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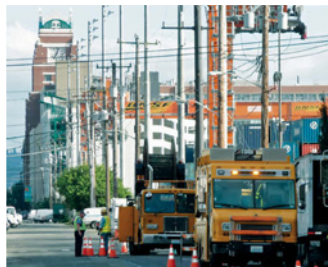
A PUBLICATION OF BOMA SEATTLE KING COUNTY

2012

BOMA Seattle King
County Celebrates

100
Years





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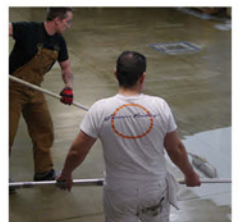
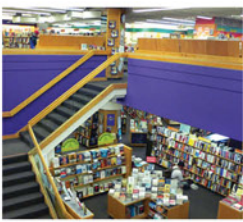
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BOMA

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BOMA SEATTLE KING COUNTY

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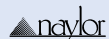
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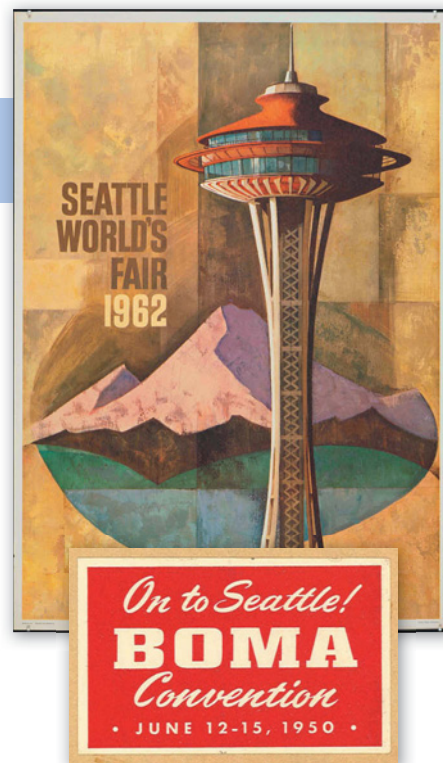
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EARL WAYMAN,
Chairman, BOMA
Seattle King County

STRONG, VIBRANT AND ENERGIZED

Congratulations to all present and past members of BOMA Seattle King County on achieving 100 years of service! Each of you, in your own way, has woven a piece of the fabric that is now BOMA Seattle King County.

We, who have recently inherited this organization from you, appreciate your efforts. We feel blessed and enriched to enjoy such a tremendous organization. Please rest assured; we plan to be careful, committed stewards of this gift we have received. We will not simply sit back and enjoy our good fortune. We fully intend to invest ourselves into the organization in order to deliver a still richer inheritance to our successors.

Most organizations don't survive a generation. A few exceptional organizations survive 50 years. Almost none survive for a century! Yet, BOMA Seattle King County has accomplished exactly that. Long-lasting organizations continue to thrive because they:

- Believe in their mission
- Trust and care for one another
- Flex to meet the needs of the times
- Demonstrate strong, committed leadership
- Serve their clientele selflessly and continuously
- Don't care who gets the credit as long as the job gets done

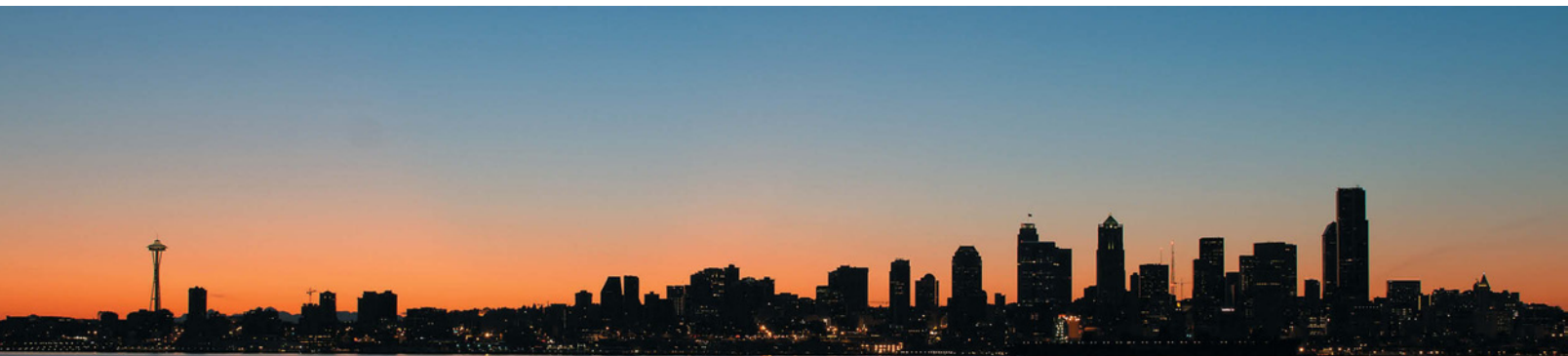
Everywhere I look within BOMA Seattle King County, I see present members who demonstrate these qualities every day.

Thus, we don't arrive at our centennial year feeling and acting as if we are old and struggling to survive. BOMA Seattle King County now stands poised at the threshold of its second-century feeling and acting strong, vibrant and energized—thoroughly prepared and excited to face new challenges and opportunities.

That's why, as the current BOMA Seattle King County chairman, I can stand shoulder-to-shoulder with our Principal members and Industry Partners to confidently declare: Although we relish our illustrious past, our best days are still ahead!

Earl Wayman, Chairman
BOMA Seattle King County

ALTHOUGH WE RELISH OUR
**ILLUSTRIOUS PAST, OUR BEST
DAYS ARE STILL AHEAD!**



Where value is built.

We turn pennies into dollars.

At a time when every item in your budget must justify its cost, BOMA Seattle/King County membership is more valuable than ever. For a membership cost of around one cent per square foot—a single penny—BOMA's advocacy continues to save you building operating expenses of up to \$1.00 per foot. That's a potential return of nearly 10,000% on your investment.

How does BOMA do it? Advocacy. From owner and tenant representation with utilities to lobbying and legislative representation at federal, state, and local levels, BOMA is constantly working to reduce the unnecessary taxes, costs, and regulations that make it hard for you to do business. Why do we do it? Simply put, because it's why we're here—to help owners, real estate professionals, and service providers in Seattle, Bellevue, and throughout King County keep and grow the value of their real estate investments.



\$ 0.15 per square ft.
per year

Energy Savings

BOMA owner and tenant representation with Seattle City Light and Puget Sound Energy has saved members on both sides of the water at least \$.15 per square foot annually.

\$ 0.35 per square ft.
per year

Tax Savings

BOMA lobbying has resulted in many successes—savings of \$3.6 billion in capital gains tax reduction, leasehold depreciation at 15 years vs. 39 years, energy-efficiency tax deductions, and no sales tax on janitorial services.

\$ 0.50 per square ft.
per year

Regulation Savings

BOMA advocacy has helped protect members from many cost-intensive burdens, including unnecessary OSHA indoor air-quality regulations, overly aggressive ADA requirements, and more reasonable L&I licensing rules.

Any one of these savings already exceeds the cost of a membership, but that's just the beginning when you join BOMA Seattle/King County. We combine our unrivaled advocacy with the best industry networking and educational resources in the region, and the professionals who manage your assets will have access to the latest information and best practices on everything from building codes and safety to security and sustainability.

Put your pennies
to better use.

Become a member of BOMA Seattle/King County today
and find an advocate for what matters to your business.

Visit www.bomaseattle.org or call 206.622.8924 today.



Building Seattle

100 YEARS OF BUILT HISTORY

The Beginning

BOMA Seattle from Origin and Incorporation to 1919

Although BOMA Seattle officially incorporated in 1912, there were many events and activities that led up to our organization's incorporation in the 20 years prior.

In early 1889, the commercial business core of Seattle was constructed of mostly wood buildings. The roads were still made of dirt and mud. The steep hills and rainy weather made Seattle difficult to navigate for everyone. Everything changed on June 6, 1889, when the Great Fire of Seattle burned down the majority of 32 city blocks. It was a blessing

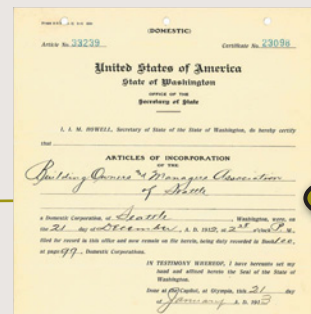
in disguise, as new opportunities arose to rebuild Seattle as a more structurally sound city. Many early commercial real estate developers such as James Clise, Charles Horton, David Whitcomb and others helped to shape Seattle during this time. Their early buildings are now official Seattle Historical Landmark buildings. These developers would also become founding members of BOMA Seattle.

Over the next 20 years, Seattle developed a new solid infrastructure including brick and mortar buildings, streetcars and roads. Seattle also established civil services and utilities such as a fire department, police



1910

Census counts population of 240,000 in Seattle and 284,000 in King County.



1912

BOMA Seattle becomes a corporation doing business in the State of Washington.

1910S



department and water utilities. We take all of these things for granted today, but they were instrumental in the development of a viable central business district whose owners and property managers would soon become the foundation of BOMA in Seattle.

As early as 1906, some of the building managers and owners held informal meetings to discuss issues that were currently affecting them. By 1908, bylaws took shape for a new organization devoted to advancing their interests. Leading in the effort was Charles E. Horton, a nephew of banker Dexter Horton, and the co-owner and manager of the New York-Block. This was where the Dexter Horton Building would soon be built, and it became one of the locations of the BOMA Seattle office for a short time.

When the bylaws of the association appeared, they reflected Horton's views. The purpose of the organization was stated in a single sentence: "The object of this association shall be the bringing together of owners of buildings or their representatives for the purpose of effectively bettering conditions pertaining to the conception, construction and management of buildings."

1909 was a turning point for Seattle history, and also marked the year that BOMA Seattle began formally

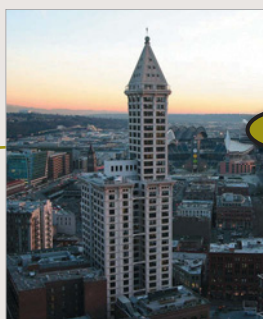


The Smith Tower, built from 1910-1914, opened July 4, 1914. At the time, it was the fourth tallest building in the world.



1912

BOMA Seattle hosts its first International Convention. *Courtesy Seattle Times.*



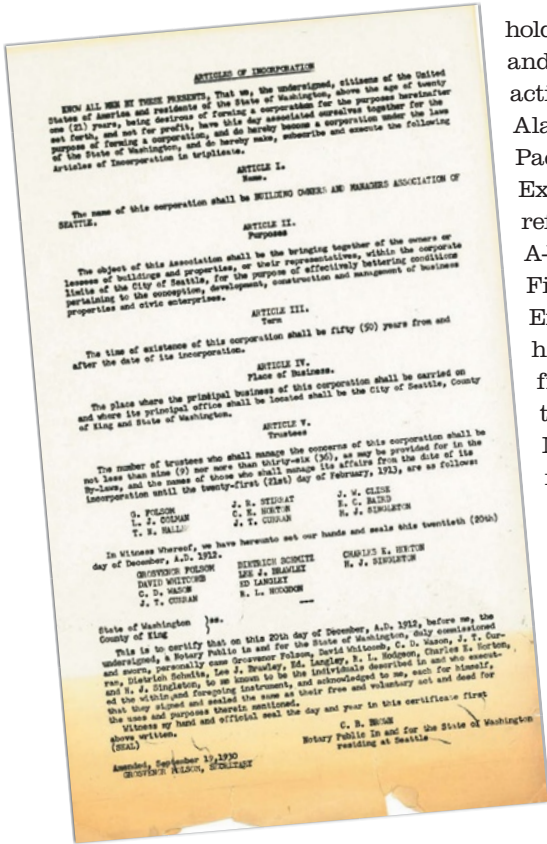
1914

Smith Tower, tallest building west of Mississippi River, opens in 1914. *Courtesy Wikipedia.org.*



1916

William E. Boeing builds his first airplane in a South Lake Union boathouse. *Courtesy SeattlePI.com.*



holding meetings and conducting activities. The Alaska-Yukon-Pacific World Exposition, (often referred to as A-Y-P), Seattle's First World's Exposition, was held in 1909 from April to October. More than 3.7 million people from all over the world came to the exposition that was held at the current site of the University of Washington campus.

