

BOMA Report to the Membership





2013 BOMA Board of Directors

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Dear Members,

Adding value. This is what drives the volunteers and staff of BOMA Oregon. Over the past few years we have taken steps and launched programs to significantly increase the value of your BOMA membership. This publication is our first BOMA Report to the Membership, giving us the opportunity to share with all of you how your membership makes a difference, and how BOMA is making an impact on the business and real estate communities right here in Oregon.

Among our recent accomplishments:

- One of the most demanding issues facing the commercial real estate industry today is how to replace a large aging workforce soon to retire. BOMA Oregon is actively promoting opportunities in the commercial real estate industry by forming the UP AND COMING PROFESSIONALS COMMITTEE, which provides networking, education and professional development for those BOMA members who are newer to the commercial real estate industry.
- We've been instrumental in educating our members about energy efficiency since 2006 through our Office Energy Showdown and Carbon 4 Square programs. In 2012, Portland Mayor Sam Adams asked BOMA Oregon to partner with the city to broaden our reach and message. We've joined forces with the city, county and several energy efficiency organizations to support a regional goal of achieving a 40 percent reduction in carbon emissions by 2030 and 80 percent by 2050.
- Over the past few years, we've grown our BOMAPAC from nothing to a fund with close to \$80,000. During the 2012 election cycle, the BOMAPAC contributed over \$25,000 to candidates supportive of business and the commercial real estate community.
- Engagement with members and the community remains a priority. We changed our name to BOMA Oregon to demonstrate our expanded reach beyond downtown Portland. We completed a much-needed update of our BOMA Oregon website, and we've joined the conversation on social networking sites such as Facebook, LinkedIn and Twitter.

Your continued support of BOMA Oregon means we can offer high-quality education courses, effective legislative lobbying on a city, state and national level, and opportunities to network with your peers via our outstanding social events. It's because of you that we can do what we do. On behalf of the BOMA Oregon Board of Directors, thank you for your membership, participation and support of BOMA Oregon.

Regards,

Susan Steward

Executive Director
LEED Green Associate®

BOMA Oregon Mission Statement

Promoting commercial real estate through leadership, networking, advocacy and professional development.

Commercial Real Estate Industry's Contribution to the Economy: Portland Metropolitan Area and the State of Oregon

Office Market	Total Expenditures	Total Contribution to Portland Metropolitan Economy	New Personal Earnings	Jobs Supported
Portland Metropolitan	\$913,475,114	\$1,922,786,559	\$622,249,200	16,470

Source: Fuller, PhD, Stephen S., "Where America Goes to Work: The Contribution of Office Building Operations to the Economy, 2012 BOMA International, Washington, D.C. 2012

- BOMA Oregon members represent an industry comprising more than 108 million square feet (Portland Metropolitan 108,051,971; Oregon/115,726,349) of office space.
- The commercial office building industry is a significant contributor to the state of Oregon's economic engine. In 2011, the office building industry contributed almost \$2 billion to the Oregon economy.
- In 2011, BOMA Oregon's office building industry supported 37,666 jobs statewide (24,514 direct and 13,152 indirect).
- The \$913 million in operating expenditures by office building owners and operators generated \$622 million in personal earnings.

