

SPONSORSHIP BROCHURE

UPGRADE YOUR SALES STRATEGY TODAY



BOMA 2022

INTERNATIONAL CONFERENCE & EXPO
Presented by BOMA International and *BUILDINGS*

JUNE 25-28 | NASHVILLE, TN
EXPO DATES: JUNE 26-27

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SPONSORSHIPS MAKE A DIFFERENCE

As a highly visible sponsor, you'll raise your company profile, drive more traffic to your booth and promote your position as an industry leader. Which sponsorship will meet your goals and budget? Find one that aligns with your objectives.

BOOST YOUR VISIBILITY

Increase booth traffic, make more connections and multiply your sales. Starting as low as \$3,000, sponsorships are tailored to meet your goals, increase your return on investment and maximize your presence at the Expo.

Choose the type of sponsorship that's right for you:

NETWORKING EVENTS



Make a memorable impression through branded signage, your company name on drink and event tickets, napkins featuring your logo, and more.

EDUCATION EVENTS



Sponsor an education program addressing a specific topic and show that you're an industry resource.

CONFERENCE SERVICES



Make an impact throughout the event – branding opportunities include registration bags, attendee badges, conference WiFi, the Conference Mobile App, hotel key cards, show signage and more.

ENJOY EXCLUSIVE SPONSORSHIP BENEFITS

Sponsorship opportunities include exclusive perks that maximize your reach, impact and ROI.

Year-round publicity with BOMA's influential membership

- Your sponsorship recognized in the Conference Mobile App, BOMA's Membership Directory, and in pre-conference promotion
- A special sponsor symbol and your company logo included with your exhibitor listing on the BOMA Conference website
- Inclusion on the sponsor page of the BOMA Conference website

Special benefits and discounts for the Expo

- Additional priority point to choose your 2023 exhibit space sooner
- Waiver of corner premium charges on your 2023 exhibit space

Special recognition throughout the Conference & Expo

- Sponsor sign for your booth and sponsor ribbons for your booth staff
- Inclusion on the sponsor signage placed in a high traffic area of the Music City Center acknowledging all 2023 sponsors

Platinum and Gold Sponsors Receive Additional Benefits:

- Logo included in rotation of Premium Sponsors on the BOMA Conference website
- Inclusion in the Monday Prize Drawing—delivering the BOMA audience right to your booth! Attendees stop by your booth to qualify for a chance to win a prize given at the Prize Stage
- Individual Sponsor Signage at the Music City Center which includes your company name and booth number

BENEFITS BY LEVEL

SPONSORSHIP BENEFITS	PLATINUM \$20,000 and up	GOLD \$10,001- \$19,999	BRONZE AND SILVER \$3,000- \$10,000
<i>Company logo on the conference website on the rotating "Premium Sponsors" list</i>	✓	✓	
<i>Company logo on an individual sponsor sign</i>	✓	✓	
<i>Inclusion in the BOMA Prize Drawings on Monday</i>	✓	✓	
<i>Company listed as a sponsor in BOMA's Membership Directory, in pre-conference promotion and in the Conference Mobile App</i>	✓	✓	✓
<i>Sponsor symbol and company logo in exhibitor listing on the BOMA Conference website</i>	✓	✓	✓
<i>Company name listed on sponsor page of the BOMA Conference website</i>	✓	✓	✓
<i>Sponsor sign for your booth</i>	✓	✓	✓
<i>Sponsor ribbons for your booth staff</i>	✓	✓	✓
<i>Company name on sponsor banner at the Music City Center</i>	✓	✓	✓
<i>Additional priority point for 2023 space selection</i>	✓	✓	✓
<i>Waiver of corner premium charges for 2023 exhibit space</i>	✓	✓	✓

Benefits of some sponsorships are subject to change based on social distancing and safety protocols.

MAKE PLANS NOW!

For more information on sponsorship availability or to become a sponsor, contact Vicki Cummins at 888-777-6956 or vcummins@showmgmt.com.