By 1909, Seattle had almost 40 office buildings in the central business district. The individuals who owned and managed these buildings shared a number of challenges such as increased tax rates, construction regulations, increased competition for tenants and high insurance rates. These issues led building owners to seek a formal organization to address these common concerns. Between 1909 and 1912, BOMA Seattle began first official meetings and activities on a regular basis. It was also during these formative years that future founding members attended the annual BOMA International conventions. Each year they would put in a bid to have the BOMA International Convention in Seattle. By the third year, were able to host it for the first time in Seattle.

BOMA Seattle spent the first part of 1912 preparing to host its first BOMA International Convention in June. Delegates to the convention arrived by train. According to *The Seattle Times*, it took the delegates from Chicago six days to travel across the country, making many stops along the way including spending a night in Spokane, where delegates were hosted by the BOMA Spokane local, which also incorporated in 1912. Guests attending the convention in Seattle stayed at Hotel Savoy on Second Avenue between Seneca and Union streets. Today, the location of the Hotel Savoy is now a skyscraper called 1201 Third Avenue. The convention itself was held in the Arcade Building on Second Avenue between Union and University streets. The Arcade Building was the location of the BOMA Seattle office in 1912. Prior to that, the BOMA Seattle office was located in the Oriental Building in Pioneer Square.

In December 1912, the original incorporators of BOMA Seattle gathered together to officially sign and submit the articles of incorporation documents to Olympia. In addition to Horton included Grosvenor Folsom, David Whitcomb, C. D. Wason, J. T. Curran, Dietrich Schmitz, Lee J. Brawley, Edward Langley,

On December 21, 1912, the Building Owners and Managers Association of Seattle was incorporated.

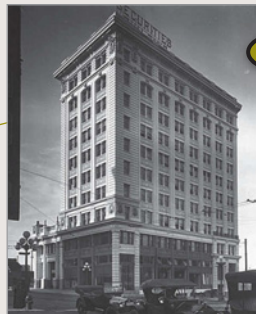
It was the first time Seattle had such abundant tourism. This event also helped BOMA Seattle establish its membership base.

Early BOMA reports dated as far back as 1909 noted that the BOMA members “exploited” the A-Y-P, by placing fliers in every elevator and building during the entire exposition to create awareness of our newly formed organization and to recruit new members. Clise, Hoge, Broderick, Kinnear and a few other BOMA members were actively involved in planning the A-Y-P.



1912

The Arcade Building, site of the first BOMA International Convention in Seattle.



1917

U.S. entry into WWI initiates a three-year hiatus on the construction of new buildings. Courtesy MOHAI.



1917

Lake Washington ship canal is completed, which connected Lake Washington to Puget Sound. Courtesy KUOW.org.



A waterfront panoramic view of Seattle as it was in 1912.

R. C. Hodgdon and H.J. Singleton. The nine original trustees of BOMA Seattle board included Folsom, Colman, Hall, Stirrat, Horton, Curran, Clise, Baird and Singleton. The documents had to be delivered on horseback. The official date they were entered in state records was December 21, 1912. We were then officially incorporated as BOMA Seattle.

Two years later, in 1914, the Smith Tower was dedicated. Its opening brought another 250,000 square feet of commercial space to the Seattle market. It became one of the most significant landmark buildings in Seattle for many years to come. Upon completion,

the 42-story office building was the tallest building west of the Mississippi River until 1931. It remained the tallest structure on the West Coast until the Space Needle was built in 1961. It was marketed as a tourist attraction due to its height. It is still standing today and is located at the north

edge of Pioneer Square on Second Avenue. The Smith Tower is an official Seattle City Landmark and on the National Register of Historic Places, and is still a place where people go to visit as a tourist destination.

In 1917 the U.S. entered World War I, which led to a three-year building construction hiatus since building materials were needed for the war effort. James Clise developed the Securities Building. It was the last building to be built in Seattle for many years; it began construction in 1916 and was officially completed in 1918. It is currently the location of the BOMA Seattle King County office.

The early years of BOMA Seattle were led by some of Seattle's greatest business leaders. These men not only helped found BOMA in Seattle, but also assured a successful beginning for BOMA Seattle by securing the city's first BOMA International Convention in 1912. BOMA Seattle's first chairman was Charles Horton who was in office from 1909 to 1911. Grosvenor Folsom succeeded Horton from 1912 to 1914, before Horton returned to the office again in 1915. H.J. Singleton then became chairman in 1916, followed by David Whitcomb from 1917 through 1919. A full listing of past BOMA chairmen can be found on page 37.



Original headline from 1912 announcing the BOMA International Convention in Seattle.



1917

Stanley Cup won by the Seattle Metropolitans hockey team. *Courtesy Wikipedia.org.*



1919

The City of Seattle takes over ownership of its extensive streetcar system. *Courtesy pauldorpat.com.*

1920s

The Post-WWI Economic Boom

As the nation entered the “Roaring Twenties,” so did Seattle’s commercial real estate industry and BOMA Seattle. The men who led this boom for BOMA Seattle during the 20s included chairmen: Roy J. Kinnear (1920-1923), George C. Wheeler (1924-1925), John H. Carter (1926), Charles E. Horton (1927-1928) and Andrew Steers (1929-1930).

Our organization was active with carrying out our mission to advocate and inform building owners and property managers of current issues. By its 12th annual meeting in 1920, BOMA Seattle reported that it had published 14 newsletters, received hundreds of column inches of newspaper publicity on behalf of its concerns, and most importantly, had kept city and county spending in check.

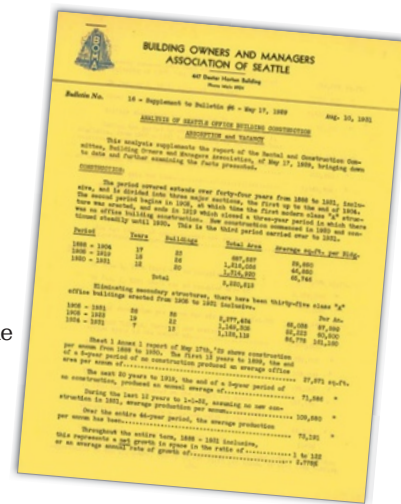
Lobbying became another frequent activity of BOMA Seattle during the 20s. An innovative and effective method used was the printing and distribution of issue cards – blotters (handbills) that presented the owners’ positions on selected issues. During 1922, our organization sent out more than 45,000 of the small blotters that became many industry professionals’ direct link with BOMA Seattle.

It was during the post-WWI economic boom that many of Seattle’s most iconic buildings were constructed. Classic Seattle buildings such as the Paramount Theatre, Rainier Club and Liggett buildings were built to keep up with the ever-rising downtown skyline.

Due to the rapid expansion and increased vacancy, the proselytizing of tenants became a problem. So BOMA took the lead to develop an Ethics Code for industry professionals in the 1920s. In 1922, the Ethics Code booklet had 17 rules. It was a very small booklet designed to fit in a coat pocket. An example of a partial quote from one of the Ethics Codes, No. 4 says, “No member shall directly or indirectly, by interview, letter, telephone or otherwise, personally solicit any tenant of another member’s building to vacate said building.”

The opening of the 1411 Fourth Avenue Building on Fourth Avenue and Union Street in early 1929 was an elegant addition to Seattle’s growing central business district. The building became a financial and transportation hub in downtown Seattle, with national and local investment brokers, insurance firms, and ticket offices for railway companies and steamship lines. Because of its unique Art Deco styling, prominent location and impressive modernistic stone façade, 1411 Fourth Avenue has been placed on the National Register of Historic Places and is designated as a Seattle City Landmark. It was also the location for the BOMA Seattle office for many years.

BOMA Seattle was an influential force in city politics in the 1920s. At the organization’s monthly membership meetings, a “Who’s Who” of Seattle’s top commercial real estate professionals emerged. More buildings were constructed and the vacancy rate rose to 17 percent by 1925. This rate continued to rise as new buildings glutted an already saturated market. Although a generally optimistic outlook continued and meetings reflected the organization’s general belief in its prosperous future, danger signs were prevalent. Despite the apparent growth of the economy, the office vacancy



A document from May 17, 1929, analyzes the absorption and vacancy of Seattle office building construction.

1920s



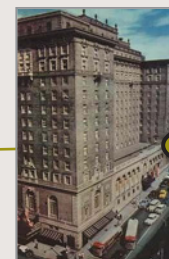
1920

Population of Seattle reaches 315,000 and King County nears 390,000. Courtesy www.eatatlowells.com.



1920

Office building construction boom begins in Downtown Seattle. Courtesy UW Library Special Collections.



1924

Community bonds fund construction of Olympic Hotel. Courtesy historylink.org.

1930s

Thriving and Surviving

rate remained over 17 percent through 1929, with new buildings scheduled to be completed that would increase the level of vacancies.

By the eve of the Great Depression, Seattle boasted more than two million square feet of office buildings. Seventy-five percent were members of BOMA Seattle. The Exchange Building was the only major office building to be built in Seattle between the stock market crash of 1929 and the end of WWII; it began construction in 1928 and opened in 1930. It is a 22-story Art Deco office building designed by John Graham & Associates. Upon its completion in 1930, the Exchange Building was the second-tallest reinforced concrete skyscraper in the U.S. One of BOMA Seattle's prominent figures and original incorporators, David Whitcomb, was a part of the original management team for the building. David Whitcomb was also on the 1931 convention committee and served as the vice president of BOMA International in the early 1930s. Sixty years later, on April 20, 1990, the Exchange Building was awarded Landmark status from the city of Seattle, and in 2002 it won The Office Building of the Year (TOBY®) award from BOMA International. The Exchange Building was a beacon of hope for BOMA Seattle during the Great Depression.

Few recognized the stock market collapse of October 29, 1929, as the end of prosperity.

In fact, during 1929, vacancy rates had decreased and general optimism increased to the point that BOMA Seattle expanded to its largest budget and staff since its founding. BOMA Seattle expanded to include the Associated Central Business Property Association. It also added a managing director, a public relations officer and increased clerical help. The budget of our organization reached \$30,000 for the first and only time in its history until the 1950s.



The 1929 stock market crash was the worst economic disaster of the 20th century. *The Seattle Times* noted how this would affect investors in December 1929.

BOMA Seattle became a resource for commercial real estate even during difficult times. Through its organizational and advocacy power, BOMA Seattle was instrumental in helping the majority of its members continue to do business and stay afloat during the challenging economic times. By keeping our members informed of the latest issues via regular newsletters, meetings and events, BOMA Seattle was able to remain strong and active.

In 1930, Rear Admiral Luther E. Gregory became the managing director for BOMA

Seattle. He had retired from the U.S. Navy before working on the Chicago Exposition. He had also been in charge of the Navy Yards and Docks and of the public works in Bremerton.



A 1930s view of downtown Seattle from the Exchange Building.

In 1931, BOMA International held another convention in Seattle. This was BOMA Seattle's second time hosting the BOMA International Convention, and they made sure to advertise a great deal to ensure strong attendance. An extensive public relations campaign and letters were sent encouraging BOMA members across the country to attend.

There were many activities and events planned, not only for the BOMA delegates, but also for their families. Unaffected by the economy, the convention was held at the Olympic Hotel, considered to be the fanciest hotel in Seattle. Tours of Mt. Rainier and



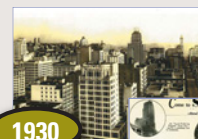
1926

Seattle elects Bertha K. Landes as first woman mayor of a major U.S. city.



1928

Boeing Field, Seattle's first municipal airport, opens. *Courtesy MOHAI.*



1930

Population of Seattle tops 365,000 and King County reaches 460,000.

1931

BOMA Seattle hosts its second International Convention.



1932

Aurora Bridge completed. *Courtesy www.monsterfresh.com*



Pacific Northwest Conference of Building Owners and Managers held in Vancouver, B.C., October 20-21, 1932.

Lake Washington Boulevard were planned. Over 500 delegates attended, representing more than \$6 billion in combined worth, according to *The Seattle Times*. This event was a monetary boom for Seattle.