National Economic Impacts

Total Office Space (SF)
9,908,990,533

Average Annual Operating Cost (SF)
\$8.05

Total Building Operating Expenditures
\$79,738,709,972

Impacts on the US Economy

Contribution to the GDP
\$205,058,622,205

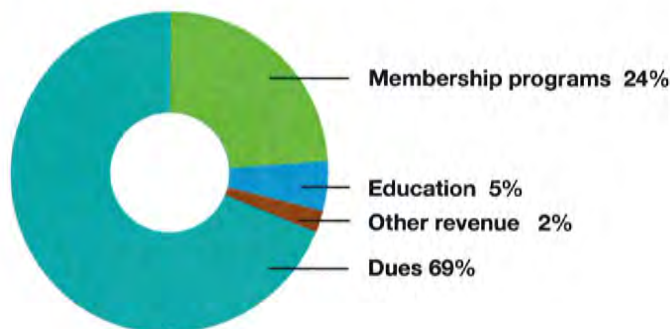
New Personal Earnings
\$60,976,280,523

Direct Jobs Supported
2,229,523

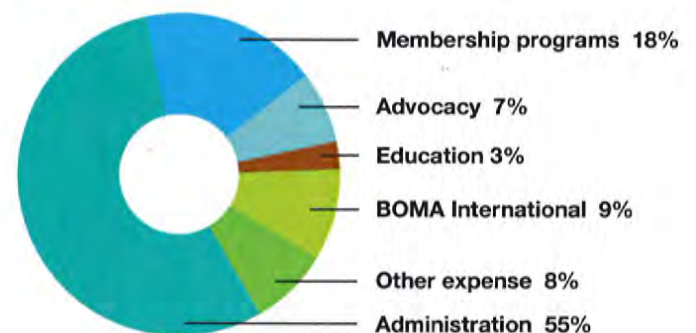
Indirect Jobs Supported
1,561,517

Sources: BOMA International, GMU Center for Regional Analysis

BOMA Revenue 2007–2012



BOMA Expense 2007–2012



BOMA Oregon and the Portland State University Center for Real Estate

Real Estate Development Workshop Projects

Each summer, students in the PSU Real Estate Development Workshop produce a development plan for a property site in the Portland area. In this class students form a real estate development team and produce an original development plan, including the development concept, the market analysis, the conceptual design, economic analysis, capital and operations budget, and management plan.

The students' plan demonstrates and applies mastery of the development concepts and tools learned through their real estate certificate coursework. PSU's workshop is sponsored in part with a \$10,000 annual contribution from BOMA Oregon.

Summer 2012:
Kaiser Blocks at the Loop

Summer 2010:
Conway Project

Summer 2008:
Post Office

Summer 2011:
Benson Blocks

Summer 2009:
Lincoln High School

Summer 2007:
University Place

BOMA Committees

BOMA Oregon committee members are committed in making their efforts a rewarding experience and getting the most out of their membership experience. The 2012 list of committees includes:

Allied Ensures that all allied members have the proper tools and information to fully benefit from their membership. Works to secure sponsors for BOMA activities throughout the year.

Codes Examines and makes recommendations on potential code changes impacting members.

UP AND COMING PROFESSIONALS

Organizes networking events and educational programs for members under 35.

Events Networking, Trade Shows and Golf!

Legislative Reviews and determines the direction for legislative activities on a national, state and local level. Actively monitors issues impacting BOMA members.

continued on next sidebar

2012 Year in Review

January

Congressional Delegation. Staff and volunteers traveled to Washington D.C. to meet with our elected officials; energy efficiency and carried interest were our top concerns.

Law and Rules Required Course. BOMA offers this required course twice a year for all of our members in need of Oregon Real Estate continuing education hours.

Portland Mayoral Candidate Interviews. Board and Legislative committee members interviewed the top three candidates: Eileen Brady, Jefferson Smith and Charlie Hales.

February

BOMA Membership Meeting. CRIME in Portland Panel, Portland Police Bureau, Clean & Safe and the Citizens Crime Commission.

Foundations of Real Estate Management. Nine students, all new to the commercial real estate industry, took this five-week course from some of the leaders in the Portland real estate community.

March

Creating Value in Investment Real Estate. The course focused on the basics of purchasing, operating and selling investment real estate.

The ADA Standards Have Changed... Is Your Building Compliant? Samir Mokashi, the leading expert in code development in Oregon, informed members of recent ADA updates.

April

New Member Orientation. Fifteen new members received their BOMA 101 and got to network with some of our "seasoned" members. Great party!

BOMA Membership Meeting. Carol Smith, superintendent, Portland Public Schools, discussed 2012 ballot measure, changes from its previous measure, and the impact the passing of the bond could have on BOMA members.

BOMA 2012 Lease Form Release. Sustainability addendum, work letter forms, tenant contracts and more.

Carbon 4 Square Winners Announced! 74 buildings representing over 14 million square feet of commercial office space participate.

May

Published BOMA Oregon A-Z Advocacy and Resources Guide. A snapshot of BOMA's accomplishments in several areas critical to managing and leasing commercial property.

June

BOMA Fiesta. The first outing of our UP AND COMING PROFESSIONALS COMMITTEE. A great time was had by all!

BOMA International Conference, Seattle, Washington. 100+ BOMA Oregon members made the trip to Seattle for this outstanding educational and networking opportunity. BOMA sponsored 10 students from PSU's Center for Real Estate program to attend student day. The BOMA Oregon Lounge was a huge hit!

Celebrate BOMA! The OHSU Center for Health and Healing was the host for a gorgeous evening of hors d'oeuvres and cocktails.