CATALOG OF SPONSORSHIP OPPORTUNITIES

PLATINUM SPONSORSHIP OPPORTUNITIES (See the general sponsor benefits outlined on previous page)

NETWORKING AND EDUCATION EVENT SPONSORSHIPS

Benefits of Event Sponsorships Include:

- Opportunity for a company representative to make brief remarks from the stage during the event
- Company logo on event signage
- Company logo prominently displayed on the stage during the event
- Company logo featured on the event page of the Conference website and in the Conference Mobile App
- Company representatives can greet attendees at the event
- Opportunity to distribute a small giveaway item at the event (item supplied by sponsor and subject to BOMA approval)

 **TOBY Awards Program and Banquet - SOLD** \$75,000
Tuesday, June 28

Get year-round, unparalleled exposure as the sponsor of the 2021-2022 TOBY Awards Program and Banquet. Ask Vicki Cummins for a full list of benefits.

 **Sunday Opening Keynote Sponsorship - SOLD** \$25,000
Sunday, June 26

Be part of the highly anticipated Opening Keynote with a prominent speaker.

 **Tuesday Keynote Session** \$25,000
Tuesday, June 28

Get noticed at this session with either a prominent speaker or timely panel discussion. Plus, BOMA's highly anticipated *State of the Industry Address*.

CONFERENCE SERVICES

 **Lunches in the Exhibit Hall** \$20,000 per day
Sunday, June 26 OR
Monday, June 27

Lunches keep attendees in the hall to do business. Sponsorship provides terrific exposure for your company. Benefits include:

- Recognition as the sponsor in the lunch description online
- Company name printed on the lunch tickets for day sponsored
- Company logo on signage at the restaurant area
- Opportunity to provide table tents with a marketing message for tables in the restaurant area during lunch on Sunday and/or Monday (subject to BOMA approval)
- Company logo by the restaurant area on the online floorplan

 **Conference Website - SOLD** \$25,000
Through July 2022

BOMA's Conference website is the ideal place for you to make your mark before, during and after the expo. Benefits include:

- Company logo in the footer of each page of the conference website
- A special "Website Sponsor" page of the website where your company can have videos, press releases and other resources
- Opportunity to place a tile ad on the BOMA Conference website floorplan page

 **WiFi at the Music City Center - SOLD** \$25,000
Saturday, June 25 - Tuesday, June 28

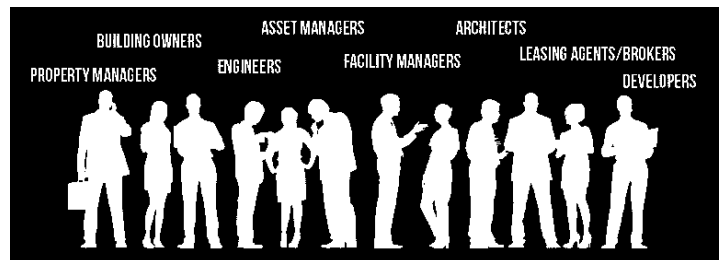
Help your prospects and customers stay connected while at the conference. Benefits include:

- Recognition as the sponsor on the Conference website
- Company logo on signage at the Music City Center with instructions on how to access the WiFi service
- Your company name as the WiFi password (up to 10 letters)

 **Escalator Wrap** \$25,000/set

Escalators are in main egress areas where attendees travel between sessions, registration and the expo hall. Get your company's message in front of the attendees by sponsoring one of the sets of escalators with this unique advertising vehicle.

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GOLD SPONSORSHIP OPPORTUNITIES

(See the general sponsor benefits outlined on the previous page)



Attendee Badge Holders - *SOLD* **\$15,000**
Your company logo is printed on the attendees' badge holders.



BOMA Networking Area & Grand Opening Drink Ticket **\$15,000**
Ask Vicki Cummins for details.



Power Bank Charger **\$15,000**
A power bank charger with your company logo will be placed in the registration bag which each attendee receives.



Registration Bags - *SOLD* **\$18,000**
Your logo and message are carried by everyone throughout the event.