Regional BOMA conferences were also held throughout the 1930s. In 1932, a regional conference was held in Vancouver, British Columbia. The conference photo is shown above. Also during the same time, David Whitcomb became the first BOMA Seattle former chairman to hold a vice president position at BOMA International. It was a very active time for BOMA Seattle members, and they pushed through the challenging times with even more activities, advocacy and events than ever before.

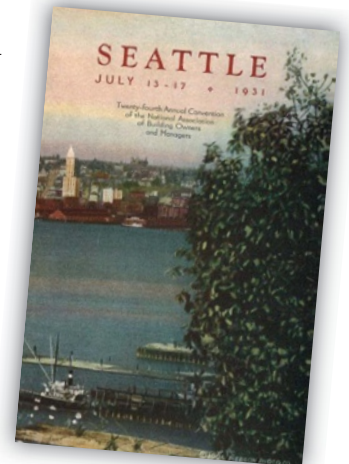
On November 21, 1935, BOMA Seattle leaders made the Stabilization Agreement to be an official document to be used by owners to help protect their assets and stabilize rates and vacancies. It was established to help protect owners from competition to solicit tenants. It was considered to be the document that helped to save Seattle commercial office space from unfair rates and unethical soliciting of tenants. It was kept active

through 1942 and activities were monitored by the Stabilization Committee.

BOMA Seattle continued distributing its newsletters, lobbying at city and state political meetings, and continued to hold networking and educational activities throughout the decade. It was due to these sustained efforts and activities that the spirit and enthusiasm for

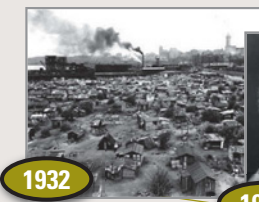
commercial real estate remained strong despite the stalled construction. BOMA Seattle members were able to keep the vacancy rates stable and continued to manage buildings for their owners and tenants. The commercial real estate industry did not crumble despite the local economy. This was due to the strong ethical codes and foundation of activities and advocacy that had been developed for more than 20 years by BOMA Seattle.

BOMA Seattle survived the Great Depression thanks to the guidance and leadership of chairmen Andrew Steers (1929-1930), Hamilton C. Rolfe (1931-1933), Ralph S. Hawley (1934-1935), R.F. Hewitt (1936-1937), A.H. Beebe (1938) and E.A. Hart (1939-1940). The next decade would bring more hope to the region, and BOMA Seattle was prepared to help our members be successful and prosperous.



Original program for BOMA's 1931 National Convention. ©Pierson Photo Co.

1930s



1932

"Hooverville" shantytown forms south of Pioneer Square. *Courtesy MOHAI.*



1932

Dorothy Bullitt becomes commercial property owner.



1932

The *Seattle Sunday Times* features the U.S.S. Akron, a naval airship that opened flight over Seattle.



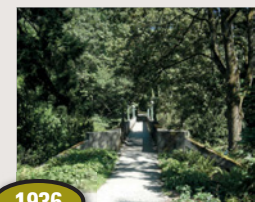
1933

Seattle Art Museum opens in Volunteer Park. *Courtesy UW Library Special Collections.*



1935

Prototype of Boeing B-17 makes maiden flight. *Courtesy MOHAI.*



1936

Olmstead Brothers' employee James Dawson designs Seattle's Arboretum in Washington Park. *Courtesy Wikipedia.org.*

1940s

Supporting the War Effort

In 1940, the Lacey V. Morrow Floating Bridge opened across Lake Washington. It was also known as the I-90 Floating Bridge and was the nation's first floating bridge. It connects the south part of Bellevue to Seattle across Lake Washington. This was a major turning point in Seattle's infrastructure history. It opened new opportunities for residents and businesses on both sides of Lake Washington.

The completion of the first bridge across Lake Washington in 1940 was a major event for Bellevue, bringing an influx of new residents. Bellevue Square, one of the first suburban shopping centers in the country, was built at that time by Kemper Freeman Sr. Bellevue Square was officially completed in 1946. The opening of the Frederick & Nelson store at Bellevue Square was celebrated with an orchestra and a radio broadcast.

BOMA Seattle supported the war effort wholeheartedly and participated in every domestic effort to conserve materials, collect scrap and organize civil defense efforts. The BOMA newsletter kept members informed of war-related measures, never complaining about

new limitations or regulations.

BOMA Seattle also provided members with practical advice on war-related issues. Members learned about insurance policies for war-related

losses. They received advice on staggered hours and carpooling to reduce traffic and conserve fuel. Members also read about the proper

places to store sand to be used against flammable bomb attacks. The BOMA Seattle office even sold the Roc bomb-shovel, which was 15 feet long and designed to safely shove firebombs off building roofs.

Government rental of office space presented some difficulties for Seattle building owners and managers. Only with some skillful negotiating did the Metropolitan Building Company convince the government not to occupy a large portion of the Olympic Hotel for its offices. BOMA Seattle became involved in related issues as it successfully lobbied the government to lift the artificial limits placed on rents to governmental agencies.

In 1944 and 1945, BOMA Seattle eagerly looked forward to the end of the war. It began making plans for dealing with the riotous celebrations sure to occur when the war in Europe ended. On a long-term basis, this organization also concerned itself with the post-war period when vacancy rates would inevitably rise from their almost non-existent levels. These outstanding efforts were led by the chairmen of BOMA Seattle during the 1940s who included George C. Marchett (1941-1942), Walter L. Wyckoff (1943-1944), W.P. Sprague (1945-1946), J.M. Ryan (1947-1948) and James M. Bradford (1949-1950), who later went on to become the first Seattle-area BOMA International president in 1952.



Downtown Seattle in 1942.



Population of Seattle stagnates at 368,000 while King County tops at over 500,000 people.



August 20, 1946, Bellevue Square opens in downtown Bellevue. Bellevue Square continues to be owned by Kemper Freeman Jr. and his family, one of the few shopping centers in the U.S. that has not been purchased by a Real Estate Investment Trust (REIT).



BOMA executives, 1943. Left to right: BOMA Secretary Major A.A. Oles; Manager, Arcade Building; General Beebe of the Taxpayers' Association; and unidentified.



1940 Boeing intensifies production of bombers at factories and hires large numbers of women and African American workers for the first time. *Courtesy Boeing.com.*



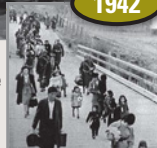
1940 Lake Washington Floating Bridge opens. *Courtesy Washington Department of Transportation Photograph Collection.*



1941 Trackless trolleys and buses replace streetcars in Seattle Transit System. *Courtesy MOHAI.*



1945 Boeing B-29s drop atomic bombs on Japan, effectively ending WWII. *Courtesy Wikipedia.org.*



1942 Due to U.S. entry into WWII, Japanese Americans are ordered to evacuate Seattle. *Courtesy Seattle Times.*



1946 University of Washington opens a medical school. *Courtesy neurosurgery.washington.edu.*



1949 Port of Seattle dedicates Seattle-Tacoma International Airport in 1949. *Courtesy portseattle100.org.*

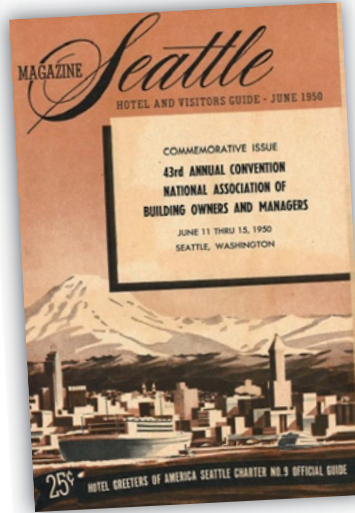
1950s

Coping With the Rapidly Changing World

After WWII ended, vacancy rates had risen minimally. This was due to the fact that no major office buildings went up in Seattle between 1929 and 1958. With a strong economy and an unsatisfied demand for expansion by existing businesses, any vacancies created by the government's departure from the office spaces were rapidly filled. The chairmen of BOMA during the 1950s including Ernest J. Riley (1951-1952), Leon de Turenne (1953-1954), R.B. Colwell (1955-1956), Eugene E. Dootson, RPA (1957-1958), and Donald H. Yates (1959-1960), helped lead the expansion of available commercial property that would come in the following decades.

BOMA Seattle welcomed in the new decade with its third BOMA International Convention held in Seattle in 1950. The convention returned again to the Olympic Hotel and included lectures on topics such as building maintenance, architectural construction, building modernization, new buildings, rental rates and policies.

BOMA Seattle began to address technical issues in reports and newsletters, helping its members cope with the rapidly changing world. Concerns varied from preserving cuspidors (spittoons) for tenants' use despite complaints by maintenance crews, to dealing with the end of free garbage-collection service. Two new vital concerns surfaced as central issues to BOMA Seattle: labor negotiations and modernization of the



For the third time, the BOMA International Convention was held in Seattle in 1950.

rapidly aging buildings. The Labor Committee, which oversaw negotiations with the various unions representing craft and service employees, became BOMA Seattle's most important benefit. BOMA Seattle became the official collective bargaining agent with the union, and BOMA Seattle members were able to avoid the

cost of individual negotiations and received a discount on union rates. BOMA Seattle also generally won advantageous rates over the contracts negotiated individually. These successes attracted new members to BOMA Seattle who sought the benefits inherent in collective bargaining.

BOMA Seattle's successes in this area were challenged by a new issue; the problem of a central core surrounded by rapidly growing suburbs. Shopping malls began to spring up on the edges of Seattle (such as Northgate Mall), and the concept of a downtown core came under close scrutiny.

By 1954, the vacancy rate had risen 8 percent. As the vacancy rates rose, so did complaints about the unethical poaching of tenants. The Stabilization Committee was revived to investigate unethical practices involved in the vacating of office space. Over the next four years, the committee struggled with the problem before reconciling themselves to the changing conditions of Seattle's commercial real estate. They turned to the Ethics Codes that were established by BOMA several decades prior and encouraged members to support each other instead of competing for tenants.

1950s



1950

BOMA Seattle hosts the BOMA International Convention for the third time. *Courtesy BOMA.*



1951

First summer "Seafair" held. *Courtesy seattlepi.com.*



1953

First stage of Alaskan Way Viaduct, first downtown "freeway" opens. *Courtesy seattletransitblog.com.*



The corner of Sixth and Virginia in 1955.

BOMA Seattle reached an understanding during these difficult years of the mid-50s that Seattle was more varied and complex than it had been 20 years earlier because the close-knit band of property owners and managers no longer dominated office space. No voluntary compliance with the Stabilization Agreement could be expected since a much wider group of people was involved in office rentals.

Seattle's downtown was undeniably deteriorating as the newest buildings were more than 20 years old. In the early 1950s, no Seattle downtown office building boasted central air conditioning; they all still relied on operator-run elevators, and the transition to florescent lighting was being made slowly. Traffic had become a major problem. Parking was difficult for workers and shoppers alike, and the central business district was seen as congested and unattractive. This era of out-of-date buildings ended in 1959, with the completion of the Logan and Norton buildings.

The Norton Building was the first building in Seattle to be hailed as the "handsomest, most efficient building in Seattle." It was the first Seattle building to have many modern amenities including centralized air conditioning, glass curtain wall style, International Design modern architecture, internal underground parking and the longest escalators outside of New York City. The smaller Logan building also had centralized air conditioning and many modern amenities. A new

era of modern buildings would usher in the 1960s for Seattle.

BOMA Seattle also largely withdrew from the political arena during the same period. In 1958, the Central Association of Seattle (now the Downtown Seattle Association) was born. The Central Association and BOMA Seattle became industry partners—a relationship that endures to this day. BOMA Seattle even provided a yearly stipend for the Central Association, which addressed itself almost exclusively to questions of downtown development. It was the Central Association that worked with the city to develop Century 21 Exposition, the World's Fair, which did so much to revive the downtown area and push Seattle forward as a major tourist attraction and commercial center in the next few years.

BOMA Seattle, while supporting these efforts, and participating in them financially and through other tangible means, concentrated on other issues after the mid-1950s. Labor concerns remained central to BOMA Seattle, which would organize a pension plan for building employees in the 1960s.



J. Clydesdale Cushman (left) and John C. Knight (center) prepare for a toast at the Olympic Hotel during the 1950 International Convention held in Seattle.



In 1952, James M. Bradford becomes first BOMA International president from Seattle.