July

BOMA GOLF! 200 golfers participated, grossing \$87,000 for the organization. All net proceeds were donated to the BOMAPAC.

PSU Center for Real Estate. BOMA is the sole funder of the Center's summer program. In addition to funding, numerous BOMA members served as mentors and provided other assistance as necessary.

August

Commercial PACE. Began meeting with Multnomah County Chair Jeff Cogen on a program that allows building owners to finance energy projects as a voluntary LID assessment.

Emergency Management. BOMA begins working with the Fusion Center/CIKR (critical infrastructure key risks) to develop a communications plan to reach the most people possible in the event of a natural or manmade disaster.

September

Pacific NW Regional Meeting. Oregon representatives traveled to the regional meeting in Anchorage, Alaska to network and share ideas with our counterparts in the Northwest.

KILOWATT CRACKDOWN. Energy Star Score Disclosure remains voluntary in the city of Portland. Mayor Sam Adams, BPS Director Susan Anderson, and PDC Chair Scott Andrews officially launched the BOMA/City of Portland's KILOWATT CRACKDOWN.

How to Read Blueprints Course. A must-have for all property professionals.

BOMA/PSU Breakfast. The results of the Center for Real Estate summer project are unveiled.

October

7th Annual BOMA EXPO! 40 vendors and close to 200 attendees had a great time!

Law and Rules Required Course. BOMA offers this required course twice a year for all of our members in need of Oregon Real Estate continuing education hours.

PDC Commercial Retrofit Program. BOMA was well represented on this task force.

Revised Bylaws Released. An in-depth update to the BOMA bylaws is completed.

November

Finance Fundamentals. DCF, NPV, PE Ratio, ROI, IRR, Cash Flow, Payback—all were covered during our annual Finance 101 course.

Professional Designations. Members pursuing their professional designations can take a course from the Building Owners and Managers Institute (BOMI). After completion of the program and final exams, students will receive their RPA, FMA, SMT or SMA designation.

BOMAPAC. The 2012 election came to a close with aggressive, well-financed campaigns from both parties at all levels keeping BOMA very busy. The BOMAPAC contributed to 31 legislative campaigns—27 of the 31 won.

December

How to Work With Property Managers Panel. Allied members had the opportunity to ask questions of property managers and learn how they work.

2012 Election Results. A panel, comprised of an attorney, accountant and property manager, reviewed the 2012 election results and their impact on doing business in Portland.



Member Services

Encourages current member retention and recruiting new members. Year-round committee promoting how BOMA Oregon membership provides value.

Preparedness Ensures that building members are prepared to respond to an emergency. Represent the private sector on city and state preparedness committees.

Program Develops topics and recruits speakers for all meetings.

Sponsors Recruits sponsors for BOMA events.

Sustainability Promotes sustainable business practices. Monitors issues impacting BOMA members.

Involvement in a BOMA Oregon committee is a benefit of membership, so only current members may sign up for committee service. If you are interested in being on a committee, contact the BOMA office at 503.228.9214.



Advocacy

Since 1915, BOMA has represented and promoted the interests of the commercial real estate industry in Oregon. Our Legislative, Codes, Preparedness and Sustainability committees work tirelessly to protect your interests.

Working with politicians and decision-makers, we do what it takes to protect the interests of all BOMA Oregon members. Our lobbying activities provide a powerful voice in the development and implementation of codes and regulations that could adversely affect your bottom line.

The BOMAPAC financially supports candidates whose legislative priorities promote the success and growth of the commercial real estate industry. In 2012, the BOMA Oregon PAC contributed over \$25,000 to these candidates.

Advocacy is our mission. We promote the interests of our members by sitting on committees, task forces and workgroups, monitoring legislative proposals and advocating positions that enhance and protect the value of commercial real estate.

Your BOMA Oregon membership is also an investment in BOMA International. BOMA's advocacy staff represents you before the US Congress, federal agencies, and codes and standards development organizations. BOMA's legislative victories have saved our industry billions of dollars.

Government leaders and elected officials understand BOMA Oregon's impact on decision-making. They depend on the feedback of BOMA Oregon, keeping BOMA Oregon at the forefront of state and local policy making.

