



COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

UTAH CHAPTER

# LEAD AND BE SEEN

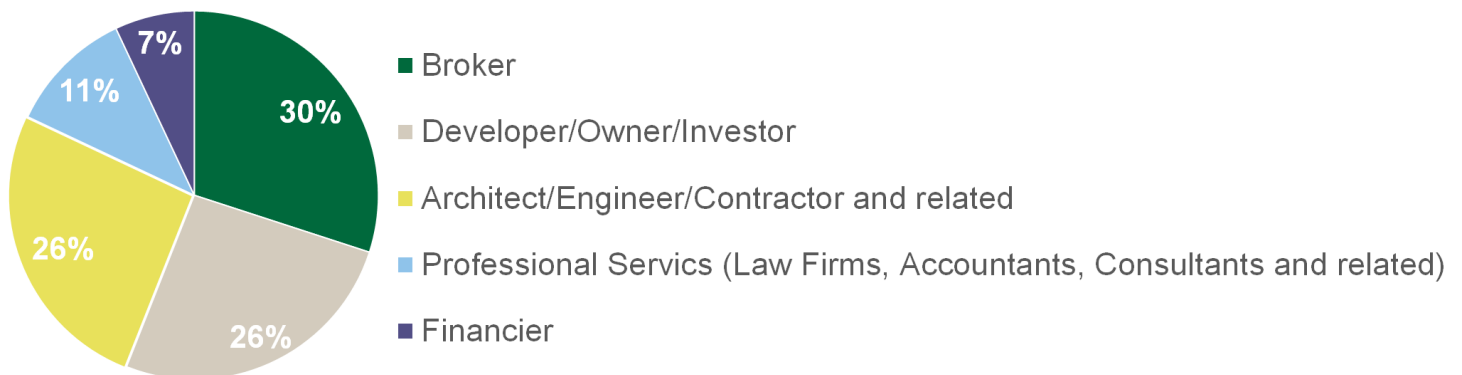
## 2020 SPONSORSHIPS

### Meet NAIOP Utah

NAIOP is the leading organization for developers, owners and investors of office, industrial, retail and mixed-use real estate. NAIOP is comprised of over 200 local and 19,000 national members.

Our diverse network includes developers, brokers, contractors, engineers, architects, property managers, and professional service providers, all influential within our market and industry.

#### INDUSTRY



#### ROLE



**Of the top 10 Utah developers, over half are NAIOP members.**  
**Of the top 5 brokerages, all have NAIOP members.**

NAIOP Utah provides unmatched programming and networking opportunities. This delivers an audience of more than 1,000 public and private commercial real estate professionals annually. Your sponsorship reaches a quality audience - 80% of members are in senior management. That's why 90% of NAIOP Utah sponsors renew each year - make the smart investment and watch your business grow.

# NAIOP

COMMERCIAL REAL ESTATE  
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## LEAD AND BE SEEN 2020 SPONSORSHIPS

### 2019 Generous Sponsors

Ballard Spahr  
Big-D Construction  
The Boyer Company  
Business Depot Ogden  
CBRE  
CCG  
CCI Mechanical  
Chunker  
Colliers International  
Cottonwood Title  
Cushman & Wakefield  
Dakota Pacific  
Dunn & Associates  
EDCUTah  
FFKR Architects  
Focus Engineering  
GOED  
Hunt Electric

Hamilton Partners  
Harris Companies  
Hines  
InnovationPointe  
Integra Realty Resources  
Jacobsen Construction  
KeyBank  
Koloa Landing  
Layton City  
Layton Construction  
MHTN Architects  
Midwest Commercial Interiors  
Midwest D-Vision Solutions  
Mortenson  
New Concepts Construction  
Newmark Knight Frank  
Northern Utah Economic Alliance  
NorthMarq Capital

Perry Commercial  
Price Real Estate  
Provo Marriott  
QuickTurn Concepts  
RBM Services  
RiverPark  
R&O Construction  
Salmon HVAC  
Snell & Wilmer  
St. John Properties  
Stack Rock Group  
University of Utah MRED  
Valbridge | Free and  
Associates Wadsworth  
Development Group Wright  
Engineers  
Zions Bank  
170 South Main



“NAIOP provides MHTN with access to relevant issues in the CRE market. We enjoy collaborating with developers and strengthening our relationships with them.”

*-Robert Pinon, AIA, LEED AP, Vice President, MHTN Architects*



“Among other things, our involvement with NAIOP has provided a forum to develop deeper relationships with existing and new clients, and has given valuable networking and educational opportunities to our employees. This combination of business development and employee growth is a net gain for Zions Bank.”

*-Rich Stevenson, Executive Vice President, Zions Bank*

## 2020 ANNUAL CHAPTER SPONSOR

NAIOP Utah greatly appreciate all support. Consistency is vital to any marketing or sponsorship campaign. To further reach and exposure, consider becoming a chapter sponsor (not exclusive).