1953

Bellevue incorporates with a population of 10,000. *Courtesy historylink.org.*



1954

Seattle expands to its present boundaries. *Courtesy wikimedia.org.*



1958

Norton Building is Seattle's first modern office building and the first with curtain wall style architecture and air conditioning.



1958

King County voters approve "Metro" plan to clean up Lake Washington. *Courtesy Washington State Archives.*

1960s

Showcasing the City



A bird's eye view of Seattle from the 1960s. Photo courtesy Aerolist.

The 1960s brought a sense of urgency to improve Seattle tourism, and the focus during the first couple years was to get ready to host the Century 21 Exposition, the Seattle World's Fair. Many efforts were made to promote the World's Fair as a way for Seattle to showcase its city. Nearly 10 million people attended the Century 21 Exposition between April 21 and October 21, 1962.

The Space Needle and the World's Fair exhibits were built in less than two years, along with the monorail,

performing arts center and sports arena to become what is now known as Seattle Center. The monorail became a major attraction and helped link the downtown shopping district with the Seattle Center, even after the World's Fair.

Fifty years later it continues to run on a daily basis between Westlake Center and Seattle Center.

In the 1960s, BOMA Seattle also became an

advisory body for the city of Seattle and Washington State Code Committees. BOMA Seattle represented the members from a commercial real estate industry point of view to express concerns and provide advice for specific codes in order to aid city, county and state regulatory bodies to develop building codes.

BOMA Seattle gained greater influence and visibility on a number of issues in the city during the 1960s. During this time, the Downtown Seattle Association (formerly named the Seattle Central Association) and BOMA Seattle also partnered together to help "save" downtown businesses from suburban sprawl. The Downtown Seattle Association involved itself in a wide range of projects, including the 1968 Westlake Center Project and much more.

The year of 1963 brought another milestone to Seattle history with the opening of the Evergreen Point Floating Bridge, also known as the 520 Bridge. This helped to improve traffic across Lake Washington and linked Seattle to Redmond and the north part of Bellevue. The other floating bridge, the I-90 Bridge, which opened in 1940, linked Seattle to the southern part of Bellevue.

The 10-year-old city of Bellevue became the new central city for east King County and would experience even more growth in both commercial and residential development from this point forward.



Nearly 10 million people attended the Seattle World's Fair, held April 21–October 21, 1962.

1960s



1960

In the 1960s, Downtown Seattle Association and BOMA Seattle partners help save downtown businesses from suburban sprawl. *Courtesy Aerolist.*



1962

The Century 21 Exposition was a World's Fair held April 21 to October 21, 1962; nearly 10 million people attended the fair, which left as a part of its legacy, the Space Needle, monorail and many of Seattle Center's buildings. *Courtesy Washington State Historical Society.*



1963

Evergreen Point Floating Bridge opens. *Courtesy WSDOT.*



1965

Major earthquake rattles King County on April 29, 1965. *Courtesy Seattle Post-Intelligencer Collection.*



1967

Interstate 5 completed and opened from Tacoma to Seattle.



Opened Aug. 28, 1963, the Evergreen Point Floating Bridge is the longest floating bridge, carrying State Route 520 across Lake Washington from Seattle to Medina. *Photo courtesy WSDOT.*

BOMA Seattle stayed in touch with Bellevue property managers and continued to connect with Bellevue and Redmond commercial building growth. Bellevue wasn't just for golf tournaments anymore; this area would soon become a major part of King County commercial real estate.

From the 1960s to present, the city of Bellevue has grown to skyscraper heights and shed its "suburban" status to become a thriving metropolis and a high-tech hub. Bellevue's gleaming downtown, which continues to grow dramatically, provides office space for thousands of professionals as well as condominiums and apartments for people who want to live in an urban setting.

The 1960s also saw major growth and development in Seattle-based Boeing, and the shift from train and boat to air travel boosted the airline industry. Seattle experienced a large growth in population during this decade. In 1968, the Port of Seattle, which owns Sea-Tac International Airport, finalized plans for major expansion to support the growth experienced in airline travel.

BOMA Seattle thrived under outstanding leadership in this decade thanks to Donald Yates (1959-1960), Jack Dierdorff, RPA (1961-1962), L.C. Fuchek (1963-1964), A.H. Clise (1965-1966), Monty Morton (1967-1968) and H. Martin Smith Jr. (1969).

1970s

Flourish and Growth despite Poor Local Economics

BOMA Seattle remained strong and continued to improve and increase services to our members in the 1970s. Membership increased despite the local economic downturn of the aerospace recession in the early 1970s.

In 1970, several BOMA International leaders developed an organization to manage property management education. The Building Owners and Management Institute adopted the abbreviation of BOMI International and became an independent institute for facility and property management education. They developed designations that became standards in the industry, and the RPA designation became a standard requirement for higher-level property management positions. Each BOMA local across the country would have the opportunity to



In 1976, former Seattle BOMA president, Jack Dierdorff, became the president of BOMA International, the second Seattle-area BOMA International president.



1969

First Boeing 747 flies in 1969. *Courtesy aviationexplorer.com.*



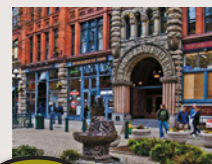
1969

Boeing-built Saturn booster sends Apollo 11 on first moon-landing mission in 1969. *Courtesy paranormalknowledge.com.*



1970s

BOMA has made a great effort for building Seattle to be the nation's fire-safety capital.



1970

Pioneer Square established as Seattle's first Historic District. *Courtesy John C. Dvorak.*



1970

Voters approved saving the market; seven-acre Pike Place Market Historic District established. *Courtesy alaskainpictures.com*

offer these BOMI classes on a local level. Many began to offer these classes as an added benefit to members and to attract potential new members. BOMA Seattle was quick to adopt the educational opportunities and began to expand its educational offerings to include designation classes for its members.

These industry-standard designations, including Real Property Administrator (RPA® designation), Facilities Management Administrator (FMA® designation), Systems Maintenance Administrator (SMA® designation), and Systems Maintenance Technician (SMT® designation), ensured that property and facility professionals would have the critical knowledge and skills needed for personal and organizational success. This helps to add value to their resume and shows they have the proven skills needed for the hiring organizations.

The 1970s were also a period of membership and territorial growth for BOMA Seattle. Geographically, BOMA Seattle expanded its membership borders to include the Eastside and South King County, the two fastest-growing regional areas. BOMA Seattle enjoyed a surge of new members as a result of increased office portfolios.

BOMA Seattle decided to expand our membership by establishing a second membership category for companies that serve the office buildings. These firms, which include cleaning services, maintenance companies, product suppliers and other vendors, grew to outnumber the principal



Airline regulations and overspending lead to Boeing laying off a third of its workforce. *Photo courtesy The Seattle Times.*



Opened in 1976, the Kingdome was a multi-purpose stadium located in Seattle's SoDo neighborhood. It was best known as the home stadium of the Seattle Seahawks.

members. These were called Associate Members for many years, and today this membership category is called Industry Partners.

BOMA led advocacy efforts in the 1970s towards improving and developing implemental fire safety standards for buildings. It worked with the city and state to establish a number of fire-safety related legislation and codes and policies. Seattle became known as our nation's fire-safety capital.

In 1976, former Seattle BOMA president, Jack Dierdorff, became the second Seattle area BOMA International president.

BOMA Seattle was able to flourish and grow in the 1970s despite all of the local economic challenges. Leadership helped members thrive during the difficulties of the mid-70s. BOMA Seattle presidents from the 1970s included Hoge Sullivan (1970-1971), Donald J. Covey (1972-1973), James H. Todd (1974-1975), Donald L. Sander (1976-1977), and William R. Bannecker (1978-1979). Because of their leadership, support and commitment, BOMA Seattle continued to be successful in the 1970s.

1970s



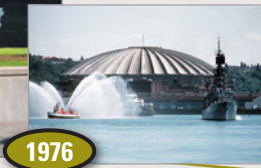
1971

Seattle City Light increases electric rates for the first time since 1920 beginning on Aug. 3, 1971. *Courtesy Seattle City Light.*



1975

Microsoft, the software giant, is founded by Bill Gates and Paul Allen in 1975. *Courtesy KOMONews.com.*



1976

The Kingdome opens. *Courtesy Wiki Commons.*



1976

Jack Dierdorff, from Seattle, became the BOMA International president.



1977

Seattle's new professional baseball team, the Mariners, plays its first game on April 6. *Courtesy Wiki Commons.*



1979

Seattle SuperSonics won NBA Championship. *Courtesy Blog SuperSonics.*

1980s

A Changing Skyline and Successful Growth

Economic vitality in the Puget Sound area was extraordinary in the 1980s. Housing prices skyrocketed. Kirkland and Bellevue continued to blossom. Meanwhile, Redmond grew quietly and experienced its own massive growth spurt on the cusp of the 21st century.

In 1980, Kemper Freeman Jr. and his father, Kemper Freeman Sr., joined in formally kicking off a \$142 million redevelopment project at Bellevue Square. Frederick & Nelson, Nordstrom and JCPenney expanded their Bellevue stores, and the Bon Marché agreed to build a new store at Bellevue Square. The grand reopening occurred under Kemper Freeman Jr.'s supervision on May 7, 1981.

In 1984, BOMA Seattle officially became BOMA Seattle King County. BOMA Seattle King County also celebrated its 75th anniversary in 1984, where it counted 1909-1984 as the 75 years. The anniversary year was promoted with a big event, a publication and the distribution of promotional items.

In 1985, Bill Gates and Paul Allen, cofounders of Microsoft, chose Redmond to be the location of their new corporate campus after a decade of successful growth. This move helped to dramatically increase the residential and commercial property growth of Redmond over the next 20 years. Nearby areas of Duvall and Sammamish would also experience population growth due to Microsoft's expansion.

In the late 1980s, Seattle's skyline was changing rapidly as developers rushed to build the newest and best office spaces. Two Union Square, Pacific First Centre, Metropolitan Park II and Columbia Tower were all finished in the decade. 11.4 million square feet of new office space was added in the Seattle CBD



A bird's eye view of Seattle from the 1980s. Photo courtesy Aerialist.

Martin Selig, a prominent Seattle developer, borrowed \$205 million in 1981 to develop the Columbia Center property. The center was completed on January 12, 1985. Photo courtesy CAC Property Management.

(Central Business District) and Denny Regrade area, according to "The Market Update" created by The Norman Company.

Membership in BOMA also grew considerably during the 1980s. As BOMA solidified its role as a collective bargaining agent, virtually all new office space in Seattle joined the organization. According to President Dave Cortelyou (1983-1985), approximately 95 percent of large office buildings were represented in BOMA Seattle King County. Owners and managers of the new office space on the Eastside and to the south often became BOMA Seattle King County members.

BOMA Seattle King County consistently provided a model for its sister BOMA locals throughout the U.S. In the 1980s, BOMA International began expansion overseas and around the world, allowing BOMA to connect with locals in different countries in North America, Europe and Asia. A few BOMA International programs even originated in Seattle, such as the Experience Exchange Reports, which have been used since the 1940s in the Seattle area and nationally.

BOMA Seattle King County has remained a constant and vital part of the industry in this region throughout our existence. BOMA International recognized BOMA Seattle by awarding it the BOMA International Outstanding Local Association of the Year Award in 1986. BOMA Seattle King County executive, Ron Miller, accepted the award at the BOMA International Convention.

BOMA Seattle King County's advocacy efforts accelerated in the 1980s. It hired Lobbyist Mark



1980s

Buildings with 11.4 million square feet of new office space were added in the Seattle CBD and Denny Regrade area; including Two Union Square, Pacific First Centre, Metropolitan Park II and Columbia Tower. Courtesy Aerialist.



1980

Kemper Freeman Jr. and his father joined in formally kicking off a \$142 million redevelopment project at Bellevue Square. Courtesy Awungfo.



1985

The 76-story Columbia Center (Bank of America Tower) is completed; it becomes the city's tallest building. Courtesy CAC Property Management.



1986

BOMA Seattle King County wins Outstanding Local Association of the Year Award.



Gjurasic, established "Olympia Day" and the Washington Political Action Committee (PAC). As a result of this increased presence in Olympia, the state legislature began to recognize BOMA Seattle King County when making decisions that would impact building owners in the Seattle area.