TOBY Awards Reception **\$15,000**
Tuesday, June 28

Align your company with this prestigious reception which precedes the TOBY Awards Program & Banquet. Benefits include:

- Recognition as the sponsor on the Conference website and in the Conference Mobile App
- Company logo on napkins at the bars during the reception
- Company name on the drink ticket (1 per attendee) for use during the reception
- Two complimentary tickets for your company representatives to attend the TOBY Awards Program & Banquet
- Company logo on signage at the reception

SILVER SPONSORSHIP OPPORTUNITIES

(See the general sponsor benefits outlined on page 3)

Aisle Signs - *SOLD* **\$7,500**
Attendees use the aisle signs to guide them through the Expo Hall. Your logo appears on every aisle sign, giving your company constant exposure to all attendees as they walk the Expo.

Coffee Breaks **\$5,000 per day**
Saturday, June 25 (at the Morning Business Meetings) OR Tuesday, June 28 (*SOLD*) (before the General Session)
Your generosity is an eye-opening experience...and the coffee is truly appreciated by attendees. Your company logo is on signage at the coffee break stations and printed on napkins distributed at the coffee break stations.

Conference Amenities Kit **\$10,000**
Band aids, mints and other amenities are appreciated by the attendees. Your company logo is on the canvas packs that hold the amenities and is placed in the registration bag that each attendee receives.

Conference Mobile App **\$10,000**
Technology is right at everyone's fingertips...so let your brand gain multiple impressions. The BOMA Conference Mobile App lets registrants schedule and manage exhibitor appointments, browse the exhibitor list, view and manage their schedule, view a map of the Expo Hall and more. *With the elimination of the printed directory*, the app is an even more valuable resource. Your company logo is on this tool that attendees use before, during and after the conference.

Conference Notepad **\$7,500**
A notepad with your company logo are on each sheet of lined paper will be placed in the registration bag that each attendee receives.

Conference Pens **\$5,000**
A pen with your company logo will be placed in the registration bag that each attendee receives.

Dan Chancey Leadership Academy & Reception **\$7,500**
The Daniel W. Chancey Leadership Academy is a mentorship program connecting BOMA Fellows with rising leaders interested in becoming more involved with BOMA International. There is a reception for those that attended the academy. Benefits include:

- Opportunity for a representative to make welcome remarks at the academy reception
- Company logo on event signage
- Company logo featured on the academy descriptions on Conference website
- Opportunity to distribute a small giveaway item at the reception (item supplied by sponsor and subject to BOMA approval)

Exhibit Hall Locator Board **\$5,000**
Sunday, June 26 and Monday, June 27
A locator board, including a full exhibitor list with booth numbers and the Expo floorplan, is prominently placed at the entrance to the Expo Hall. Your company logo on exhibitor locator board and your company's booth is highlighted on the locator board

Exhibitor Lounge **\$5,000**
Sunday, June 26 and Monday, June 27
This lounge is a meeting place in the Expo Hall where exhibitors can relax or hold private business meetings. Your company logo is on signage at the lounge entrance and on beverage napkins.

Hand-Sanitizing Stations **\$5,000 each**
Expo Hall or Conference Areas
Attendees need to be able to quickly sanitize their hands in the Expo Hall and in between education sessions. Supplying your own branded hand-sanitizing stations lets attendees know who the go-to company is for keeping their own offices germ-free.

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CATALOG OF SPONSORSHIP OPPORTUNITIES

SILVER SPONSORSHIP OPPORTUNITIES

(See the general sponsor benefits outlined on page 3)

Hotel Key Cards **\$10,000**

Friday, June 24 - Tuesday, June 28

Make your brand visible every time a BOMA attendee uses his or her hotel key. You will have the opportunity to design custom art including your logo and booth number to be featured on the hotel key cards. (For hotels in the official BOMA Housing block.)

Hotel Room Delivery **\$10,000 per night**

Saturday, June 25 OR Sunday, June 26

Drive traffic to your booth by having a special item delivered to all BOMA attendee guest rooms in the official BOMA Housing block (items supplied by sponsor and subject to BOMA approval).