**NOTE:** Annual Chapter Sponsors save an average of 20% as opposed to à la carte sponsorships.

### PLATINUM | \$20,000

- Six Member Meeting and Mixer sponsor (\$1,500 value)
  - Verbal recognition and logo/name on event announcement, website and letterhead
- Marquee sponsor: Commercial Real Estate Symposium, Golf Tournament and Holiday Jingle & Mingle
- Five paid memberships

### GOLD | \$15,000

- Six Member Meeting and Mixer sponsor (\$1,500 value)
  - Verbal recognition and logo/name on event announcement, website and letterhead
- Partner sponsor: Commercial Real Estate Symposium, Golf Tournament and Holiday Jingle & Mingle
- Three paid memberships

### SILVER | \$10,000

- Six Member Meeting and Mixer sponsor (\$1,500 value)
  - Verbal recognition and logo/name on event announcement, website and letterhead
- Associate sponsor: Commercial Real Estate Symposium, Golf Tournament, and Holiday Jingle & Mingle
- One paid membership

### BRONZE | \$7,500 - \$6,500

- Six Member Meeting and Mixer sponsor (\$1,500 value)
  - Verbal recognition and logo/name on event announcement, website and letterhead
- Commercial Real Estate Symposium *Magazine* full page advertiser
- Golf Tournament Industry or Hole sponsor
- Holiday Jingle & Mingle Associate Sponsor

# LEAD AND BE SEEN

# UTAH COMMERCIAL REAL ESTATE SYMPOSIUM

The highly regarded NAIOP Utah Commercial Real Estate Symposium brings together over 600 of Utah's top executives, investors, developers and decision makers. The event is tailored to current market conditions providing up-to-date industry information and forecasts.

## MARQUEE

**\$10,000**

- Top logo recognition on event signage, web and digital media
- Verbal recognition
- Event comments
- Print (hard copy) sponsor of *Symposium Magazine*
- One exhibitor table
- Two reserved tables of 10
- Two full page ads in *Symposium Magazine*
- 20 copies of *Symposium Magazine*

## PARTNER

**\$7,000**

- Prominent recognition on event signage, web and digital media
- Verbal recognition
- Digital sponsor of *Symposium Magazine*
- One exhibitor table
- One reserved table of 10
- One full page ad in *Symposium Magazine*
- 10 copies of *Symposium Magazine*

## ASSOCIATE

**\$4,000**

Exclusive sponsorship of ONE: early bird give away, registration and CE, event/promo video (2 available), lanyards, center pieces, coffee bar, break snacks/beverages, morning coffee/tea

- Logo recognition on event signage, web and digital media
- One exhibitor table
- Five reserved seats
- One page ad in *Symposium Magazine*
- Five copies of *Symposium Magazine*

## TABLE

**\$1,250**

- Table recognition
- One reserved table of 10

*NOTE: NAIOP members only fee is \$100, non-member fee is \$150*

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# GOLF TOURNAMENT

One of the most enjoyable industry golf tournaments, this continually sold-out event at Willow Creek Country Club facilitates business development, relationship building, and provides an overall good time.

## MARQUEE

**\$6,000**

- Top logo recognition on event signage, web and digital media
- Verbal recognition
- Event comments
- T-Prize Store sponsor
- Two foursomes or one foursome and one hole sponsor

## PARTNER

**\$5,000**

- Prominent recognition on event signage, web and digital media
- Verbal recognition
- Event comments
- T-Prize Store sponsor
- One foursome

## ASSOCIATE

**\$4,000**

Exclusive sponsorship of ONE: breakfast, lunch, trophy, grand prize

- Logo recognition on event signage, web and digital media
- Verbal recognition
- Event comments
- One exhibitor table
- One foursome

## INDUSTRY

**\$3,000**

Exclusive sponsorship of ONE: snack station(s), golf carts, putting course, course contest, course signage, hole-in-one

- Logo recognition on event signage, web and digital media
- Verbal recognition
- One exhibitor table
- One foursome

## HOLE

**\$2,000**

- Hole signage
- Verbal recognition
- One foursome
- Two additional seats at lunch for hole host

# LEAD AND BE SEEN

## DEVELOPER OF THE YEAR

This annual award and recognition program honors a prominent Utah developer based on current and legacy considerations for outstanding projects and services, adaptability to market conditions, and Industry support through NAIOP.

### MARQUEE

**\$4,000**

- Top logo recognition on event signage, web and digital media
- Verbal recognition
- Two reserved tables of 8 (or comped registration for 16)
- Half-page ad in Symposium Magazine (must include congratulatory message to honoree)

### PARTNER

**\$3,000**

- Prominent logo recognition on event signage, web and digital media
- Verbal recognition
- One reserved table of 8 (or comped registration for 8)

### ASSOCIATE

**\$2,000**

- Logo recognition on event signage, web and digital media
- Verbal recognition
- One reserved table of 8 (or comped registration for 8)



"NAIOP Utah is the voice of commercial real estate in Utah and at the forefront of cutting-edge issues. Sponsorship has provided the opportunity to network and connect with major industry players through valuable, educational events."