On May 16, 1989, Initiative 31, the Citizens' Alternative Plan (also known as CAP), which set growth limits on downtown Seattle, won at the polls. The initiative established density and height limits on new construction and "design review" to permit the city to modify project plans. This was a major advocacy issue for BOMA members for several years leading up to it being passed. Although the city rezoned the downtown area in 1985, it did not slow new development for office space. Major projects began at the same time, but they did not finish together. Additional office inventory brought competition in rents.

BOMA Seattle King County continued to grow and expand educational offerings in the 1980s. BOMA offered a greater amount of BOMI designation classes, customized informative educational seminars that discussed trends in commercial real estate topics. BOMA Seattle King County has provided added value to its members by keeping them current with the latest in legal issues, current trends, and the best in property management practices and ethics. BOMA Seattle King County continued to provide timely and relevant educational offerings for commercial real estate professionals throughout the 1980s and beyond.

BOMA Seattle King County presidents in the 1980s included Richard H. Anderson, RPA (1980-1981), H. Martin Smith Jr. (second term in 1982-1983), David C. Cortelyou (1984-1985), William W. Krippaehne Jr. (1986-1987) and Fred Miller (1988-1989). It was an exciting time to be involved with BOMA Seattle King County, and many current Board of Director members were just beginning their careers during this decade.

1990s

Breaking Barriers and Expanding Core Activities

The Puget Sound office market continued to show impressive strength during the 1990s as a flood of high-tech companies helped expand the tenant base. Demand was even stronger on the Eastside, with tenants such as Safeco, Microsoft, Nintendo and many more.

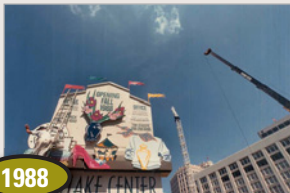
In 1992, BOMA International's 85th Annual Convention was held in Seattle at the Washington State Convention Center. It was the fourth time that BOMA International held its convention in Seattle. In 1994, BOMA executive Ronald Miller, a former navy pilot and captain, retired. For the first time, BOMA Seattle hired a member, Rod Kauffman, who had been the director of Property Management at the Space Needle, to take over the BOMA executive reigns.

The 1990s marked another decade of growth for BOMA



In 1998, BOMA finally and belatedly broke the gender barrier by electing the first of many female presidents, Janice Olson, RPA.

1980s



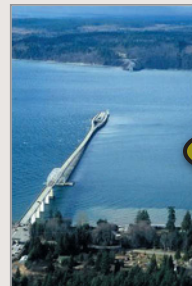
1988

Westlake Center opens in downtown Seattle. *Courtesy Seattle Municipal Archives.*

Citizens Alternative Plan Passes

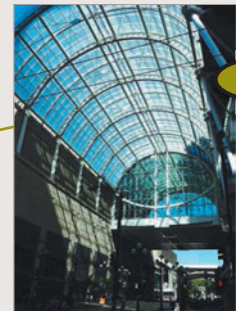
1989

Citizens Alternative Plan wins at the polls on May 16, 1989.



1990

The Interstate 90 floating bridge sinks in a storm in 1990. *Courtesy Skyscraper.com.*



1992

BOMA held 85th Annual International Convention in Seattle at Washington State Convention & Trade Center in 1992.

Seattle King County, especially on the Eastside. This was due to the expansion of technology, manufacturing, biotechnology and retail businesses in Woodinville, Kirkland, Redmond, Bellevue, Issaquah, Sammamish, Tukwila, Renton and Kent.

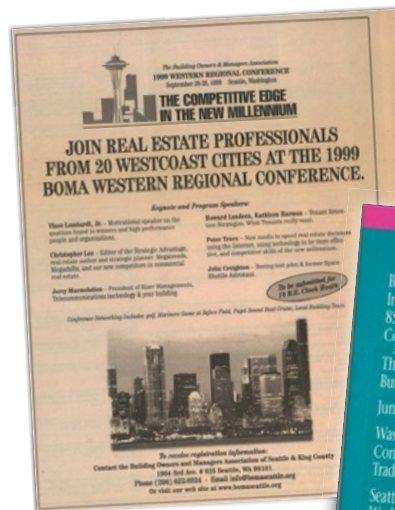
The Outstanding Building of the Year (TOBY®) Awards, honoring the best in commercial buildings, had outstanding recognition during the 1990s. The three Seattle King County 1990-1991 TOBY International winners marked the first time Seattle King County-area buildings received TOBY International Awards since the awards began in 1985-1986.

The TOBY competition season begins in the fall and then culminates in the spring. The award is given in June at the BOMA International Convention. The contest entails many areas of a building's energy efficiency, aesthetic appeal and operation standards. There are many categories, by size and also by type of building, so the buildings can compete at the same level. For a detailed list of TOBY International Award winners from the 1990s and 2000s, please see pages 44 and 45.

The local winners of the TOBY International Awards included Transcoastal Skyline Tower in Bellevue (1990-1991), Henry M. Jackson Federal Building, Bellevue Place (1990-1991), Bellevue Place (1991-1992), Pacific First Centre (1991-1992) and NOAA/Western Regional Center in Seattle (1991-1992). Honorable Mention went to Eastgate Office Park in Bellevue at the 1991-1992 awards ceremony as well. In 1998, there was a significant milestone in BOMA Seattle King County history. After more than a decade of active involvement in BOMA, Vance Corporation's Janice Olson, RPA, became the first woman to break the gender barrier when she became president of the BOMA Seattle King County Board of Directors. She served from 1998-1999.

BOMA Seattle King County continued to expand its core activities by hosting a BOMA International

Convention, having the first woman president, and many more advocacy and educational highlights. These were a result of outstanding leadership, committed members and a strong BOMA Seattle King County staff. Presidents of the Board of Directors for this remarkable decade included: Al Clise (1990-1991), William L. Dickinson (1992-1993), Stephen W. Camp, RPA (1994-1995), Joseph E. McWilliams, RPA (1996-1997), Richard Stevenson (1997-1998) and Janice Olson, RPA (1998-1999).



On September 26-28, 1999, the BOMA Western Regional Conference was held in Seattle with hundreds of real estate professionals from 20 West Coast cities in attendance.



In 1992, BOMA International's 85th Annual Convention was held in Seattle. It was the fourth time BOMA International held its convention in Seattle.



1998

Janice Olson became the first Woman Chairman for BOMA Seattle King County.



1998

Benaroya Hall opens in 1998. *Courtesy Seattle Symphony.*



1998

In 1998, Nordstrom replaced its downtown Seattle store with a new flagship location in the former Frederick & Nelson building across the street; at 383,000 sq. ft., the downtown Seattle location is the chain's largest store. *Courtesy About.com.*



21st Century & Beyond

Representation, Educational Offerings, Community Outreach and Sustainability

From building codes and land use policies to taxation, utility rates and regulations, BOMA Seattle King County has a 100-year track record of adding value for our stakeholders through advocacy at the federal, state and local levels. BOMA Seattle King County, working in cooperation with BOMA International, has been the voice of commercial real estate representing the best interests of owners, real estate professionals, tenants and industry partners.

BOMA advocacy has helped craft more reasonable government regulations from OSHA indoor air quality standards, to ADA requirements and L & I licensing for building engineers. In the first dozen years of the 21st century, BOMA has coordinated significant advocacy efforts to ensure sustainability mandates are appropriately challenging yet reasonable.

BOMA has been a constant advocate on taxes impacting commercial real estate and our associated Industry Partners in such matters as capital gains, leasehold depreciation, energy tax deductions, and local excise and sales taxes that impact the value of our members' companies and investments.

In 2010, the BOMA International's Government Affairs Award for "Outstanding Government Affairs Committee" was presented to BOMA Seattle King County Advocacy Chair, Lyn Krizanich and BOMA

Executive Rod Kauffman by 2010 BOMA International Chairman Jim Peck (see picture in timeline below).

Since 2000, BOMA Seattle King County has expanded our educational offerings. Not only did we continue our partnership with BOMI International offering professional designations, but BOMA Seattle King County became a registered real estate school in Washington State. With the guidance of BOMA's educational programming leaders, BOMA Seattle King County has become a well-respected commercial real estate school in Washington.

In recent years, BOMA has made significant contributions to two community organizations that deliver essential and vital services. From 2003 to 2008, BOMA Seattle King County partnered with Ryther Child Center to advance its mission of developing safe places and opportunities for children, youth and families to heal and grow so they can reach their highest potential.

Beginning in 2009, BOMA's community outreach partner has been the Downtown Emergency Services Center (DESC), whose mission is to work to end the homelessness of vulnerable people, particularly those living with serious mental or addictive illnesses. In



In 2012, the Downtown Emergency Services Center presented BOMA Seattle King County with a "Citizenship Award" plaque.

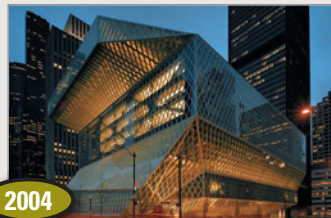
2000s



2000
Kingdome implosion on March 26. *Courtesy Wikimedia Commons.*



2001
A magnitude-6.8 earthquake rattles the Puget Sound area, causing more than \$1 billion in damage. *Courtesy Barry Lancaster.*



2004
The Seattle Central Library opens in downtown Seattle. *Courtesy Architectural Media.*



2007
Amazon.com announced it would be consolidating its Seattle offices in South Lake Union in 2007, with occupancy that began in 2010. *Courtesy The Seattle Times.*

2012, DESC presented BOMA Seattle King County with a “Citizenship Award” to thank BOMA and BOMA’s members for their contribution of time and financial resources including an annual day of caring involving nearly 100 volunteers, an annual \$10,000 special fundraiser and many other contributions related to facilities improvements, donations of equipment and supplies.

Also in the last decade and a half, BOMA Seattle King County was a “sustainability” advocate, well before this term was popular. As Leadership in Energy and Environmental Design (LEED) became an industry “best practice,” BOMA helped promote sustainability in creative ways. In 2008, BOMA Seattle King County introduced the Kilowatt Crackdown, a contest to achieve higher energy efficiency and savings in buildings. It became wildly successful and has been adopted by other BOMA locals across the country. BOMA also encourages other sustainability certifications such as Green Globes Professional certification and BOMA 360.

In the early 2000s, BOMA International developed a webinar series called the BOMA Energy Efficiency Program (BEEP). BOMA Seattle King County modified BEEP classes so that they could be offered in a classroom setting. Well over 200 commercial real estate professionals completed the BEEP series in Seattle.

BOMA Seattle King County partnered with BetterBricks of Northwest Energy Efficiency Alliance (NEEA) and other local sustainability-based organizations to educate commercial real estate professionals including how to benchmark their buildings through EPA’s Energy Star Portfolio Manager.

In 2012, BetterBricks of NEEA recognized BOMA Exec Rod Kauffman as the Advocate of the Year. It was a special honor to have BOMA International President Henry Chamberlain and BOMA International VP of Communications and Marketing Lisa Prats visiting Seattle for the event.

In June 2012, BOMA International held its annual conference in Seattle for the fifth time. Over 4,000 industry professionals from around the world participated in the conference. BOMA Seattle King County hosted over 1,500 attendees for the

opening night event at the Museum of Flight.

Another focus of BOMA Seattle King County has been to develop future leaders with our Young Emerging Professionals (YEPs). The plan is to establish resources and opportunities for education, mentoring and networking between seasoned professionals and early career professionals. BOMA Seattle King County has been recognized nationally as a leading local BOMA YEPs. These activities coupled with new professional designation and certificate programs have proven to be a great way for both new professionals and more established professionals to polish their skills and enhance their careers even further.

The 2010s decade provides many new opportunities for today’s real estate professional. Technological advances and highly trained professionals have combined to help make buildings more energy efficient than ever. Today, there are over 161 million square feet of office space and over 213 million square feet of industrial and warehouse space in King County.

BOMA Seattle King County is the “go-to” trade association for commercial real estate professionals. The last 100 years have been an eventful journey, and BOMA Seattle King County would not have been successful without the expertise, commitment, camaraderie and support of the individual and corporate members.

The last 12 years would not have been so successful without the leadership of BOMA Chairmen: Mark Weed, RPA (1999-2000), Richard Muhlebach, RPA (2000-2001), Steve Franceschina (2002), Don Wise (2003), Lyn Krizanich (2004), Bill Cote (2005), Michael Belka (2006), Mark Barbieri (2006-2007), David Tye (2008), Tom Sante, RPA (2009), Dana Bollinger, RPA (2010), Coleen Spratt (2011-2012) and BOMA Seattle’s current Chairman Earl Wayman.