Prize Stage **\$10,000**

Sunday, June 26 and Monday, June 27

The BOMA Prize Stage, a popular destination, is the perfect place to display your company's brand. Benefits include:

- Company logo on signage at the Stage
- Opportunity to have your staff member give brief welcome remarks from the stage at the start of the prize drawings
- Opportunity to have a staff member on stage for the announcement of the winners and for photographs with the winners (not including the Grand Prize or Mobile-Shop giveaways)

Regional Breakfasts - **SOLD** **\$10,000**

Sunday, June 26

BOMA's eight regional breakfasts feature discussions specific to each region. If you have an active presence in local markets—or you'd like to build one—this terrific grassroots sponsorship has the reach and impact you need. Benefits include:

- Company logo on breakfast signage and in the breakfast description on the Conference website
- Company credited as the sponsor in the script at each breakfast
- Opportunity for representative to attend each breakfast
- Opportunity to provide handouts to be placed on chairs at each breakfast (supplied by sponsor and subject to BOMA approval)

Refreshment Retreat - **SOLD** **\$10,000**

Sunday, June 26 and Monday, June 27

Attendees enjoy refreshments and have your company to thank. The retreat is conveniently located in the Expo Hall. Benefits include:

- Company logo on signage at the Refreshment Retreat
- Opportunity to distribute a small giveaway item at the Refreshment Retreat (item supplied by sponsor and subject to BOMA approval)

Relaxation Retreat - **SOLD** **\$10,000**

Sunday, June 26 and Monday, June 27

A soothing 5-10 minute seated massage is sure to attract attendees to your booth...where they must come to get their voucher in order to get their massage at the Relaxation Retreat. The Retreat is conveniently located in the Expo Hall. Benefits include:

- Company name on the voucher inserted in the registration bags with instructions to visit your booth for validation
- Customized stamper with your company logo for validating attendee vouchers at your booth
- Opportunity to distribute a small giveaway item at the Relaxation Retreat (item supplied by sponsor and subject to BOMA approval)

Restroom Clings **\$7,500**

Place your message on clings placed on the mirrors of the bathrooms in the Expo Hall. Sponsorship includes a total of 12 one-square-foot clings. Send us your artwork and we will take care of the rest.

Touchless Key Tag **\$10,000**

A touchless key tag with your company logo will be placed in the registration bag that each attendee receives. Attendees can use this to push elevator buttons, select items on ATM machines, open cabinet doors and more.

Wellness Retreat **\$10,000**

Sunday, June 26 and Monday, June 27

Work with BOMA to create an area where attendees can find items to improve their safety and health. Your company name will be on giveaways at the retreat (items selected with BOMA staff and supplied by BOMA). In addition, your company logo will be included on signage at the Wellness Retreat. The Retreat is conveniently located in the Expo Hall.

BRONZE SPONSORSHIP OPPORTUNITY

Press Room **\$3,000**

Sunday, June 26 - Monday, June 27

The BOMA Press Room is where members of the media gather to pick up exhibitors' press kits, file stories and conduct interviews during the BOMA Conference. You have the opportunity to provide a small giveaway placed in the press room (items supplied by sponsor and subject to BOMA approval).

Looking for something different?

Contact Vicki Cummins to create a customized sponsorship!

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CATALOG OF SPONSORSHIP OPPORTUNITIES

EDUCATION SPONSORSHIPS

Education Tracks **\$4,000 per track** Sunday, June 26 - Tuesday, June 28

By sponsoring an education track, you align your company with that subject matter. The education tracks are:

- *Creating Asset Value* • *Energy Efficiency & Environmental Responsibility* • *Health & Wellness* • *Industrial Real Estate Management - (SOLD)* • *Leadership, Career & Talent Development*
- *Occupant Engagement* • *Technology & Innovation*

Benefits include:

- Company logo on signage for each track
- Sponsor recognition in track description on the Conference website
- Your company credited as the sponsor in the script for each session
- Opportunity to have a representative attend each session
- Opportunity to provide handouts to be placed on the chairs in the room (handouts supplied by sponsor and subject to BOMA approval)

Women in CRE Breakfast & Networking Session **\$10,000** Monday, June 27 - **SOLD**

This unique education program will focus on issues affecting women in the industry. Benefits include:

- Opportunity for a company representative to make brief remarks and introduce the session
- Company name and logo on signage for the breakfast and session
- Recognition as the sponsor in the event description on the Conference website and in the Conference Mobile App
- Company credited as the sponsor in the script during the session
- Opportunity to have a representative attend the networking breakfast and session
- Opportunity to provide handouts to be placed on the chairs in the room (handouts supplied by sponsor and subject to BOMA approval)

Advertising Opportunities

Registration Bag Insert **\$3,000**

Supply BOMA with an insert from your company (insert must be approved by BOMA prior to sending), and it will be placed in the registration bags for attendees.

