



Memorandum of Understanding



**American Society of Heating, Refrigerating and Air-Conditioning Engineers
and
Building Owners and Managers Association International**

PURPOSE

In recognition of shared technical interests to foster superior building performance, The American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) and the Building Owners and Managers Association (BOMA) International agree to advance and promote the mutual interests of engineering and building operations and management. We are committed to work together toward the following goals:

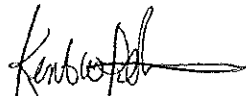
- Maintain effective communication between ASHRAE and BOMA to optimize efforts of mutual interest without duplication to ensure expertise and experience are shared
- Identify opportunities for shared operation services
- Identify opportunities for shared promotion and sales of member products and services
- Identify opportunities to collaborate on product development, and to give presentations at each other's conferences
- Share products prepared by both ASHRAE and BOMA with its members without impairing the value of membership in either of the organizations
- Where mutually beneficial, jointly promote educational programs to members (such as member discounts offered to the other's members)
- Where mutually beneficial, jointly identify, create and identify new products and services
- Encourage continuing dialogue between ASHRAE and BOMA at national, regional and local levels on issues of importance to engineers and building professionals
- Encourage collaborative and cooperative activities to promote continuing professional development
- ASHRAE and BOMA agree each organization shall cross-market, where appropriate, each other's products and services and that an appropriate compensation/commission be negotiated to compensate both organizations for such cross-marketing efforts
- BOMA and ASHRAE commit to support each other and fully participate in standard development areas, initially centering around ASHRAE Standards 62.1, 90.1, 180 and 189.1 working within the ANSI consensus standards development process

Each organization recognizes the unique and varying concerns of the other and neither organization will interpret or impose conditions herein to prevent the other organization from fulfilling its mission. Each organization will give proper recognition to each other for individual and joint efforts in reporting to their respective membership and to the general public.

This Memorandum of Understanding provides the framework for action and guidelines for interaction between ASHRAE and BOMA. This agreement should be reviewed on a periodic basis in order to (1) measure progress being made to accomplish the objectives of the agreement, and (2) to consider expanding the partnership relationship between BOMA and ASHRAE.

While this MOU is non-binding on the Parties, it sets forth the objectives of the Parties to work together. Furthermore, it is understood that this Memorandum of Understanding is conceived as a dynamic document, meant to change as circumstances and priorities warrant, that it is a beginning point and that any protocol of specific projects and activities developed is intended as an integral part of this understanding.

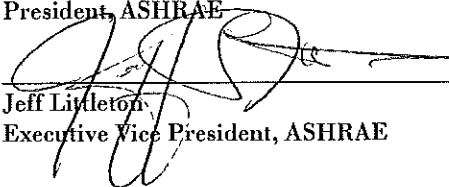
Executed this day of



Kent Peterson 1/20/08 Date
President, ASHRAE



Richard Purtell 1/20/08 Date
Chairman-Elect, BOMA International



Jeff Littleton 1/20/08 Date
Executive Vice President, ASHRAE



Henry Chamberlain 1/20/08 Date
President, BOMA International