2020 Sponsorship
**NAIOP CHARITIES ANNUAL GOLF OUTING**

*(Please make check out to *NAIOP Charities, Inc.*, rates subject to change in 2020)*

### Golden Tee Sponsors – Includes a foursome: $2,800
- Foursome for golf (value ≥$1000)
- Reserved table at dinner
- Prominent signage at the event
- (1) dozen golf balls
- 8 Mulligan tickets, 60 raffle tickets and 4 Skins tickets ($140)
- First option to provide additional promotional items at event

### Silver Tee Sponsors – Includes a foursome: $2,300
- Foursome for golf (value ≥$1000)
- Signage at the event
- Signage at one of the holes ($400)
- 4 Mulligan tickets, 40 raffle tickets and 4 Skins tickets ($120)

### Bronze Tee Sponsors – Includes a foursome: $1,800
- Foursome for golf (value ≥$1000)
- Recognition at the event
- 4 Mulligan tickets, 20 raffle tickets and 4 Skins tickets ($100)

### Lunch/Dinner Sponsor: $750
- Includes signage at the lunch and dinner
- 2 Tickets to dinner
- 20 Raffle tickets

### Beverage Sponsors: $900
- Includes exclusive signage at beverage station
- 20 Raffle tickets

### Hole Sponsor: $450
- Includes exclusive signage at one tee box
- Company representative at hole (if desired)
- 20 Raffle tickets

### About the Annual Charity Golf Outing:
NAIOP Charities will be hosting its 27th Annual Outing in 2020. The event has raised approximately $15,000 - $20,000+ annually and supports many worthy charities and educational facilities/sponsorships in the Commercial Real Estate Community.
SIGNATURE EVENT SPONSORSHIP

Annual Awards of Excellence Banquet / May 13, 2020, Windows on the River

Platinum Sponsor*: $5,000 (1)
- Opportunity to be featured in Properties Magazine NAIOP article.
- Prominent sponsor position and recognition during the event, and sponsor signage
- Acknowledgement on the event invitation
- Acknowledgement on all electronic and written correspondence for event
- Signage (you provide) and a skirted banquet table to display company information
- Recognition by presenter at podium
- Option to introduce an award recipient
- Complimentary Table for 8 (valued at $600)

Gold Sponsor*: $3,500 (2)
- Sponsor recognition during the event, and sponsor signage
- Acknowledgement on the event invitation
- Acknowledgement on all electronic and written correspondence for event
- Signage (you provide) and a skirted banquet table to display company info
- Recognition by presenter at podium
- Option to introduce an award recipient
- Two complimentary tickets (valued at $75 each)

Naming Rights to one of the awards*: $2,500 (2)
- Award named after company with name engraved on the winner’s trophy
- Acknowledgement on the event invitation
- Acknowledgement on all electronic and written correspondence for event
- Recognition by presenter at podium
- Option to introduce an award recipient
- Two complimentary tickets (valued at $75 each)

Bar Sponsor: $1,500
- Acknowledgement on the event invitation
- Acknowledgement on all electronic and written correspondence for event
- Prominent signage at the reception

Silver Sponsor: $1,000
- Acknowledgement on the event invitation
- Acknowledgement on all electronic and written correspondence for event
- Recognition by presenter at podium

Bronze Sponsor: $500
- Acknowledgement on the event invitation
- Acknowledgement on all electronic and written correspondence for event

*2019 Awards / Platinum, Gold and Naming Rights sponsors have first option for renewal.

About the Awards of Excellence Program:

NAIOP’s Annual Awards are the most prestigious in the commercial real estate community. Nominees should be the firms and individuals that best represent our industry in the quality of their real estate projects, their leadership and their contributions and involvement in the communities in which they do business.

The Awards of Excellence Program is dedicated to Recognizing excellence in the design, development and market success of industrial, office and mixed-use projects; and increasing awareness of the many benefits of outstanding design and development.
### ADDITIONAL SPONSOR OPPORTUNITIES

**NEW Women's Leadership Network** (inquire for details)

**Membership Mixers** (cocktail receptions, 4 times per the year)
- $400 Each event individually/exclusively sponsored

**Fall Social Event**
- $1,000 **MAIN EVENT**: Signage at registration and company logo listing on all emailing promoting event. Opportunity to provide company material at registration. One complimentary registration and opportunity to register all company participants at member pricing.
- $500 **SUPPORTING**: Signage and company name listed on emails promoting event. Opportunity to register all company participants at member pricing.
- $250 **CONTRIBUTOR**: Signage and company name listed on emails promoting event.

**Spring Educational CE Class / Market Update** (open to all members and non members)
- $500 Company names listed on all emails promoting event, signage and verbal recognition at event, opportunity to register all company participants at member pricing.

**Developing Leaders – Roundtables, Annual Leadership Lunch and Mixers**
- $500 Company names listed on all emails promoting all events, signage and verbal recognition at all DL events, opportunity to register all company participants at member pricing.

### Choose Sponsor Options

<table>
<thead>
<tr>
<th>Chapter Gavel Sponsorship</th>
<th>Awards of Excellence</th>
<th>Golf Outing</th>
</tr>
</thead>
<tbody>
<tr>
<td>□ 10,000 Platinum</td>
<td>□ 5,000 Platinum</td>
<td>□ 2,750 Golden Tee</td>
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<tr>
<td>□ 5,000 Gold</td>
<td>□ 3,500 Gold</td>
<td>□ 2,250 Silver Tee</td>
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<tr>
<td>□ 2,500 Silver</td>
<td>□ 2,500 Naming Rights</td>
<td>□ 1,750 Bronze Tee</td>
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<tr>
<td>□ 1,000 Bronze</td>
<td>□ 1,500 Bar</td>
<td>□ 750 Lunch/Dinner</td>
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<tr>
<td></td>
<td>□ 1,000 Silver</td>
<td>□ 900 Beverage</td>
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<tr>
<td></td>
<td>□ 500 Bronze</td>
<td>□ 400 Hole</td>
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</tbody>
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### Payment Method

- **Check** (make payable to NAIOP Northern Ohio) or to NAIOP Charities for Golf sponsors
- **VISA**
- **MasterCard**
- **American Express**
- **Discover**

Amount Due $ ___________________________

Account Number ___________________________ Expiration Date ___________ CVV2 ___________ Name as it appears on card ___________________________

Full Name ___________________________ Company ___________________________

Mailing Address ___________________________ Email Address ___________________________

Phone ___________________________ Fax Number ___________________________

City, State, Zip ___________________________ Inquire for details

Return form and payment to NAIOP Northern Ohio, c/o Wherry Associates, 30200 Detroit Road, Cleveland, OH 44145-1967 or fax to 440-892-1404. Questions, contact the NAIOP Northern Ohio office at p. 440-899-0010 or naiop@wherryassoc.com