrum in DC, Maryland and Virginia is truly impressive. Their long record of thoughtful, thorough analysis and proactive representation is key to our organization's numerous, significant 'wins.' ”

John Ritz, William C. Smith

Worried about your rising utility costs? Thanks to AOBA's ongoing fight for members' interests in utility rate cases, your company has the potential to save thousands of dollars on gas and electricity fees.

BUILDING INDUSTRY EXPERTISE AND AWARDING ACHIEVEMENT

Keeping good talent – and providing quality, targeted professional development – is a challenge for our industry. Though our federation with BOMA and NAA, AOBA can help your staff stay abreast of current industry trends and learn from real-life, best practices.

Through AOBA's seminars, certification courses and “green” education programs, your staff receives the information, professional contacts and resources they need to build value for your company and develop more rewarding careers.

Recognizing outstanding people – and amazing real estate management – is a long-standing AOBA value. From the prestigious Sidney Glassman Award and the Outstanding Leadership Awards to the TOBY program for commercial real estate, AOBA brings members closer together professionally and personally at quality events.

“ It is very inspiring to be part of the AOBA program that recognizes and rewards the hardworking management teams in our industry. The Office Building of the Year program (TOBY) highlights excellence in office building management. Whether you participate as an entrant, a judge, a vendor or a supporter, you gain valuable insights and experience. ”

Caroline Kruger, Boston Properties

“ We are flooded with information about environmental issues, regulations and mandates – as well as financial incentives. We continue to depend on AOBA for help in organizing the information and providing educational opportunities for our staff in the critical arena of energy efficiency and sustainability. ”

Al Moler, The Lenkin Company Management, Inc.



A high-angle photograph of a rowing team of ten people in a yellow boat on a body of water. The rowers are wearing white tank tops and blue and yellow shorts. They are all facing away from the camera, towards the front of the boat. The water is dark and has some whitecaps. The boat is yellow and has a black interior. The rowers are holding oars that are dipping into the water. The overall scene is one of teamwork and physical activity.

“The opportunity to work side-by-side and network with your professional colleagues while giving back to the community that supports us is invaluable. And AOBA pinpoints its focus to have a much larger impact.”

Mike Aschenbrenner, The Brickman Group, Ltd.

TEAMWORK BUILDS A **STRONGER COMMUNITY**

Enhancing our community is an integral part of AOBA's mission. Through teamwork, and guided by a dedicated committee of volunteers, AOBA's giving focuses on helping young people across the metro area. AOBA makes it easy for you and your staff to give back – and we make sure that your valuable time and financial support go directly to very deserving children.

PURCHASING POWER:

AOBA ALLIANCE, INC.

In the world of unregulated energy markets, knowing the best time to purchase is critical. That's where the AOBA Alliance comes in. A subsidiary of AOBA, the Alliance provides participants with energy market expertise and significant savings in energy costs.

More than 100 organizations have chosen to participate in Alliance offerings in both electric and natural gas services. Since its inception in 2000, the AOBA Alliance has saved its participants more than \$250 million in electricity costs!

“What does your firm do to ensure that your electricity and gas rates are as low as possible for you and your tenants? If you participate in the AOBA Alliance, you are doing everything humanly possible.”

David Bender, Blake Real Estate, Inc.



THE COMPANY WE KEEP

EXPAND
YOUR NETWORK

When you join, your network will expand to include a “who’s who” of the local real estate community. The following firms – Representing our Board of Directors and Advisory Council – are just a sample of the company we keep!

Akridge
Archstone
Avalon Bay Communities, Inc.
Bernstein Management Corporation
Blake Real Estate, Inc.
Boland
Borger Management, Inc.
Boston Properties
Bozzuto Management Company
The Brickman Group
Brookfield Office Properties
Capitol Concierge, Inc.
Carr Realty Partners
Cassidy Turley
CB Richard Ellis
Corporate Office Properties Trust (COPT)
CRC Commercial
Cushman & Wakefield
DARO Realty, Inc.
Duke Realty Corporation
Equity Residential
Gates Hudson & Associates, Inc.
Grady Management, Inc.
Greenstein DeLorme & Luchs, PC

Jones Lang LaSalle Americas, Inc.
Kay Apartment Communities
Kettler Management, Inc.
The Lenkin Company Management, Inc.
Lowe Enterprises, Inc.
Manders Decorating Company, Inc.
Manulife Financial
Oculus Realty
P & R Enterprises, Inc.
Realty Management Services
Scott Management, Inc.
Sherwin Williams/Duron
Shorenstein Realty Services
Southern Management Corporation
StonebridgeCarras Management
Tishman Speyer Properties
The Tower Companies
Transwestern
Urban Investment Partners
Vornado/Charles E. Smith
Washington Real Estate Investment Trust (WRIT)
William C. Smith + Co.
Woodmark Real Estate



Federated with:



JOIN US

It takes a village to build, protect and nurture our industry. Partner with AOBA and build on our success. We look forward to getting you engaged.

CONTACT

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More at www.aoba-metro.org

“ With expert staff in DC, Maryland and Virginia, AOBA maximizes its resources to cover all the bases effectively. With the added benefit of national advocacy and education initiatives from BOMA and NAA, what better value could you get for your dues dollars? ”

Mary Lynch, Akridge