



## EDUCATION

Commercial real estate professionals look to BOMA as a leading source for industry education. BOMA offers a variety of programs designed to enhance and advance the careers of commercial real estate professionals. Courses are offered in a variety of formats—ranging from traditional, classroom-based seminars to online seminars and Webinars—to suit every schedule and budget.

Budgeting and Accounting (24 CE)  
December 3rd - December 5th 2018

Design, Operation, and Maintenance of Building Systems, Part 1 (24 CE)  
January 14th - January 16th 2019

Design, Operation, and Maintenance of Building Systems, Part 2 (24 CE)  
March 4th - March 6th 2019

For more information on any of our upcoming classes visit [www.bomaknoxville.org/education](http://www.bomaknoxville.org/education)

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As your partner in success, BOMA of Greater Knoxville strives to make professional education affordable for our community. The BOMA of Greater Knoxville Scholarship Program provides financial assistance to students enrolled in BOMI educational programs.

BOMA of Greater Knoxville is proud to offer an annual scholarship worth \$670 towards a designation class registration taught by our local chapter. Attendee is responsible for the remainder of the course fees and must attend a class within the year that they are awarded. Award may only be used by the person to whom it was awarded.

Anyone who is currently employed in the commercial real estate industry or enrolled in a college or technical oriented program related to the commercial real estate industry is eligible to receive this scholarship.

Visit [www.bomaknoxville.org/scholarship](http://www.bomaknoxville.org/scholarship) for more full details and to view the application.

# Upcoming BOMA Greater Knoxville Events

## September 13<sup>th</sup> 2018 – 4:00 PM September Social Meeting

Join us for Cornhole Boards and Brews as we network with our Greater Knoxville Colleagues. Cornhole Tournament entries are available to all so bring a partner prepared to play. This event is open to all! Don't miss the door prizes!

RSVP at [www.bomaknoxville.com](http://www.bomaknoxville.com)

\$25 Fee for Guests (Includes two drink vouchers and tournament entry)

Tennessee Tap House  
350 N Peters Rd  
Knoxville, Tennessee 37922

## October 2018 – Active Shooter Training

More information on this event coming soon. Sign up for our mailing list at [www.bomaknoxville.com](http://www.bomaknoxville.com) to find out the BOMA of Greater

## December 2018 – TOBY Awards & Holiday Luncheon

BOMA of Greater Knoxville is proud to host an annual awards competition to recognize excellence in the commercial building management industry! Join us as we recognize the best buildings in the Greater Knoxville area.

Interested in learning more about the TOBYs? Visit <https://www.bomaknoxville.org/knoxilletoby>

# What are the benefits of BOMA Membership?

**Advocacy** - BOMA is the leader in commercial real estate advocacy keeping members abreast of key legislative, regulatory, and codes and standards issues at both the national and state level.

**Networking** -- Networking opportunities are another key element of BOMA membership. The BOMA Greater Knoxville chapter holds monthly luncheons and programs to foster relationships in our local community. BOMA also hosts conferences and expos on a regional and international scale.

**Education** – BOMA provides a wealth of knowledge and solutions, in a variety of media. You can learn in traditional classroom settings or you can participate in webinars. BOMA also offers customized education, designed specifically to meet your organization's training needs.

**Research** - BOMA International collects and disseminates timely and critical research and information to the office building industry. BOMA's research department produces and publishes a number of industry benchmark publications including: annual Experience Exchange Report, Pulse surveys, and more.

**Information** - BOMA members are kept up-to-date on the latest industry news and information through The BOMA Magazine and eNews. In addition, members receive discounts on publications, seminars and other BOMA-sponsored programs.

**Recognition** – Each year, The Outstanding Building of the Year (TOBY) Awards honor the best of the best in commercial buildings. The BOMA Fellows program recognizes and honors BOMA International members for exemplary and sustained contributions to the industry, their profession, the community and BOMA at all levels, and is a call to continued leadership and service.

## Who can join BOMA?

The Building Owners and Managers Association (BOMA) is an internationally recognized organization whose members are leaders in the field of Commercial Real Estate. BOMA Greater Knoxville's members are building managers, owners, developers, leasing professionals, corporate facility managers, asset managers, and the providers of the products and services needed to operate commercial properties. BOMA Greater Knoxville limits itself so that no more than 50% of its members are Vendors at any given time.

## What is the cost of membership?

For 2018, the dues are as follows:

A Principal Representative (a building manager, owner, developer, leasing professional, corporate facility manager or asset manager) may join for \$395. Each additional member from the same firm will be \$350.

An Associate Vendor (providers of products and services) may join for \$525. Additional members from the same firm may purchase local only members for \$425. We currently have a wait list for Associate Vendor memberships.

