



# DESIGN-BUILD...

# WHERE PARTNERING IS *Everything*

## DBIA INDUSTRY PARTNER MEMBER BENEFITS



### **NETWORK**

Market and direct more business to your firm through participation at our conferences, the DBIA website, and the Membership Directory. Meet with other leaders and owners who share the vision, benefits and value of design-build and integrated services.

### **INFORMATION & ADVOCACY**

Discover leading Design-Build publications including Integration Quarterly magazine and specialized industry publications via our online bookstore. Learn of new projects coming up for bid using our E-Pipeline tool. Reach out to promote integrated services, educate owners, and inform legislators at the federal, state and local levels. Learn of laws being passed in your own state and see how they impact your project.

### **EDUCATION**

Improve your employees' technical and business skills by taking part in DBIA's education tour. DBIA educational programs are practical "how to" courses about design-build with topics ranging from an introduction of design-build techniques to advanced application of design-build concepts. DBIA coursework also allows members to advance toward DBIA Professional Certification. As an industry partner firm employees will receive a discounted rate on all coursework and national and specialty conference registrations. Also take advantage of our industry partner discounts on customized organizational training.

### **MARKETING**

As an industry partner your firm may use the DBIA logo and the statement "DBIA Industry Partner" on your firm's website and marketing material; receive a full listing with your firm logo and firm description in the annual membership directory as well as a website link from the DBIA website to your firm's website. On all exhibits, sponsorships, and advertising industry partners will receive the deepest discounts offered as well as a buy 2, get 1 free discount on advertisements in our Integration Quarterly magazine purchased over the course of 1 year. Each contact listed under your industry partnership will receive a complimentary subscription to Integration Quarterly, a complimentary copy of the annual membership directory and access to state and local "Requests for Proposals" database (under the member's only section of website).

*Design-Build is a burgeoning industry which today accounts for over 40 percent of all non-residential design and construction in the US-- and this growth curve shows no sign of slowing. As reported in a recent edition of Engineering News Record, design-build revenue has nearly doubled since 2004 increasing from just over \$40 billion to nearly \$85 billion in revenue in 2007.*

DBIA is proud to be the voice of this industry of leaders in the design and construction fields who utilize design-build and integrated project delivery methods to achieve high performance projects.

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## DBIA INDUSTRY PARTNER MEMBER APPLICATION

### COMPANY INFORMATION

Firm Name \_\_\_\_\_

Company Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Country \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Country \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Company Website: \_\_\_\_\_

### AUTHORIZED PERSONS

*Please note: The primary contact is the person to whom all communications will be addressed. Please attach a sheet listing the name, title, address, telephone, fax, and e-mail of any alternate contacts. Please see the Classifications and Dues Matrix for the number of contacts for which the Firm is eligible.*

Primary Contact Name \_\_\_\_\_ Title \_\_\_\_\_

Address (if different from above) \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Assistant Name \_\_\_\_\_ Assistant Phone \_\_\_\_\_

Business Development Company Contact \_\_\_\_\_ Phone \_\_\_\_\_

Primary Contact Signature \_\_\_\_\_

### DIRECTORY INFORMATION

*The following information is needed to complete the application process. Please fill out carefully, at this will be used for your entry in the annual DBIA Membership Directory*

Which classification best describes your firm? Please check only one.

- |  |   |   |  |
|--|---|---|--|
| <input type="checkbox"/> Design-Build Firm   | <input type="checkbox"/> DB Subcontractor/Specialty   | <input type="checkbox"/> Accounting Firm              | <input type="checkbox"/> Publisher/Press     |
| <input type="checkbox"/> General Contractor  | <input type="checkbox"/> Manufacturer/Supplier        | <input type="checkbox"/> Banking/Financial Firm       | <input type="checkbox"/> Association         |
| <input type="checkbox"/> Architecture Firm   | <input type="checkbox"/> Program Management Firm      | <input type="checkbox"/> Government Federal Agency    | <input type="checkbox"/> Realtor Firm        |
| <input type="checkbox"/> Engineering Firm    | <input type="checkbox"/> Construction Management Firm | <input type="checkbox"/> Government- Local/City/State | <input type="checkbox"/> Technology Software |
| <input type="checkbox"/> A/E Firm            | <input type="checkbox"/> Legal Firm                   | <input type="checkbox"/> Academic Institutions        | <input type="checkbox"/> Other: _____        |
| <input type="checkbox"/> Insurance & Bonding | <input type="checkbox"/> Real Estate Developer        | <input type="checkbox"/> Real Estate Brokerage Firm   |  |

Age of Firm:  Number of Employees:



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## DBIA INDUSTRY PARTNER MEMBER APPLICATION

### ANNUAL VOLUME

Include both design-build and non-design-build work in this figure.