*-Bruce Bingham, Partner, Hamilton Partners, Inc.*

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## HOLIDAY JINGLE & MINGLE

This gathering pulls together the Utah NAIOP chapter for a seasonal celebration, as well as provides opportunity to support a local charity.

### MARQUEE

**\$4,000**

- Top logo recognition on event signage, web and digital media
- Verbal recognition
- Two reserved tables of 8 (or comped registration for 16)

### PARTNER

**\$3,000**

- Prominent logo recognition on event signage, web and digital media
- Verbal recognition
- One reserved table of 8 (or comped registration for 8)

### ASSOCIATE

**\$2,000**

- Logo recognition on event signage, web and digital media
- Verbal recognition
- One reserved table of 8 (or comped registration for 8)



“Ballard Spahr, LLP is proud to support NAIOP Utah. The Utah chapter provides quality events that help members get to know each other in a meaningful way. We have enjoyed bringing real estate clients and friends to the NAIOP Utah golf tournament every year, which is yet another opportunity for quality networking and good times.”

*-Cristina Coronado, Partner, Ballard Spahr LLP*

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# SPONSORSHIP PACKAGES

NAIOP Utah, in partnership with EDCUtah, presents to you NAIOPOLY!

**The industry will be there.  
Will you?**

## **WHAT:**

The ultimate real estate game just got an upgrade. Get in the game and up-to-date on CRE developments across the Wasatch Front.

## **WHO:**

Play the game with the industry elite. Among them will be developers, investors, site selectors, brokers, industry service providers, and a who's who of industry players.

## **WHEN:**

November 2020

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## **HOTEL SPONSORSHIP - \$5,000**

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### **Corner Space - (3/4 available)**

- Prominent recognition: verbal, signage, digital
- 16' x 16' usable booth space with two front and back logoed curtains
- GO Space only: Logo on floor, full height side curtains with logo
- Four participant tickets

### **Venue Sponsor**

- Prominent recognition: verbal, signage, digital
- 10' x 12' usable booth space with front and back logoed curtain
- Four participant tickets



# SPONSORSHIP PACKAGES

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## HOUSE SPONSORSHIP - \$3,000

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### Chance Sponsor (Grand Prize Sponsor)

- Recognition: Verbal, signage, digital
- 3' x 6' table at registration
- Three participant tickets
- Choose grand prize for ultimate game winner

### Food & Beverage Sponsor

- Recognition: Verbal, signage, digital
- Logoed napkins
- Three participant tickets

### Money Sponsor

- Recognition: Verbal, signage, digital
- Logoed NAIOPOLY money
- Three participant tickets

### Gameboards Sponsor

- Logoed NAIOPOLY gameboard
- Recognition: Verbal, signage, digital
- Logoed participant gameboard
- Three participant tickets

### Furniture Sponsor

- Recognition: Verbal, signage, digital
- Logoed tent signage on tall-boys OR provide your own logoed table clothes (12)
- Three participant tickets

### Utilities Sponsor

- Recognition: Verbal, signage, digital
- Three participant tickets

# SPONSORSHIP PACKAGES

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## TOKEN SPONSORSHIP - \$2,500

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### Cities

- Recognition: Signage, digital
- 10' x 12' booth space with front and back logoed curtain
- Two participant tickets

### Railroad Spaces

- Recognition: Signage, digital
- 10' x 12' booth space with front and back logoed curtain
- Two participant tickets

### General Spaces - (19 available)

- Recognition: Signage, digital
- 10' x 12' booth space with front and back logoed curtain
- Two participant tickets

### Community Chest – No cost

- Recognition: Signage, digital
- 10' x 12' booth space with front and back logoed curtain
- Two participant tickets

# SPONSORSHIP COMMITMENT



Please fill-out the following to confirm your sponsorship. Return completed forms to [naiop@naioputah.org](mailto:naiop@naioputah.org) or NAIOP Utah PO Box 9277, SLC, UT, 84109.

\*NAIOP Utah is a non-profit 501(c) 6.

\*Chapter donations to any non-profit 501(c) 3 are funded by registration fees. Sponsorships directly support the chapter, advocacy and events.

\*Past sponsors have right of first refusal.

## Contact Information:

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Contact Person

\_\_\_\_\_  
Contact Email

\_\_\_\_\_  
Contact Phone

\_\_\_\_\_  
Address/City/State/Zip

## Sponsorships (specify level):

Utah Commercial Real Estate Symposium: \_\_\_\_\_

Golf Tournament: \_\_\_\_\_

Developer of the Year: \_\_\_\_\_

NAIOPOLY: \_\_\_\_\_

Holiday Jingle & Mingle: \_\_\_\_\_

Annual Chapter Sponsor: \_\_\_\_\_

## Payment Information:

☐ Invoice for the entire year

☐ Invoice per event

☐ I will mail a check(s) made payable to NAIOP Utah

☐ I will pay via credit card and understand a 3.5% merchant fee will be added  
(call Lindsay Cleverly, 801.414.4210 to make payment via phone)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date