BOMA Seattle King County - Industry Partner Membership:

Advancing Past the Industry Partner Waitlist

Industry Partner Membership is by company. In 2019 annual dues are $1,725. See membership documents for details.

There are two ways for Industry Partner Companies (contractors and vendors that supply goods and services to the commercial real estate industry) to become BOMA Seattle King County members.

1) Apply through the standard membership process. BOMA has a cap of 170 paid Industry Partner firms and this cap is generally reached by about February 1st each year. Firms applying after the cap is reached are placed on a waitlist until an opening occurs.

2) BOMA’s Board adopted a policy that allows advancement past the waitlist into immediate membership (and thus exceeding the cap until the next dues renewal cycle each January). A new member firm can advance past the waiting list by becoming an “Annual Sustaining Partner” at the Platinum or Gold level (see sponsorship benefit packages) or by sponsoring a qualifying event (list can be provided) at $5,000 or greater. We would be happy to talk with you about tailoring a sponsorship that is not listed.

Each year the number of firms on BOMA’s waitlist grows and generally reaches 30-50 firms by the annual deadline for membership renewal of February 1st. While the number of non-renewing Industry Partner member firms varies, approximately 15-20 openings occur each year. The exact number is not known until the February 1st deadline. On February 1st waiting list firms are promoted into membership until the 170 cap is reached (some firms are therefore on the waiting list for two or more years).

BOMA’s Board has authorized a mechanism for advancing past the waitlist directly into membership (assuming a firm otherwise qualifies for BOMA membership) if that firm becomes an annual Sustaining Partner at the Platinum or Gold level or by sponsoring a qualifying event or activity at $5,000 or greater. BOMA staff would be glad to provide further information.

Questions: Contact Cori Taniguchi in the BOMA office at 206-622-8924 ext. 103.
Qualifying 2019 special events & activities to advance past the waiting list
($5,000 Sponsorships)

BOMA Conference Room annual Sponsorship: $7,500
- This $7,500 sponsorship includes presentation of your company logo in the space. Sponsor also has the opportunity to provide cups, napkins, coasters in the space (supplied by sponsor). This is a great opportunity to get recognition as there are some 120 meetings a year including executive leadership meetings, committee meetings, classes and special projects.

BOMA’s Annual Golf Tournament Golf Cart Sponsor: $5,000
- $5000 sponsorship. The 2018 BOMA Golf Tournament will be held on Monday June 11th at the Golf Club at Newcastle. The tournament will feature approximately 288 golfers, 100 members from firms associated with golf hole and venue sponsorships and another 70 or more who join golfers and sponsors at the dinner and networking time after golf. Sponsors at this level will be recognized with logos on each cart at the tournament. Sponsors will also be recognized at three BOMA general lunch meetings prior to the event and one following the tournament and in BOMA’s E-news proceeding and following the event.
  (Note: There can be up to 2 sponsors recognized at this level)

BOMA’s Emerging Professionals Events: $5,000
- This $5,000 sponsorship supports not less than 4 networking events each year for BOMA’s emerging professionals program. Sponsor would be recognized at all EP events and up to three representatives from the sponsor company may participate.
  (Note: There are generally 3-4 recognized sponsors at each event)

Research Intern: $5,000
- This $5,000 sponsorship supports a summer intern to perform industry research in support of BOMA’s mission. Sponsor would be recognized at all BOMA general lunch meetings beginning when this sponsorship is selected as the sponsor of BOMA’s summer intern. The sponsor will also be recognized in a featured BOMA’ E-news article related to the intern’s work.

Oktoberfest Door Prize Sponsor: $5,000
- This $5,000 sponsorship opportunity allows you to be the exclusive door prize sponsor for the event. The only way to attend the Oktoberfest Tradeshow as an Industry Partner is to sponsor.

End of year Holiday Party: $5,000
- This $5,000 sponsorship would make you the exclusive major sponsor for BOMA’s highly anticipated annual Holiday Party. Sponsor would be recognized at three BOMA general lunch meetings prior to the event. The sponsor will be recognized in all communication (email and print) that is sent to members regarding the event. Sponsor will also be recognized during the event in the event program and with signage and or on the prezi.

Other Sponsorship Opportunities: $5,000
- Other special $5,000 sponsorships can be considered such as: Technology Tools in support of BOMA operations, Golf door prizes and others. Feel free to let us know if you have an idea that fits your needs.

Questions: Contact Cori Taniguchi in the BOMA office at 206-622-8924 ext. 103.
2019 Sustaining Platinum Partner $10,000

(Limit 10 Platinum Sponsors)

Platinum Sponsors receive more than $16,000 of value and the highest level of recognition and benefits throughout the year. Benefits include:

When you become a sustaining partner part of your support is considered pre-payment for events and credited to those accounts. The rest of your support comes in the form of recognition for your company’s partnership before members and the industry. The pre-paid events and sponsorships include:

Direct Value $4,675
- Your membership dues are included with your sponsorship. Estimated at ($1,725)
- BOMA seminars, luncheons and/or Holiday Event (1,000 pre-paid to your account)
- One standard booth at the BOMA Seattle King County annual trade show ($650)
- BOMA Golf Tournament venue/hole sponsorship ($700)
- If held, participation in an exclusive networking event limited to BOMA’s major sponsors with BOMA’s top leaders and other key principal members. (Estimated value $600)

Promotional Value over $14,000
- Your company logo in the signature lines of BOMA staff emails (see example) over 50,000 emails sent with your logo seen an estimated 50,000 times (Estimated value $3,000)
- Sponsorship includes a pre-paid 150 word description of your company’s goods and services with your logo including hyperlink on BOMA’s Sustaining Partner page on BOMA’s website (Estimated value $2,000)
- BOMA web site – you logo displayed along with the other sponsors most pages of BOMA’s website (Estimated value $2,000)
- Logo recognition in the BOMA Monthly E-News (Estimated value 2,500)
- A visual display of your company logo on all BOMA monthly luncheons tables and your company logo displayed on the luncheon PowerPoint (Estimated value $2,500)
- Five additional no charge “Business Category Listings” ($250 value)5
- Recognition in the BOMA office on the screen in the Entry and wall display BOMA office (Estimated Value 2,000)

Special notes: BOMA is happy to arrange a stepped payment plan for your sponsorship or trade some benefits if requested at the beginning of the partnership.

(1) A payment schedule can be arranged
(2) Non-refundable or non-transferable benefit of sponsorship. Please note that the maximum number of Holiday tickets that can be acquired with this benefit is 2. BOMA staff will help you track use.
(3) Platinum Sponsors get standard booth ($650 value) have first right of refusal to upgrade to one of the 10 Brew Stations (At a cost of $600).
(4) Most golf venue sponsorship opportunities are $700, some are higher and if your company selects a more expensive option, the difference will be invoiced. Rental fees for tents etc. are not included in this sponsorship. This benefit can be traded for 50% off of a foursome registration. If you would like to use this benefit for golfers instead of sponsorship we will need to know by April 30th.
(5) All BOMA members receive one free Business category Listing. Additional category listings are charged at $50 (Platinum Sponsors includes pre-payment of 5 additional category listings free of charge.)

BOMA can be flexible and is open to trading benefits to meet your needs and desires within the current value. BOMA reserves the right to cancel events and meetings, though it rarely happens. Sponsorship fees for benefits not used will be retained by BOMA. Benefits must be used within the calendar year and may not be carried over. BOMA event sponsorships are not exclusive.

Questions: Contact Cori Taniguchi in the BOMA office at 206-622-8924 ext. 103.