Member Buildings

1 Lincoln Center
Shorenstein Realty Service
1000 SW Broadway
1000 Inc. Management
1915, 1920 & 1925 Buildings
KG Investment Management LLC
2 Lincoln Center
Shorenstein Realty Service
20 on Hawthorne
Gerding Edlen Management
200 Market Building
Russell Development Co., Inc.
200 SW Market
200 Market Associates
20175, 20270 & 20325 Buildings
KG Investment Management LLC
20400, 20450 & 20575 Buildings
KG Investment Management LLC
2510 Building
North Pacific Management
3 & 4 Lincoln Center
Shorenstein Realty Service
400 Sixth Avenue
Felton Properties
4000 & 4004 Kruse Way Place
Shorenstein Realty Service
4400 Building
UNICO Properties, Inc.
4620 Building
4620 Properties
4800 John's Landing Building
Deering Management
4800, 4900, 4949 Meadows
Shorenstein Realty Service
5000, 5500 & 6000 Meadows
Shorenstein Realty Service
5 Lincoln Center
Shorenstein Realty Service
5550 Macadam
Shorenstein Realty Service
625 Broadway Building
Downtown Development Group
710, 729, 827 & 830 Oregon Square
American Assets Trust
801 Hawthorne
Contract Flooring & Interiors
9400 Place
Norris & Stevens, Inc.
Albers Mill
Bill Naito Company
Alderway Building
Doug Bean & Associates
AmberGlen Buildings 17, 18, 20 & 21
UNICO Properties, Inc.
American Bank Building
Norris & Stevens, Inc.
Bailey Building
Melvin Mark Companies
Belmont Building
Venerable Properties
Beverly
Gerding Edlen Management
Blanchard Building
Norris & Stevens, Inc.
Board of Trade
Mainlander Investments
Brewery Blocks
PREM Group
Broadway & Oak Building
Downtown Development Group
Canyonwood Office Complex
Lawrence Investments
Captain Couch
Bill Naito Company
Cascade Square
Harsch Investment Properties, LLC

Century Building
Mainlander Investments
Century Tower
Mainlander Investments
City of Portland
City of Portland—Facilities
Columbia Business Center
Cushman & Wakefield
Columbia Square
Melvin Mark Companies
Commerce Plaza
Mainlander Investments
Commonwealth Building
UNICO Properties, Inc.
Congress Center
Shorenstein Realty Service
Copeland Building
Elliott Associates
Crown Plaza
Melvin Mark Companies
Deilschnieder Building
Russell Development Co., Inc.
Eastridge
Lawrence Investments
Equitable Center
Equitable Center
Fairfield Hotel
Portland Development Commission
Fechheimer Building
Russell Development Co., Inc.
Fifth Ave Building
Melvin Mark Companies
First & Main
American Assets Trust
Freimann Kitchen Building
Russell Development Co., Inc.
Fremont Place I & II
CB Richard Ellis
Friemann Restaurant Building
Russell Development Co., Inc.
Galleria
Bill Naito Company
Governor
Downtown Development Group
Gresham Station Medical Plaza
Westlake Realty
Griffith Park Office Building
ARM Property Management
Gustav's
Shorenstein Realty Service
Hallock & McMillen Building
Russell Development Co., Inc.
Hayden Island
Melvin Mark Companies
Hilltop
Lawrence Investments
Indigo
Gerding Edlen Management
Jackson Tower
Norris & Stevens, Inc.
Janey
Gerding Edlen Management
Jefferson West Apartments
Portland Development Commission
JP Morgan Chase
JP Morgan Chase & Co.
Kaiser Permanente Building
Kaiser Permanente
Kidder Mathews
Kidder Mathews
KOIN Center
American Pacific International Capital, Inc.
Kress Block
Downtown Development Group
Kruse Oaks I, II & III
Shorenstein Realty Service