- |  |  |
|--|--|
| <input type="checkbox"/> \$0-\$5 Million   | <input type="checkbox"/> \$25-\$100 Million  |
| <input type="checkbox"/> \$5-\$10 Million  | <input type="checkbox"/> \$100-\$300 Million |
| <input type="checkbox"/> \$10-\$15 Million | <input type="checkbox"/> \$300+ Million      |
| <input type="checkbox"/> \$15-\$24 Million |  |

What percentage of your firm's business is design-build?

What percent of your firm's work is for the public sector?

Private sector?

### MAJOR MARKETS FOR YOUR FIRM

Please mark all that apply

#### Buildings

- |   |  |
|---|--|
| <input type="checkbox"/> Industrial             | <input type="checkbox"/> Retirement Facility       |
| <input type="checkbox"/> General Commercial     | <input type="checkbox"/> Retail                    |
| <input type="checkbox"/> Hotel/ Hospitality     | <input type="checkbox"/> Church/Religious          |
| <input type="checkbox"/> Warehouse/Distribution | <input type="checkbox"/> Ports and Seas Facilities |
| <input type="checkbox"/> Correctional Facility  | <input type="checkbox"/> Federal Facilities        |

#### Industrial Process

- |   |
|---|
| <input type="checkbox"/> Clean Room             |
| <input type="checkbox"/> Light Manufacturing    |
| <input type="checkbox"/> Petro/Chemical/Process |
| <input type="checkbox"/> Heavy Manufacturing    |
| <input type="checkbox"/> Power                  |

#### Civil Infrastructure

- |   |                                   |   |  |
|---|-----------------------------------|---|--|
| <input type="checkbox"/> Transportation   | <input type="checkbox"/> Utility  | <input type="checkbox"/> Environmental      | <input type="checkbox"/> Other: <input type="text"/> |
| <input type="checkbox"/> Water/Wastewater | <input type="checkbox"/> Aviation | <input type="checkbox"/> Telecommunications |  |

### PAYMENT INFORMATION

Please select your payment type.

- |   |   |
|---|---|
| <input type="checkbox"/> Check (made payable to DBIA) | <input type="checkbox"/> Credit Card: (check one):  |
|   | <input type="checkbox"/> Visa <input type="checkbox"/> Mastercard <input type="checkbox"/> American Express |
| Card Number _____                                     | Expiration Date _____ Total Amount * _____  |

*\* Please review company dues matrix on the following page to determine your company dues. Membership dues are based on corporate billings which include all company revenue (all services i.e. design, construction etc.)*

Primary Contact Signature

By typing your name in the box above, you hereby confirm that you are the primary contact listed on this application and that you approve of this charge to your account.



Please Fax or Mail your Application to:  
1100 H Street, NW, Suite 500  
Washington, D.C. 20005-5476  
Phone 202-682-0110 Fax 202-682-5877



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## DBIA ADDITIONAL INFORMATION FOR MEMBERS **TAX IMPLICATIONS**



1. DBIA membership dues are tax deductible as ordinary and necessary business expense under IRS Tax Code Section 162(3) except that portion allocatable to "lobbying" under Public Law #103-66 (DBIA estimates that 95% of your dues payment is deductible and 5% non-deductible).
2. Contributions and gifts to DBIA, a 501(c)6 non-profit organization, are not deductible for income tax purposes under the tax law

## **DUES MATRIX FOR YOUR FIRM**

*Dues are based on Corporate Billing/Billings which include all company revenue (all services i.e. design, construction, etc).*

Total Corporate Revenue/Billings*	At-Risk Firm/Consolidator**	A/E or E/A	Specialty Contractor or Manufacturer Supplier	Professional Firm	Private Owner Firm, Public Agency or Academic Institution
\$0-\$5 Million	\$750	\$750	\$750		
\$5-\$10 Million	\$750	\$1,500	\$750		
\$10-\$15 Million	\$1,500	\$1,500	\$2,000	\$2,500	\$500
\$15-\$24 Million	\$2,500	\$1,500	\$2,000		
\$25-\$100 Million	\$5,000	\$2,500	\$3,000		
\$100-\$300 Million	\$7,500	\$5,000	\$5,000		
\$300+ Million	\$10,000	\$5,000	\$5,000		

***Thank you for your application.***

***We will process your application and you will receive receipt of your membership activation within 7-10 business days.***

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