**BOMA International has negotiated exclusive discounts and rebates for BOMA members with the following national companies. Start saving today on purchases of building supplies, office supplies, express shipping, merchant services and more. The savings are substantial, the benefits are endless and just one more reason why BOMA membership is all about value. Please note: These programs are available to BOMA members in the U.S. only.**

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## UPS

The Building Owners & Managers Association International is proud to bring its members valuable discounts on the products and services they need the most. Take advantage of competitive rates on UPS® shipping services. With more service options, superior ground-delivery coverage and overnight delivery by 10:30 a.m. to more ZIP codes than FedEx, it's time to put the power of logistics to work for you.



Save on a broad portfolio of shipping services including:

Up to 35%\* on UPS Air letters including UPS Next Day Air®

Up to 31%\* on UPS Air packages (1 lb.+)

Up to 33%\* on UPS International imports and exports

Up to 19%\* on UPS® Ground shipments

Savings begin at 70%\* on UPS Freight® shipments over 150 lbs.

BOMA members can receive these discounts even if you already have a UPS account. Whether you need your documents or packages to arrive the next day or are looking for an affordable shipping option, UPS understands the importance of speed, reliability, and cost. Plus, the more you ship, the more you can save.

## Home Depot



BOMA members participating in a national rebate incentive program with The Home Depot have earned more than \$10 million in rebates to date — more than \$3 million in 2016 alone! You can earn money back on your purchases, too. The Home Depot rebate program offers BOMA members a **2% percent annual rebate** on all qualifying in-store and online pre-tax purchases of thousands of products in Paint, Janitorial,

Flooring, Plumbing, Electrical and more, plus other special savings and services, such as dedicated support, delivery, competitive pricing and volume discounts.

# Lenovo

BOMA International has teamed up with Lenovo, a global leader in the PC marketplace, to offer members savings on its entire line of reliable, high-quality, secure and easy-to-use technology products and services. Save up to **20 percent off** the everyday public web price on everything you need for your home and office, including all laptops, tablets, desktops, all-in-ones, workstations, servers and accessories. This includes savings on a variety of top products, including the award winning ThinkPad notebooks. BOMA members also receive:



- Free ground shipping on all web orders
- Monthly eCoupons with special limited-time savings
- Access to energy-efficient green technologies
- Access to dedicated and knowledgeable sales staff

# Office Max



As a member of BOMA, you will enjoy substantial savings from 31% to 88% off of manufacturers' list price on your most frequently purchased items. Members also receive a 5% discount on over 12,000 products in the net priced catalog (excludes all paper products) in addition to discounts on certain ImPress® print and document services

Whether you order online, via phone, fax or visit an OfficeMax Store, your exclusive BOMA member discounts apply. This member program offers:

- Exclusive BOMA member pricing & Award-winning customer service
- Flexible purchase options
- No-hassle returns
- Free delivery on in-stock orders over \$50

# PSR Employee Testing



Current economic conditions and increasing competition make selecting and retaining highly effective management, sales and other key personnel more important than ever. To help our members avoid the high cost of hiring and promoting the wrong people, BOMA has partnered with Personnel Survey and Research Group (PSR) to offer a 20% discount on their employee testing service. Established in 1965, PSR has tested over 300,000 applicants and employees for a full range of jobs and companies, and has assisted companies in selecting and evaluating managers and personnel.

# Reis Reports

For over 30 years, Reis has been the nation's most trusted provider of commercial real estate market data, research and analytics covering 275 metros and more than 6,800 market segments across the office, industrial, retail, self-storage and apartment sectors. Now, BOMA International has teamed up with Reis to offer our members access to this expert data at a bargain price with a deep discount on an annual subscription to ReisReports.



Through our exclusive partnership with Reis, BOMA International members receive 35% off annual subscriptions to ReisReports, which are regularly priced at \$125 per month. The savings received and the industry knowledge gained from this discount more than repays the cost of a BOMA membership.

# TSYS Merchant Solutions



TSYS Merchant Solutions offers BOMA members a payment acceptance program tailored to your business needs. With a full portfolio of payment-acceptance solutions that include credit, debit, prepaid, mobile, chip, digital wallet, and B2B, we help our customers conveniently conduct safe and secure electronic transactions with trust and confidence.

- Choosing TSYS Merchant Solutions to handle your payments provides:
- Negotiated member-only rates
- Acceptance of all types of payments, from credit, debit and chip cards to Apple Pay™ and other digital wallets
- Integration with your business software
- 24/7, U.S.-based customer support
- Reliable and secure processing

**BOMA WINTER BUSINESS MEETING**  
**JANUARY 17<sup>ST</sup> – 21<sup>ST</sup> MIAMI, FL**



**2019 BOMA International's**  
**MEDICAL OFFICE BUILDINGS**  
**+ HEALTHCARE REAL ESTATE**  
Conference  
May 1-3, 2019 | Minneapolis, MN

# **BOMA 2019**

INTERNATIONAL CONFERENCE & EXPO

Presented by BOMA International and *BUILDINGS*

SALT PALACE CONVENTION CENTER | SALT LAKE CITY, UT

# **JUNE 22-25, 2019**

**Find out more at:**

**<https://www.bomaknoxville.org/conferences>**