Kruse Way Plaza I & II
Shorenstein Realty Service
Kruse Woods I, II, III, IV & V
Shorenstein Realty Service
Leased Property
General Services Administration
Liberty Centre
Langley Investment Properties
Lincoln Building
UNICO Properties, Inc.
Lincoln Plaza
Shorenstein Realty Service
Lincoln Tower
Shorenstein Realty Service
Lloyd 700 Building
American Assets Trust
Lloyd Center Tower
American Assets Trust
Lovejoy
UNICO Properties, Inc.
Machine Works Building
UNICO Properties, Inc.
Main Place Realvest Corporation
Merchant Building
Bill Naito Company
Mohawk Building/Galleries
Norris & Stevens, Inc.
Montgomery Park
Bill Naito Company
Nimbus Corp. Ctr. Buildings 1-16
Shorenstein Realty Service
Northwest Corporate Park
KG Investment Management LLC
ODS Tower
Langley Investment Properties
OHSU Center for Health & Healing
CB Richard Ellis
One Airport Center
Cushman & Wakefield
One Centerpointe
NAI Norris Beggs & Simpson
One Main Place
CB Richard Ellis
One Monarch Center
Doug Bean & Associates
One Pacific Square
Langley Investment Properties
Owne Property
General Services Administration
Pacific Building
The Gray Company Realty
Pacific First Center
Harsch Investment Properties, LLC
Pacwest Center
Langley Investment Properties
Park Washington
Bluestone & Hockley
Pioneer Park
Downtown Development Group
Pioneer Tower
General Growth Properties
Pittcock Block
Alco Properties
Providence Office Park
Providence Health Services
Public Service Building
Downtown Development Group
Pythian Building
Norris & Stevens, Inc.
Red Lobster, SW Greenburg
Shorenstein Realty Service
River Forum I & II
Shorenstein Realty Service
RiverSide Centre
Shorenstein Realty Service
Riviera Plaza
Harsch Investment Properties, LLC

Robert Duncan Plaza
Melvin Mark Companies

Rose Garden
Portland Arena Management

Scholls Business Center
KG Investment Management LLC

Shorenstein Buildings 1, 2 & 3
Shorenstein Realty Service

South Office Building at The Round
City of Beaverton/Colliers International

Standard Insurance Center
The Standard

Standard Plaza
The Standard

Summit Building Cornell Oaks
Newmark Grubb Knight Frank

Sunset at Tanasbourne
Melvin Mark Companies

Tanasbourne
The Standard

Three Centerpointe
NAI Norris Beggs & Simpson

Two & Three Town Center
Doug Bean & Associates

Umpqua Bank Plaza
Shorenstein Realty Service

Union Bank Building
Melvin Mark Companies

US Bancorp Plaza
UNICO Properties, Inc.

US Bancorp Tower
UNICO Properties, Inc.

Valley Plaza
Norris & Stevens, Inc.

Water Tower
Melvin Mark Companies

Wells Fargo Data Center
CB Richard Ellis

Wells Fargo Tower
CB Richard Ellis

Westbrooke Corporate Park
KG Investment Management LLC

Wilsonville Town Center
Capital Realty

Woodlands at Durham
Deering Management

World Trade Center I, II, III
World Trade Center

BOMI Designation Programs

BOMI designation programs are recognized as a mark of distinction and excellence throughout the industry. No matter which designation members choose to pursue, they benefit from time-tested courses and a proven curriculum that can help them successfully tackle the demands of an increasingly complex profession with confidence and authority.

2011/2012 Graduates:

Ms. Christina L Oakley,
RPA, FMA

Mr. Lawrence J. Berent,
SMA

Mr. David Klemp, RPA

Mr. John G Schwab, FMA

Mr. Conrad Gollob,
RPA, FMA

Citywide Partnership Promoted Energy Efficiency

It started in 2006 as the Office Energy Showdown, led to Carbon 4 Square, and emerged in 2012 as the KILOWATT CRACKDOWN, a partnership between BOMA Oregon, City of Portland, NEEA, Portland Development Commission and Energy Trust of Oregon to benchmark energy efficiency among local office buildings.

The KILOWATT CRACKDOWN centers on improving energy performance through actions taken over the course of two years. Participating buildings benchmark energy performance through ENERGY STAR®'s Portfolio Manager Tool. Launched in September 2012, the KILOWATT CRACKDOWN contest has expanded its geographic reach and doubled the number of office building participants as compared to previous competitions.

By working together, the City of Portland will not mandate the disclosure of a building's ENERGY STAR score. City leaders expect that this approach will inspire more office buildings to take actions that result in energy savings as well as benefits to the workplace, the community and the environment. The KILOWATT CRACKDOWN is the first public-private partnership of its type in the U.S.

International TOBY Award Winners

Each year at the BOMA International Conference, the commercial real estate industry honors 14 commercial properties with The Outstanding Building of the Year (TOBY) Award.

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 buildings must first win both local and regional competitions. Judging is based on community impact, tenant/employee relation programs, energy management systems, accessibility for disabled people, emergency evacuation procedures, building personnel training programs and overall quality indicators. In addition, a team of expert industry professionals conducts comprehensive building inspections.

