



Why become a NAIOP Sponsor? ...It's all about Value!

NAIOP Vancouver has become the leader in attracting the most active and influential commercial and industrial players in the Greater Vancouver real estate market. We provide all our members with networking opportunities with owners, developers, asset managers, brokers and consultants to enhance their knowledge and professional profile within our real estate sectors.

Sponsorship takes this opportunity to the highest level. Our sponsors first and foremost provide critical financial support for the chapter to continue its extensive activities including educational opportunities, promoting industry dialogue on land use policy and reporting on market conditions. But well beyond, our sponsors enjoy a tremendous package of benefits that brings valuable corporate recognition at numerous events throughout the calendar year. In fact sponsors receive 'value-added' bonuses at every monthly breakfast presentation and at all special annual events based on their level of participation.

In contrast to the many sponsorship opportunities seeking thousands of dollars for a single event, NAIOP Vancouver offers a full year of benefits for a comparable single investment. There is simply no higher return available in our industry for your sponsorship dollar!

A WORD FROM OUR SPONSORS

"Concert Properties has been pleased to be a member and sponsor of NAIOP for the past 10 years. The association has created a unique venue for commercial real estate professionals from across Metro Vancouver to connect, network and exchange ideas. Through topical breakfast meetings and active and dedicated volunteer committees, NAIOP has consistently provided tangible value to both Concert and the commercial real estate community"

— *Andrew Tong, Senior Vice President,
Acquisitions & Dispositions, Concert Properties*

"Since our involvement dating back to the 1980s, C&W has enjoyed the benefits that NAIOP brings to its members in terms of both networking and relationship building. Further, the education and market knowledge gained through the events that NAIOP sponsors is absolutely best-in-class."

— *Bart Corbett, Senior Vice President, Office Leasing,
Cushman & Wakefield Ltd.*

"Becoming a sponsor of NAIOP was an effortless decision to make. The valuable relationships I have made over the past 4 years have been extremely beneficial to the growth of our company."

—*Laurie Oseen, Owner, DLO*

"Matra has now been a NAIOP member for fifteen years and a Patron Sponsor for two years. Our sponsorship privileges provide us with the opportunity to promote our corporate profile and optimize our visibility to the general membership. We are proud to be an active participant in NAIOP and have particular satisfaction in the corporate recognition of sponsorship and the opportunity to support our association. We encourage your patronage to elevate your corporate identity and realize the benefits and recognition of NAIOP sponsorship."

—*Michael Baker, President, Matra Construction*

"Oxford Properties is pleased to have been a long time sponsor and supporter of NAIOP Vancouver. The benefits we see, not only from the outstanding networking opportunities but also the outreach and dialog at the local government level, translate into a direct positive impact on our day-to-day business."

—*Chuck We, Director of Leasing,
Oxford Properties Group*



SPONSORSHIP

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

VANCOUVER  CHAPTER



How to become a NAIOP Sponsor? ...It's Quick and Easy!

You may choose from one of the following Sponsorship Packages:

PLATINUM Sponsorship—\$5500 *plus HST*

GOLD Sponsorship—\$4000 *plus HST*

PATRON Sponsorship—\$2500 *plus HST*

Please take a minute to review the three levels of participation outlined in the following table. Each level enjoys a varied array of benefits and value-added perks.

NAIOP Vancouver sponsorship is now available for purchase on our website.

Complete the online application here:

<http://naiopvcr.com/sponsorshipsignup.aspx?id=becomesponsor>

For further information, you may contact our office at:

office@naiopvcr.com or 604.601.0295

SPONSORSHIP LEVELS	Patron \$2,500	Gold \$4,000	Platinum \$5,500
NAIOP Event Benefits			
1. Monthly Breakfast Event—Corporate Passes (\$575 value)		1	2
2. Golf Tournaments (\$260 value)		2	4
3. Member Pricing for all Employees and Guests at all events	✓	✓	✓
<i>(Added Value Credit for Sponsors:)</i>		<i>(\$1,095)</i>	<i>(\$2,190)</i>
NET COST:	\$2,500	\$2,905	\$3,310
Recognition/Marketing Opportunities			
1. Corporate logo & URL; company description; large scrolling banner placement; link to current project on NAIOP website	Logo & URL	Logo & URL; company description	*
2. Golf Tournament Hole Sponsorship and Signage	*	Joint	Individual
3. Employment Opportunities posted on NAIOP website	*	*	*
4. Opportunity to display promotional items at Breakfast Events when designated sponsor	Twice annually	Twice annually	All breakfast events
5. Corporate logo featured on tabletops and screen at Breakfast Events when designated sponsor	Twice annually	Twice annually	All breakfast events
6. Opportunity to sit at speaker's table and introduce speaker at Breakfast Events			* First come, first serve
7. Opportunity to buy a table of 10 for the price of 9 guests at Breakfast Events			*
8. One individual event sponsorship			* First come, first serve
9. Corporate logo featured on screen at Lunch and Learns and Cocktail Receptions	*	*	*
10. Preferential Advertising Rates for NAIOP publications	*	*	*
11. Opportunity to distribute information through existing eblasts to members	*	*	*
Subscription Services			
NAIOP Newsletter & Cost of Business Survey subscription	*	*	*
Event Hosting			
Opportunity to host Lunch and Learns, Special Events, Focus Groups		*	*
Special Owner/Developer Privileges—Owner/Developer Sponsors in the Platinum category will also enjoy the following benefits:			
1. Priority Access to Government Relations Town Hall Meetings			*
2. Priority Access to Development Issues Committee Current Issues Meeting			*
3. Invitation to Owner/Developer Roundtable Events			*