BOMA’s mission is to enhance the value of commercial real estate through effective advocacy, education, information, professional development and industry networking. In 2010, we developed a Vision Story for 2020.

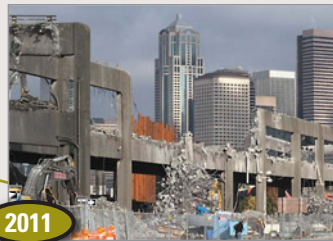


In early 2012, Amazon revealed its plans for construction of 3.3 million square feet of office space over the next eight years. The blueprints would more than double Amazon’s current footprint in Seattle.



2010

Government Affairs Award for “Outstanding Government Affairs Committee” was presented to BOMA Seattle King County Advocacy Chair Lyn Krizanich and BOMA Exec. Rod Kauffman, by 2012 BOMA International Chairman Jim Peck.



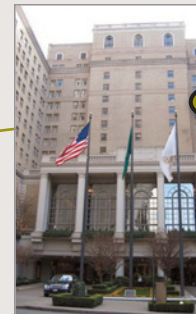
2011

The initial demolition the Alaska viaduct began on October 2011.



2012

June 24-26, BOMA International held Every Building Conference & Expo in Seattle.



2012

October 29 BOMA Seattle King County holds its 100-Year Anniversary Gala at the Fairmont Hotel. Courtesy panoramio.com.



Our Vision Story for 2020

BOMA's Vision Story for 2020

BOMA Seattle King County is the leading “go-to” commercial real estate organization for advocacy, education and real estate management networking, and its membership encompasses 80 percent of all major commercial buildings in King County. The association is an energized, lively, interactive group of professionals at all career levels who own and manage the built environment. It is a vibrant community that serves as a one-stop total resource for members and industry vendors. It is a recognized leader in sustainability and energy efficiency and provides assistance and guidance for members upgrading existing buildings. In recent years, it has captured a portion of the high-rise residential and mixed-use property market.

The association is the preeminent provider of high level, robust industry education, operates an education and conference center and has developed and encouraged advanced professional accreditation and certification programs.

Members perceive excellent value from their membership investment because of services, information, networking and affinity programs that deliver. The association is technologically sophisticated and offers a range of targeted benefits and programs that are delivered through its website and other methods convenient and accessible to members on an

international platform. Because of its outreach efforts, BOMA has built public awareness of responsible development. Its advocacy efforts have earned BOMA Seattle King County a positive reputation at the federal, state, county and local government levels. Public officials now consult with BOMA in their decision-making processes. Additionally, BOMA has a record of collaboration with related industry and key business organizations creating strong and effective synergies. The organization also serves as an employment resource for the industry.

The association operates an effective flexible governance structure with a high level of active engagement by members in committees and task forces. Associate members are fully integrated into the structure and activities of BOMA. It has a diverse, strategic board comprised of the brightest and best industry leaders who guide the organization to serve its members. BOMA is financially strong and has one year's annual operating expenses in its reserve fund and has revenues sufficient to fund ongoing programs and launch new programs that respond to emerging member needs.

While respecting its core values and each other, BOMA will be known as a fun organization with which to be involved.

Here's to another 100 years of success and growth for BOMA Seattle King County!

THE ASSOCIATION OPERATES AN **EFFECTIVE FLEXIBLE GOVERNANCE STRUCTURE** WITH A HIGH LEVEL OF **ACTIVE ENGAGEMENT** BY MEMBERS IN COMMITTEES AND TASK FORCES.



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Lydig has been a BOMA member since 2003. Sean Woerman, Sr. Account Manager for Special Projects, has participated in BOMA's Suburban Cities Committee for over five years and looks forward to connecting with you at future meetings and events. Visit www.lydig.com for more information.

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BOMA International Annual Conference Locations

1908 – Chicago	1931 – SEATTLE	1954 – Denver	1977 – Dallas	2000 – San Diego
1909 – Detroit	1932 – Chicago	1955 – Cincinnati	1978 – San Francisco	2001 – Baltimore
1910 – Washington, D.C.	1933 – Pittsburgh	1956 – Los Angeles	1979 – New York	2002 – Chicago
1911 – Cleveland	1934 – Toronto	1957 – New York	1980 – Detroit	2003 – San Francisco
1912 – SEATTLE	1935 – Cincinnati	1958 – Toronto	1981 – Vancouver	2004 – Toronto
1913 – Cincinnati	1936 – Dallas	1959 – Dallas	1982 – Washington, D.C.	2005 – Anaheim
1914 – Detroit	1937 – Buffalo	1960 – Philadelphia	1983 – Los Angeles	2006 – Dallas
1915 – Atlanta	1938 – Milwaukee	1961 – Minneapolis	1984 – New Orleans	2007 – New York
1916 – St. Louis	1939 – Del Monte	1962 – San Francisco	1985 – Boston	2008 – Denver
1917 – Omaha	1940 – New York	1963 – Miami Beach	1986 – Chicago	2009 – Philadelphia
1918 – Chicago	1941 – Chicago	1964 – Chicago	1987 – Toronto	2010 – Long Beach
1919 – Philadelphia	1942 – Detroit	1965 – Vancouver	1988 – Cincinnati	2011 – Washington, D.C.
1920 – Minneapolis	1943 – St. Paul	1966 – Houston	1989 – Atlanta	2012 – SEATTLE
1921 – Portland	1944 – Philadelphia	1967 – Montreal	1990 – Las Vegas	2013 – San Diego
1922 – Bedford Springs	1945 – Chicago	1968 – Washington, D.C.	1991 – Nashville	2014 – Orlando
1923 – Atlantic City	1946 – Cleveland	1969 – Los Angeles	1992 – SEATTLE	2015 – Los Angeles
1924 – Colorado	1947 – Boston	1970 – St. Louis	1993 – Baltimore	2016 – Washington, D.C.
1925 – Cleveland	1948 – St. Louis	1971 – Miami	1994 – San Diego	2017 – Nashville
1926 – Del Monte	1949 – Montreal	1972 – Denver	1995 – Denver	2018 – San Antonio
1927 – Detroit	1950 – SEATTLE	1973 – New Orleans	1996 – Boston	
1928 – St. Louis	1951 – Houston	1974 – Portland	1997 – Minneapolis	
1929 – Montreal	1952 – Chicago	1975 – Toronto	1998 – Philadelphia	
1930 – Biloxi	1953 – Pittsburgh	1976 – Atlanta	1999 – Atlanta	

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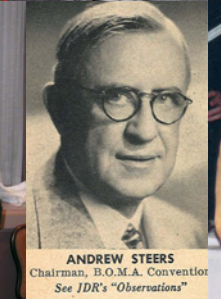
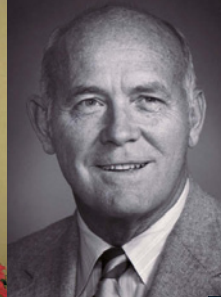


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HISTORY IN PHOTOS



ANDREW STEERS
Chairman, B.O.M.A. Convention
See IDR's "Observations"



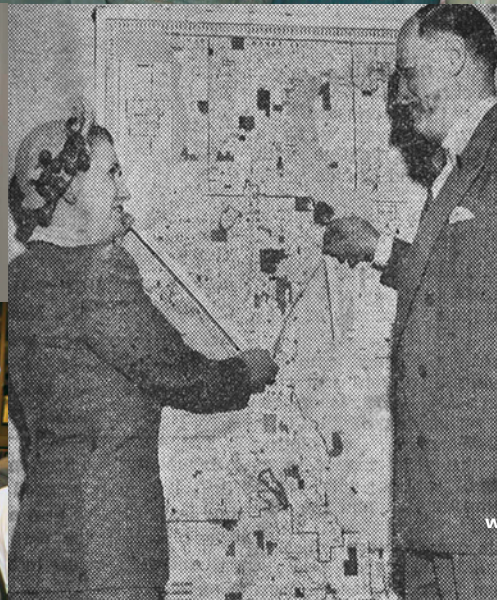


Left to Right: BOMA International Chairman Joe Markling, 2012 BOMA Seattle Chairman Coleen Spratt, 2013 BOMA Seattle Chairman Earl Wayman, BOMA International COO Henry Chamberlain.



HISTORY IN PHOTOS





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JAMES RYAN
Board of Director Chairman,
1947-1948, BOMA
Seattle-King County

20 Commandments of Building Management

MR. DOWNTOWN'S WORDS OF WISDOM

James Ryan was BOMA Seattle King County's Board of Director Chairman from 1947-1948.

James M. Ryan, known in Seattle as "Mr. Downtown," was first president and then chairman of Unico Properties. Unico Properties manages the 10-acre parcel of property in the heart of downtown Seattle owned by the University of Washington and known as the Metropolitan Tract. In addition to managing the Metropolitan Tract, Unico Properties built and managed its own development, Union Square.

Ryan also served on a mayoral advisory board to develop what is now Westlake Park and Westlake Center. In 1978, James Ryan, William Street, Edward Carlson, Joe Gandy and other downtown-area business leaders

founded the Downtown Seattle Development Association. The Seattle-King County Association of Realtors named James M. Ryan First Citizen of 1980. Ryan served on the Board of Trustees of the Central Association, United Way of King County, United Good Neighbors, the University of Washington Alumni Association, and on the steering committee and Board of Directors for the Century 21 Exhibition.

He was vice-president of the Seattle-King County Chamber of Commerce and president of the Building Owners and Managers Association from 1947-1948. A member of the Board of Governors of the Washington Athletic Club, Ryan also belonged to the Seattle Golf Club, the Seattle Yacht Club, and the Rainier Club, which he served as president in 1964. He retired from Unico in 1989.

20 COMMANDMENTS OF BUILDING MANAGEMENT

1 GREET THE TENANT

PROMPTLY. Even one minute is a long time when you are waiting.

2 SMILE. A smile is the trademark of a friendly person. We all like to deal with pleasant people.

3 CALL TENANTS BY NAME.

The most important name in the world to a tenant is his own name.

4 DON'T ARGUE. Only fools have arguments, and if you win you lose.

5 SELL YOUR BUILDING. When you talk well of your building, you also talk well of yourself.

6 SHOW YOUR APPRECIATION.

A tenant does not like to feel that you are doing him a favor by serving him.

7 SHOW ENTHUSIASM.

It is contagious. If you are enthusiastic about your service and space, your tenant will be, too.

8 BE A GOOD LISTENER. Most people would rather talk than listen.

9 SAY "THANK YOU." Make its use a habit. It never gets old.

10 DON'T BE A "STUFFED SHIRT."

You can't build a false front that tenants can't see through. Just be friendly.

11 PUT YOURSELF IN THE TENANT'S SHOES.

When unusual requests are made, place yourself in the tenant's position. Now, do you understand his point?

12 DO SMALL FAVORS.

Big favors take time and are not expected.

13 KEEP COOL. Lost tempers lose tenants.

14 DON'T OVERDO IT. There is a vast difference between sincere appreciation and gushing flattery.

15 KNOW WHAT YOU ARE TALKING ABOUT. Tenants depend on you for advice. If you guess, you may guess wrong.

16 KEEP PROMISES. Confidence is the foundation on which business and friendship are built.

17 LOOK THE PART. People judge other people by their appearance.

18 BE TACTFUL. Simply stated, tact is consideration for the feelings of others.

19 DON'T OVERSELL. Good salesmanship is not high pressure selling or overselling.

20 BE HELPFUL. Good selling is simply servicing your tenants.



Pastimes: Locations & Leadership

PAST OFFICE LOCATIONS, CHAIRMEN AND ASSOCIATION EXECUTIVES OF BOMA SEATTLE KING COUNTY

BOMA SEATTLE KING COUNTY OFFICES

Although some of the buildings we occupied are still standing today, we moved around more frequently in our early years due to rent rates. We have always tried to keep our overhead costs low so that we can maintain the budget for our non-profit organization. This is where all of our committee meetings and many great ideas have happened.



1940s
1411 Fourth Avenue Building

Photo courtesy University of Washington Libraries Digital Collection.



