



November 15, 2016

Dear WBBG Innkeeper,

At the annual meeting November 7, the WBBG Board shared a proposal for a special membership offer from the Washington Hospitality Association just for WBBG members. This offer had overwhelming support at the meeting. ***In order to qualify, WBBG needs at least 15 members to sign up before January 1.***

About the Washington Hospitality Association: The Washington Hospitality Association is the new organization founded after a merger of the former Washington Lodging Association and the Washington Restaurant Association. It is a large organization with over 6500 members, 55 paid staff, and 11 lobbyists. WBBG is currently an allied member of this organization because we feel it's important to have the B&B voice be heard on issues related to short term rentals legislation, tourism, and other legislation.

Benefits for Participating WBBG Members:

- This WBBG corporate Washington Hospitality membership would be an optional add-on for WBBG Members
- Discounted rate of \$200/year per inn (compared to \$310 individual membership)
- Over 30 Programs including discounted credit card processing & healthcare insurance—see enclosures
- Monthly Magazine & email updates
- Training Tools like Servsafe, and Alcohol server and Allergy training
- Participate in GA (Government Affairs) events
- HERO Business Resource Manual & Legal CD's
- Listing in the Online Stay in Washington guide

Benefits for WBBG:

- The WBBG gets a seat on the Washington Hospitality Association Board—a huge WIN!
- A stronger voice in Washington Hospitality legislative priorities (Government Affairs and advocacy)
- Education Resources (speakers, webcast content, training)

Compared to members who sign up directly with Washington Hospitality at full price, members under the WBBG corporate Washington Hospitality membership will not have access to :

- Retro (an L&I program)
- Advisory Network (expert advice program)
- Area Coordinator (local recruiters)

The Details:

WBBG corporate Washington Hospitality membership is an optional fee that will be paid when joining WBBG or at dues renewal time. WBBG is responsible for the yearly membership investment for all properties and collects the dues. For this first year, we will be collecting the dues in November and December with a planned start date of January 1, 2017.

Please email treasurer@wbbg.com or fill in the form below, detach and send to:

**WBBG—Washington Hospitality
2442 NW Market St. Suite 155
Seattle, WA 98107**

- Yes, I want a low cost corporate membership in the new Washington Hospitality Association through the Washington Bed & Breakfast Guild. (If you are a current member, you will be reimbursed for the overlap.)
- I already have a Washington Hospitality Assn. membership. My dues year ends in _____(month).
- Please invoice me so that I can pay with PayPal or a Credit Card (email treasurer@wbbg.com)
- I am attaching a check for the one year \$200 Membership through the WBBG starting in January 2017

Business Name _____

Business address _____

Email address _____

Phone _____