Online Booth/Online Advertising **\$500-\$2,500**

There are opportunities to increase your visibility on the Conference website by adding banner ads, logos and videos. Contact Vicki Cummins at 888-777-6956 or vcummins@showmgmt.com for additional information.

Conference Emails

For advertising rates and to reserve advertising space in BOMA International Conference & Expo emails, contact Paul Hagen at 866-965-4205 or e-mail paul.hagen@stamats.com.

WELCOME PARTY SPONSORSHIPS

The most anticipated event of the conference, the Welcome Party kicks off the conference and provides an opportunity for attendees and exhibitors to network. With live entertainment and fun food and drinks, it's the talk of the conference!

YOUR COMPANY CAN BE A PART OF THE FUN! Become a sponsor and increase your presence through exclusive Welcome Party benefits, as well as the general conference sponsor benefits listed on page 2. All Welcome Party sponsors are included on signage at the Welcome Party.

BRONZE-LEVEL CO-SPONSORSHIP (\$3,000)

Bronze-Level Sponsors receive the following benefits:

- ◆ Logo included on special Welcome Party sponsor thank you signage at the Welcome Party
- ◆ Inclusion in special **Welcome Party Prize Drawing** on Sunday at the close of the Expo at the Prize Stage
- ◆ Inclusion on a dedicated "Welcome Party Page" on the BOMA Conference Website

SILVER-LEVEL CO-SPONSORSHIP (\$10,000)

Silver-Level Sponsors receive the following benefits:

- ◆ Inclusion in special **Welcome Party Prize Drawing** on Sunday at the close of the Expo at the Prize Stage
- ◆ Elevated prominence on Welcome Party sponsor signage
- ◆ **Welcome Party tickets (valued at \$150 each) for all company booth personnel**
- ◆ Inclusion on a dedicated "Welcome Party Page" on the BOMA Conference Website

PLATINUM-LEVEL CO-SPONSORSHIP (\$20,000)

Platinum-Level Sponsors receive the following benefits:

- ◆ Top prominence on Welcome Party sponsor signage
- ◆ Inclusion in special **Welcome Party Prize Drawing** on Sunday at the close of the Expo at the Prize Stage
- ◆ Inclusion in the **Monday Prize Drawing**
- ◆ **Welcome Party tickets (valued at \$150 each) for all company booth personnel**
- ◆ Inclusion on a dedicated "Welcome Party Page" on the BOMA Conference Website

Choose one of the following:

Bar Sponsor (maximum of two sponsors)

- ◆ Company logo printed on napkins and signage at bars during the party (with one other company logo)

Food Sponsor (maximum of two sponsors)

- ◆ Company logo printed on napkins and signage at stations during the party (with one other company logo)

Drink Ticket Sponsor (maximum of two sponsors)

- ◆ Company name printed on two drink tickets for each conference registrant valid for the party (with one other company name)

MAKE PLANS NOW!

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COMPANY INFORMATION

Company _____
 Name _____ Title _____
 Address _____ City/State/Zip _____
 Phone _____ Email _____
 Authorized Signature _____ Date _____

My company agrees to sponsor the following:

Platinum Opportunities

- TOBY Awards Program and Banquet *SOLD*
- Sunday Keynote Session..... *SOLD*
- Tuesday General Session \$25,000
- Lunch in the Exhibit Hall on Sunday \$20,000
- Lunch in the Exhibit Hall on Monday \$20,000
- Conference Website *SOLD*
- WiFi at the Convention Center *SOLD*
- Escalator Wrap \$25,000

Gold Opportunities

- Attendee Badges *SOLD*
- BOMA Networking Area and Grand Opening Drink Ticket \$15,000
- Power Bank Chargers \$15,000
- Registration Bags *SOLD*
- TOBY Awards Reception \$15,000