1950s
Northern Life Tower

Photo courtesy University of Washington Libraries Digital Collection.



EARLY 1960s
Skinner Building

Photo courtesy University of Washington Libraries Digital Collection.



LATE 1960s
Arcade Building



1970s
Securities Building



BOMA SEATTLE KING COUNTY ASSOCIATION EXECUTIVES

BOMA Seattle traditionally chose retired military professionals to be the BOMA Seattle Association Executive. Eleven out of the last 12 association executives had military backgrounds. Rod Kauffman was a property manager who became the current association executive in 1994. BOMA Seattle King County is thankful for the support and commitment to all of these association executives over the years. We couldn't have done this without their leadership, commitment and support.



1920	Curran	1962-1966	Donald F. Condon
1921	Folsom	1966-1974	John Quense
1922	Major Oles	1974-1978	Lester B. Lampman
1923	Admiral Gregory	1978-1981	Francis W. Tief
	Arthur Banall	1981-1994	Ronald C. Miller
1947-1962	R.F. Hewitt	1994-Present	Rodney S. Kauffman

PAST CHAIRMEN

BOMA Seattle King County has been fortunate to have outstanding leadership from our chairmen throughout the last 100 years. We are very thankful for the time,

talent, leadership and support they have provided to the BOMA enterprise. Without these exemplary leaders, we wouldn't be where we are today.

	1909–1911	Charles Horton	
	1912–1914	Grosvenor Folsom	
	1915	Charles E. Horton	
	1916	H.J. Singleton	
	1917–1918	David Whitcomb Sr.	
	1919	David Whitcomb	
	1920–1923	Roy J. Kinnear	
	1924–1925	George C. Wheeler	
	1926	John H. Carter	
	1927–1928	Charles E. Horton	
	1929–1930	Andrew Steers	
	1931–1933	Hamilton C. Rolfe	
	1934–1935	Ralph S. Hawley	
	1936–1937	R.F. Hewitt	
	1938	A.H. Beebe	
	1939–1940	E.A. Hart	
	1941–1942	George C. Marchett	
	1943–1944	Walter L. Wyckoff	
	1945–1946	W.P. Sprague	
	1947–1948	J.M. Ryan	
	1949–1950	J.M. Bradford	
	1951–1952	Ernest J. Riley	
	1953–1954	Leon de Turenne	
	1955–1956	R.B. Colwell	
	1957–1958	Eugene E. Dootson, RPA	
	1959–1960	Donald H. Yates	
	1961–1962	Jack L. Dierdorff, RPA	
	1962–1964	L.C. Fuchek	
	1964–1966	A.H. Clise	
	1966–1968	Monty "A.W." Morton	

	1968–1969	H. Martin Smith, Jr.	
	1969–1971	Hoge Sullivan	
	1971–1973	Donald J. Covey, RPA	
	1973–1975	James H. Todd	
	1975–1977	Donald L. Sander	
	1977–1979	William R. Bannecker, CPM, RPA	
	1979–1981	Richard H. Anderson, RPA	
	1981–1983	H. Martin Smith, Jr.	
	1983–1985	David C. Cortelyou	
	1985–1987	William H. Krippaehne Jr.	
	1987–1988	Fred Miller	
	1990–1991	Al M. Clise	
	1992–1993	William L. Dickinson	
	1994–1995	Stephen Camp, RPA	
	1996–1997	Joseph E. McWilliams, RPA	
	1997–1998	Richard Stevenson	
	1998–1999	Janice Olson, RPA	
	1999–2000	Mark Weed, RPA	
	2000–2001	Richard Muhlebach, RPA	
	2002	Steve Franceschina, CPM, CCIM	
	2003	Don Wise	
	2004	Lyn Krizanich, RPA	
	2005	Bill Cote, RPA	
	2006	Michael Belka	
	2006–2007	Mark Barbieri, RPA	
	2008	David Tye	
	2009	Tom Sante, RPA	
	2010	Dana Bollinger, RPA	
	2011–2012	Coleen Spratt	
	2012–2013	Earl Wayman, RPA	



Reflecting on the Past

BOMA LEADERS SHARE THEIR EXPERIENCES AND RECOGNIZE BOMA'S 100 SUCCESSFUL YEARS

BOMA Seattle King County has been fortunate to have outstanding leadership from our Board of Director chairmen throughout the last 100 years. We are very thankful for the time, advice, leadership and support they have provided consistently over the last century. The traditions and ethics that have been passed down from chairman to chairman over the years has been the foundation of our organization. Without these exemplary leaders, we wouldn't be where we are today.



DAVE CORTELYOU

Chairman 1983-1985

When I first became active in BOMA in the early 60s, the first new buildings in Seattle were being built since the Depression (Washington, Norton and Logan). BOMA was the forum for discussion of these new buildings and

what the future held for our industry. At that time, BOMA also negotiated an industry-wide labor contract for our members as the cost of janitorial services was the largest single expense in the operation of our office buildings. It was a very time-consuming endeavor for those who volunteered their time on the negotiating team. Later BOMA became very active in professional education (RPA) and was a national leader in this area.

We have been truly blessed to have many talented leaders in BOMA Seattle King County. This includes Jack Dierdorff, one of my colleagues who served as president of BOMA International, as well as local Executives Ron Miller and Rod Kauffman, who have made many contributions to our association, both locally and nationally over the years. BOMA has gone from the use of the telegraph key to the age of Internet in the last 100 years and will help our industry keep at the forefront of technology for the next 100 years. Congratulations BOMA on a job well-done.



WILLIAM W. KRIPPAEHNE JR.

Chairman 1985-1987

I am deeply honored to be part of an organization that has such a rich heritage of providing leadership and professionalism to the commercial building industry and the greater Puget Sound community.



STEVE CAMP, RPA

Chairman 1994-1995

The BOMA Board faced the immediate challenge of filling the very big shoes of retiring Exec Ron Miller. Fortunately, we got that right in hiring Rod Kauffman, who made the transition look easy. One goal of

the Board was to have BOMA be more publicly and politically active and seek an expanded presence in Seattle's "big-picture" decisions. Among other activities on which we weighed-in: downtown safety and security issues, lobbying in Olympia for expansion of the Convention Center and in favor of public support for a new baseball park for the Seattle Mariners.



JANICE OLSON, RPA

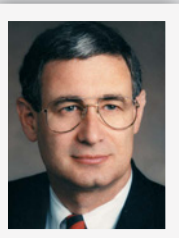
Chairman 1998-1999

Happy 100th birthday, BOMA Seattle King County. My involvement in BOMA was personally and professionally the best experience of my real estate career, highlighted by the opportunity to work with three wonderful executives;

Frank Tief, Ron Miller and Rod Kauffman. It has been exciting to watch the finest real estate organization in the world meet the needs of its membership even while the industry was changing by leaps and bounds in such areas as technology, legislation, energy consumption and other industry trends.

My favorite memory portrays BOMA's ability to adapt and change. It was 1978 and at 23 years old, I was attending my first monthly meeting as a new leasing agent with the Vance Corporation. I was quite surprised to find that other than Margaret, the BOMA secretary, I was the only woman in the room. H. Martin Smith greeted me by announcing "It's nice

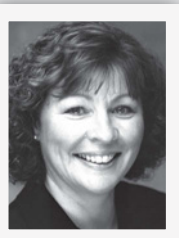
to have a girl with us today.” Martin soon became one of my mentors, and 20 years later I had the honor to serve as the first woman president. I am deeply privileged to be a part of this amazing association. Congratulations!



RICHARD MUHLEBACH, RPA

Chairman 2000-2001

The greatness of BOMA Seattle evolved over 100 years. We are all grateful to well over a 1,000 men and women who served BOMA Seattle as committee members, officers, educators, volunteers for special projects and staff. It was a special honor to serve as one of the 100 BOMA Seattle chairpersons. I was fortunate to serve with Rod Kauffman and work with his great staff. Together we developed the auction at the Christmas party, several education programs and we’re working on a “top secret” signature event. Happy 100-year anniversary, BOMA Seattle!!



LYN KRIZANICH, RPA

Chairman 2004

Congratulations BOMA Seattle King County on its first century of accomplishments! What an honor it is to be a part of this dynamic association and to have had the opportunity to serve as BOMA’s president in 2004.



COLEEN SPRATT

Chairman 2011-2012

One of the best memories during my term as chair was the opportunity to host the 2012 International Conference. This was an opportunity to engage all of our members in planning one of the biggest events of the year for BOMA International. The participation of BOMA members was outstanding, and I feel that it really brought our organization together as a community. It was wonderful to see all of our members step up and participate. I think that, overall, this opportunity has made our association stronger.

The best part of being a chairman of BOMA Seattle King County is the opportunity to work with Rod Kauffman. Rod is one of the most hard-working and kind men I have ever met. Rod has a passion for BOMA that really helps motivate those who have the opportunity to become a chairman. I feel that I have learned so much from Rod not only about BOMA but also about family. Rod is dedicated to everything he does and always puts his family as his number-one priority. I am honored to have had the opportunity to work with him.

I have truly enjoyed the opportunity to attend the BOMA National Issues Conference in Washington, D.C. This event has been a true educational experience. It provides the chance to meet with lawmakers and discuss issues impacting our industry, our state and our country. Having the opportunity to spend three days in Washington, D.C., focused on industry issues, has been one of the most rewarding experiences in my time with BOMA.

I think that BOMA is one of the best real estate organizations in the country and the people in the organization are really what make it great. I am honored to be a part of BOMA Seattle King County because it has allowed me to meet some of the best and brightest in our industry. I think my fondest memories with BOMA have been those times spent with my BOMA colleagues at all of the various events. From the golf tournament to the International Conference, you will always find BOMA members having fun.



DANA BOLLINGER, RPA

Chairman 2010

It truly has been a privilege to have served on BOMA’s Board of Directors and ultimately as chair for such a tremendous organization. My involvement with BOMA gave me the opportunity to witness the amount of unyielding dedication and commitment every member and staff gives to our association firsthand. It’s the people in our organization who make BOMA Seattle King County the best commercial real estate association in the country! BOMA members and its staff are by far the most dedicated, generous and talented people I know.



THOMAS J. SANTE, RPA

Chairman 2009

It has been said that I have BOMA blood in my veins. Those who have the privilege of being involved in this industry organization know that BOMA elevates relationships beyond just business associates or competitors. It also fosters a level of caring that is more like family. I would say I’m proud that I have BOMA blood.

We just celebrated BOMA Seattle King County’s 100-year anniversary, and I’ve been part of BOMA for a third of its history, serving with two great execs, Ron Miller and Rod Kauffman. I would like to thank them both (and their great staff) for helping me through the transition process, as well as all the great members—and there are many—who help me maintain my BOMA blood pressure. In the 32 years I’ve been associated with this great organization, I’ve

witnessed BOMA Seattle King County grow and mature as our industry has matured. This has been accomplished with committed leadership, involved members and great volunteers on BOMA committees, participating and keeping pace or ahead of industry codes, advocacy, education, technology, diversity and much more. Here's to another 100 years... or in my case, another 32!



**DON COVEY,
RPA**

*Chairman
1971-1973*

Looking back at 1930 to 1960, no high-rise office buildings were built in Seattle. Then in 1960, three buildings came on the market (Norton, Logan and Puget Sound Plaza) containing 500,000 square

feet. Everyone thought, "What in the heck are we going to do with all that space?" The rest is history.



**RON MILLER
BOMA Executive
1980-1994**

What an honor to have been part of the BOMA of Seattle and King County story! From my home in Kirkland, I can see the skylines of both Seattle and Bellevue, and they are far more imposing now than they were those 32 years ago when I first walked into that little BOMA office. All but very few of the "Lions of the Industry" who I served have now faded from the scene, but their legacy of excellence lives on in today's leadership. I have no doubt that the next 100 years will be even better than the last ones. Thanks for the memories!



**ROD KAUFFMAN,
RPA**

*BOMA Seattle
Executive
1994-Present*

Having the privilege of being BOMA's Exec and working with so many wonderful individuals and professionals on a daily basis is an incredible blessing. "Better by Association" is so true with respect to BOMA's human and corporate collaboration and partnerships. But perhaps the quote that best exemplifies what I get to see every day with BOMA and its members was expressed by Winston Churchill: "We make a living by what we get, but we make a life by what we give." BOMA is people who unselfishly give of their time, talent and resources to advance the industry as well as the professions of those in our industry and those who will enter our field or work. Thank you all for who you are and what you do for the BOMA enterprise.