2011 Government Building of the Year:

The Wayne Lyman Morse United States Courthouse in Eugene, Oregon

2010–2011 Medical Office Building of the Year:

THE OHSU Center for Health and Healing in Portland, Oregon

In our 98 year history, these two member buildings are the first TOBY award winners in Oregon. Congratulations!



Allied Members

ABM Janitorial Services
ABM Security Services
Allied Waste of Portland
AlliedBarton Security Services
Ball Janik LLP
Bank of the Cascades
Belfor Property Restoration
Benge Industries
Building Engines, Inc.
Camfil Farr, Inc.
Central Parking System
Christenson Electric, Inc.
City Center Parking
Clark Public Utilities
Columbia Roofing & Sheet Metal
Comcast
Convergent Technologies, LLC
Cosco Fire Protection
Crowley Landscape Management, Inc.
Crystal Greens Landscape, Inc.
davidwhewett, inc.
Davis Wright Tremaine LLP
Dennis' 7 Dees Landscape, Inc.
Dunn Carney Allen Higgins & Tongue LLP
Eden Advanced Pest Technologies
Elite Striping, LLC
Energy Easy
Energy Trust of Oregon, Inc.
Eoff Electric Supply
ESC Automation
Floor Solutions

Fortis Construction
GBD Architects Inc.
GCA Services Group
Georgia Pacific
Green Building Services, Inc.
Har-Bro West
Howard S. Wright
InterWorks, LLC
J.R. Johnson, Inc.
J2 Building Consultants, Inc.
Jones Lang LaSalle
Jordan Ramis, PC
Kennedy Restoration
KONE, Inc.
McKinstry
"Millennium Building Services, Inc.
Walter E. Nelson Co."
N & C Service Inc.
National Maintenance Contractors
Northwest Commercial Carpet & Floor
Cleaning, Inc.
Northwest Control Company
Northwest Energy Education Institute
Northwest Energy Efficiency Alliance
Northwest Landscape Services
Northwest Natural
NW Protective Service
Otis Elevator Company
Peak Landscape
Perkins & Company
Portland General Electric
Premier Cleaning Services, LLC

Radler White Parks & Alexander LLP
Raindrop Roofing
Rubbermaid Commercial Products
Schindler Elevator Corporation
Securitas Security Services USA, Inc.
Service Point
ServiceMaster of Portland
ServiceMaster Solutions
Siemens Building Technologies
SimplexGrinnell
Snyder Roofing & Sheet Metal, Inc.
Specialty Heating & Cooling, Inc.
Sprague Pest Solutions
Stanley Steemer
TerraFirma Foundations Systems
The Blue Book of Building
& Construction Network
ThyssenKrupp Elevator
Todd Hess Building Company
Township-United Building Services, LLC
TraneOregon
Tremco Roofing/Canam
Turner Construction
Twice the Light, Inc.
Varsity Contractors, Inc.
Waste Management of Oregon
WCP Solutions
Western States Fire Protection
WILLCO
Yost Grube Hall Architecture
Zimmer Gunsul Frasca Architects, LLP

About BOMA Oregon

BOMA Oregon is one of the city's oldest business organizations and the largest and most well-respected organization representing the commercial real estate industry. BOMA Oregon is a not for profit 501(c) 6 trade association.

BOMA Oregon was founded in 1915 and represents the commercial office market from Vancouver, Washington to Eugene, Oregon (and hopefully, someday the entire state). We represent almost 40 million square feet of commercial real estate.

BOMA Oregon is the voice of commercial real estate in Oregon. BOMA is the most influential and effective advocacy, recruitment and training organization for the U.S. commercial real estate industry. BOMA offers commercial property owners and managers, and the businesses that serve them, an invaluable package of services to help them succeed in a challenging and competitive market.

- There are 93 BOMA "locals" in the US and 14 affiliates world-wide.
- We are federated with BOMA International (founded in 1906).
- BOMA Oregon has a voluntary board of no more than 25 directors and standing committees. Our staff consists of a full-time executive director, a part-time office manager, a full-time administrative assistant, lobbyist (state issues), accountant and marketing/PR Manager.
- BOMA Oregon membership is based on building or company affiliation rather than by individual.
- A percentage of your annual dues are sent to BOMA International to support their efforts. BOMA Oregon sends approximately \$45,000 annually to BOMA International.



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