Silver Opportunities

- Aisle Signs *SOLD*
- Coffee Break – Saturday morning \$5,000
- Coffee Break – Tuesday morning *SOLD*
- Conference Amenities Kit \$10,000
- Conference Mobile App \$10,000
- Conference Notepad \$7,500
- Conference Pens \$5,000
- Dan Chancey Leadership Academy \$7,500
- Exhibit Hall Locator Board \$5,000
- Exhibitor Lounge \$5,000
- Hand Sanitizing Stations in Expo Hall \$5,000
- Hand Sanitizing Stations in Conference Area \$5,000
- Hotel Key Cards \$10,000
- Hotel Room Delivery – Saturday Night \$10,000
- Hotel Room Deliver – Sunday Night \$10,000
- Prize Stage \$10,000
- Regional Breakfasts *SOLD*

Silver Opportunities (cont'd)

- Refreshment Retreat *SOLD*
- Relaxation Retreat *SOLD*
- Restroom Clings \$7,500
- Touchless Key Tag \$10,000
- Wellness Retreat \$10,000

Bronze Opportunity

- Press Room \$3,000

Education Tracks

(3 days of sessions per track)

- Creating Asset Value \$4,000
- Energy Efficiency & Environmental Responsibility \$4,000
- Health & Wellness \$4,000
- Industrial Real Estate Management *SOLD*
- Leadership, Career & Talent Development \$4,000
- Occupant Engagement \$4,000
- Technology & Innovation \$4,000

Other Education Sponsorships

- Women in CRE Breakfast & Networking Session *SOLD*

Welcome Party Co-Sponsorships

- Platinum-Level Sponsor \$20,000
- Silver-Level Co-Sponsor \$10,000
- Bronze-Level Co-Sponsor \$3,000

Advertising Opportunity

- Banner Ads on the Website Floorplan Page (3 locations)
 - Exclusive placement in one location \$2,500
 - One of three (3) rotating banners in one location \$750
- Logo Ad on Booth Profile* \$750
- Logo on Floorplan (islands only) \$500
- Video Upload on Booth Profile \$750 per video
- Registration Bag Inserts \$3,000
- Mobile App Push Notification \$1,000 per notification**

*Included with all Platinum, Gold, Silver and Bronze sponsorships

**One notification per day per company; a limit of 5 notifications per day total

METHOD OF PAYMENT

Please send invoice for payment by check
 Please charge my credit card:
 VISA MasterCard AMEX

I, _____, hereby authorize BOMA International to charge my credit card the TOTAL* of _____.

Card #: _____

CC ID #: _____ (4 digit number on front of AMEX; 3 digit number on the back of VISA/MC next to signature)

Exp. Date: _____

Signature: _____

Name on card: _____

Billing Address: _____

*The issuer of the card identified on this item is authorized to pay the amount shown as TOTAL. I promise to pay such TOTAL subject to and in accordance with the agreement governing the use of such card. My signature on this order form authorizes BOMA International to charge my credit card number listed on this order form for the amount shown as TOTAL.

Send check payment to:
BOMA Sponsorships
c/o Kanwal Saluja
1101 15th Street, Suite 800
Washington, DC 20005

TERMS

Sponsorships are subject to availability. Sponsorships are available on a first-come, first-serve basis (with the exception that the prior year's sponsors will be given first right of refusal).

Upon receipt of this contract by BOMA International, if payment is not included on this contract, a 50% non-refundable deposit is due immediately. 100% payment is due and non-refundable by March 1, 2022. In the event that a sponsor cancels, the sponsor must do so in writing. If the cancellation is received prior to March 1, 2022, the 50% deposit is due and non-refundable. If the cancellation is received on or after March 1, 2022, 100% of the sponsorship investment is due and non-refundable.

If BOMA is unable to legally convene due to ordinances put in place by local, state, and/or federal governments, sponsors will be given the option to utilize their paid sponsorship fee towards a virtual sponsorship (if applicable), receive a refund or transfer to the following year's event. Sponsors who decide to cancel their sponsorship prior to an official event cancellation announcement from BOMA will do so in accordance with the cancellation schedule above, and will not be eligible for any additional refunds should BOMA be forced to cancel the event at a later date.

Benefits of some sponsorships are subject to change based on social distancing and safety protocols.

Return Contract to:

Vicki Cummins, BOMA International
 Email: vcummins@showmgmt.com or fax: 856-494-1660

THE DEADLINE IS May 1, 2022.