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EDUCATION, ADVOCACY AND NETWORKING



BOMA EDUCATION

In the 1970s, Building Owners and Managers Institute (BOMI) was formed as the independent institute for property and facility management education. Property managers now had a formal education series where they could obtain a professional designation to further enhance their careers.

The Real Property Administrator (RPA) designation was developed and became a standard for property professionals. Tom Sante, chairman 2009-2010, recalls when the RPA designation began, BOMA marketed it by identifying industry veterans and awarded them with the professional designation of Real Property Administrator (RPA).

“The creation of the RPA program established a higher standard for BOMA members to attain by achieving the RPA designation.” said Sante. “It also helped to provide a title and career path for the professional property manager. It was a very exciting time for property managers and allowed for the industry to recognize the value of trained, educated and professional management of commercial real estate. We moved from caretakers of real estate to professionals, with the opportunity and authority to impact the value of real estate. It didn’t take very long for commercial property owners to include ‘RPA required’ when hiring a professional property manager.”

BOMI International later developed the Facilities Management Administrator Designation for facility managers and Systems Maintenance Administrator Designation for engineers.

In addition to the designation programs, BOMA Seattle King County has consistently endeavored to keep local

members up-to-date with code and regulatory changes that impact the commercial property industry and developed seminars to keep up with a fast-changing industry. Current legal, leasing and employment issues are just a few of the many important topics, as well as the focus on sustainable best practices in energy efficiency in more recent years. BOMA has been an industry leader with such programs as the BOMA Energy Efficiency Program (BEEP) developed by BOMA International and the Kilowatt Crackdown, which originated from BOMA Seattle King County and has now spread to several other local BOMA locations throughout the U.S. This competition included assessment of building energy performance which resulted in bragging rights for the most energy efficient buildings or the greatest gains in performance.

BOMA Seattle King County has remained a constant source for educational classes from the beginning of the RPA designation and BOMI International in the 1970s. Today BOMA Seattle and other BOMA locals have hundreds of RPA graduates, many of which have become chairmen of the Board of Directors of BOMA Seattle King County.



BOMA King County Consultant Todd Woosley, Advocacy Committee Chairman Lyn Krizanich, BOMA Seattle King County Lobbyist Mark Gjurasic and BOMA Seattle Consultant Catherine Stanford.

BOMA ADVOCACY

According to longtime BOMA member, Tom Sante, BOMA Seattle’s Government Affairs and Advocacy efforts didn’t amount to much more than phone calls and \$2,000 a year in political contributions until 1980. It was in 1980 that BOMA Seattle hired lobbyist Mark Gjurasic to represent their interests in Olympia. In

the mid 80s, in an effort to increase dialogue between industry professionals and politicians, BOMA Seattle started an annual “Olympia Day,” where BOMA members from Seattle, Spokane, Tacoma and the tri-cities would meet in Olympia to have lunch and lobby with state politicians. By the late 80s BOMA Seattle, working with the Spokane and Tacoma (now South Puget Sound) locals, founded the BOMA State PAC (Political Action Committee). The BOMA State PAC can now claim to have reserves that have reached up to \$80,000 through the generous contributions from BOMA companies, individuals and special fundraising events. Current PAC funds available for the 2012 election top \$50,000. In addition to these efforts, BOMA is also the lead organization in the Washington Real Estate Coalition, founded in the mid 1990s and has 17 real estate organizations participating semi-annually to address advocacy issues for the entire real estate industry. Most recently, in 2004 BOMA Seattle formed the Suburban Cities Committee to better address Government Affairs issues outside of Seattle.

Then in 2006, BOMA Seattle funded a lobbyist for the city of Seattle and a lobbyist for the Suburban Cities. Sante summed up BOMA Seattle’s advocacy efforts in the past 30 years: “I think that I can say that over the years, I’ve had the opportunity to see BOMA not only be recognized as a leader in the government arena, but become a resource to our lawmakers and respected for our input, expertise and professionalism with a net result in saving our industry and our BOMA members many millions of dollars.”

BOMA NETWORKING



Industry Partners from Botanical Designs.

Networking with industry professionals has always been a cornerstone of BOMA Seattle’s mission. As one BOMA member put it, “One of the most rewarding things that I get from my BOMA membership is the opportunity to network with a wide range of real estate professionals. This networking opportunity has led to the

development of long-term relationships with some of the best people in our industry.”

Thanks to our dedicated staff and the involvement of BOMA members, BOMA Seattle King County currently hosts over 30 networking events a year. These include General Meeting Lunches, Educational programs, Emerging Professionals (yEPs) events, Mariners games at Safeco Field, the Annual Golf Tournament, and our Holiday Event, which for years included an auction benefiting BOMA PAC. More recent successful additions include the BOMA & A Brew and the Oktoberfest Trade Show. Principal members as well as Industry Partners look forward to each and every event.



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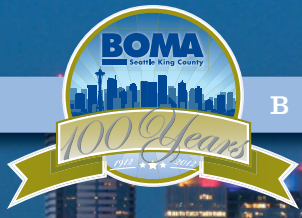
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Outstanding Buildings throughout the Years

BOMA'S TOBY® AWARDS

TOBY® AWARDS HISTORY

The Office Building of the Year (TOBY®) Award was created in 1985 to salute excellence in the office building industry. The TOBY Awards has grown from a modest beginning into a notable and prestigious program that now recognizes more than just office buildings. As a result, its name changed in 2010 to The Outstanding Building of the Year. More than 25 years later, it remains the most prestigious and highly celebrated program of its kind in commercial real estate, recognizing quality in commercial real estate buildings and rewarding excellence in building management.

From 1985 to 1995, the awards program also encompassed a Member of the Year and Association of the Year Award. Beginning in 1996, the Member of the Year Award was reformatted as a Regional Member Award, and the Association of the Year Award was reformulated as the Association Cornerstone of Excellence (ACE) Award and is no longer included a part of the TOBY Awards program. Beginning in 2006, local associations are now recognized for their best practices.

Involvement in the TOBY program has more than tripled since its introduction and has enjoyed participation from a wide group of BOMA members. More than 700 buildings have been recognized as regional winners and more than 200 of those have been recognized as international winners. The resulting press coverage and public relations opportunities have been nothing short of spectacular for the participating teams and their cities. The TOBY Awards have drawn attention to hundreds of office buildings across the U.S. and Canada, and to the owners, managers and architects who conceive, operate and design them.

ABOUT THE TOBY® AWARDS

During the competitions, all facets of a building's operations are thoroughly evaluated. Entries are judged on everything from community involvement to environmental and sustainability management.

TOBY winners are recognized for excellence in office building management and operations in specific categories of building size or type. To win the international award, the office buildings first must win both local and regional competitions. Judging is based on community impact, tenant/employee relations, energy conservation, emergency preparedness, and environmental and sustainability.

Below we've recognized the TOBY Award winners in Seattle and King County throughout the years.

1985-1986 OUTSTANDING LOCAL ASSOCIATION OF THE YEAR

This competition ran between 1985-1986 and 1994-1995. BOMA/Seattle won it during the first year.



1990-1991

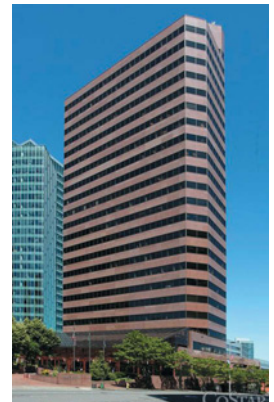
TRANSCOASTAL SKYLINE TOWER

100,000-500,000 Sq. Ft.

Bellevue, Washington

Owner: The Estate of James Campbell

Management: The Norman Company





**HENRY M. JACKSON
FEDERAL BUILDING**
Government Buildings
Seattle, Washington
Owner: General Services
Administration
Management: General
Services Administration



**2001-2002
EXCHANGE BUILDING**
Historical Buildings
Seattle, Washington
Owned by: Walton Exchange
Investors II, LLC
Managed by: Trammell Crow
Company
Submitted by: Patrice A. Jensen
Architect: John Graham, Sr.

Photo courtesy: Langley Investment Properties

**1991-1992
BELLEVUE PLACE**
100,000-500,000 Sq. Ft.
Bellevue, Washington
Owner: Bellevue Place
Office Building I Ltd.
Partnership & Bellevue
Place Hotel Ltd.
Partnership
Management: Kemper
Development Company



**2004-2005
1700 SEVENTH
AVENUE BUILDING**
500,000-1,000,000 Sq. Ft.
Seattle, Washington
Owner: Clise Properties
Management: 1700 Seventh LP



**PACIFIC FIRST
CENTRE**
Over 500,000 Sq. Ft.
Seattle, Washington
Owner: PFC Holdings
Management: Prescott, Inc.



Photo courtesy Cochran Inc.

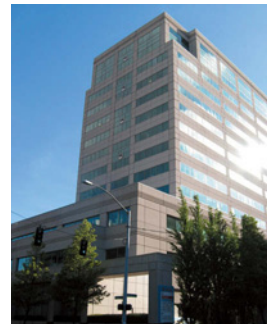
KING STREET CENTER
Government Building
Seattle, Washington
Owner: CDP King
County III
Management: Wright
Runstad & Company

**BUILDING 1 –
NOAA/WESTERN
REGIONAL CENTER**
Government Buildings
Seattle, Washington
Owner: U.S. Department
of Commerce National
Oceanic and Atmospheric
Administration
Management: National
Oceanic and Atmospheric
Administration



Photo courtesy NOAA

**2005-2006
1101 MADISON TOWER**
Medical Office Building
Seattle, Washington
Owner: Health Care Property
Investors, Inc.
Management: Trammell Crow
Company



**2006-2007
FOURTH & MADISON**
500,000–1 million Sq. Ft.
Seattle, Washington
Owner: TIAA-CREF
Management: Hines Interests
Limited Partnership



**EASTGATE
OFFICE PARK**
Suburban Office Parks
(Honorable mention)
Bellevue, Washington
Owner: Sekotac, Inc.
Management: The
Norman Company

**2008-2009
ARNOLD PAVILION**
Medical Office Building
Seattle, Washington
Owner: 1221 Madison
Street Owners Association
Management: CB Richard
Ellis



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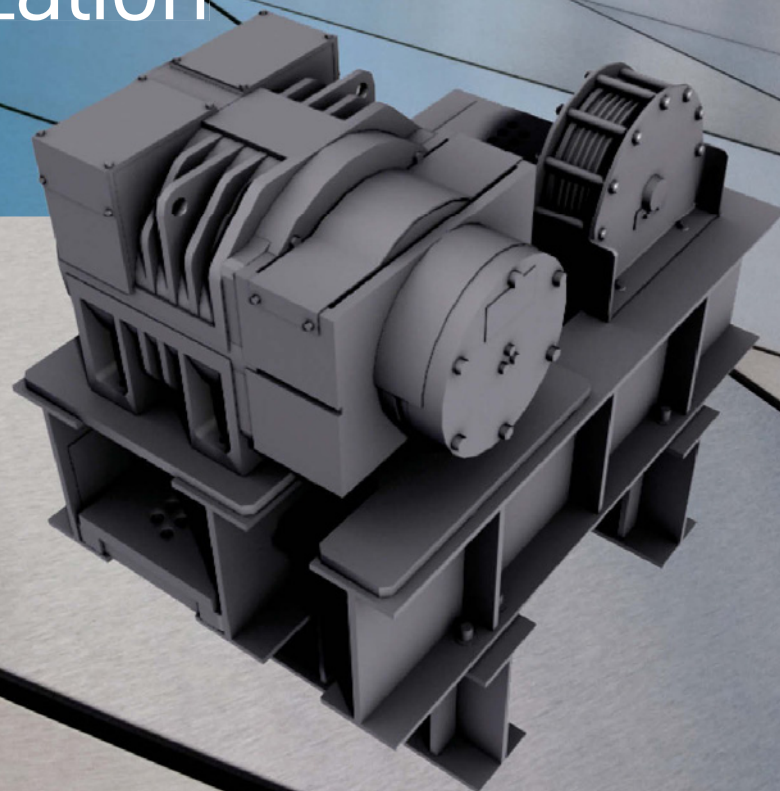
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