

October 10-12, 2017 | Hyatt Regency Chicago | Chicago, Illinois | [naiop.org](http://naiop.org)

The premier industry event connecting developers, owners, investors, brokers and more, and consistently attracts approximately **1,400+** attendees from across North America.

**Attendees by SCOPE of BUSINESS:**

<b>60%</b> developer/owner/investor/ asset manager	<b>9%</b> architect, engineer, contractor and related fields	<b>12%</b> broker
<b>6%</b> attorneys, accountants and related fields	<b>4%</b> financiers	<b>8%</b> economic development agencies/ public officials/technology companies/title companies/ academic community

“If you could get the best of the best in one place at one time for your business, would you make the effort to attend? **That is exactly what this conference is. Priceless.**”

*John McDermott, Capital Partners | SVN*

**Attendees by TITLE:**

<b>45%</b>	president, partner, principal, CEO and other C-suite
<b>54%</b>	senior management (vice president/director/senior manager, etc.)

“NAIOP’s Annual Development Conference is a must attend for me and I always put it in my calendar a year ahead to make sure I am there.”

*Jonathan Tratt, Tratt Properties, LLC*

**Attendees by PROPERTY TYPE:\***

<b>85%</b> industrial	<b>78%</b> office	<b>52%</b> retail
<b>52%</b> mixed-use	<b>34%</b> multifamily	<b>21%</b> medical

\*Attendees may select more than one property type.



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LEVEL	Registrations	Benefits	Exhibit Space	Conference Program Ad	Investment
PREMIER	10	One exclusive sponsor premium item PLUS all platinum benefits	YES	YES	\$20,000
PLATINUM	4	One exclusive sponsor premium item OR co-sponsor two events, sessions or receptions	YES	YES	\$15,995
GOLD	3	Co-sponsor two events, sessions or receptions	YES	NO	\$9,995
SILVER	2	Co-sponsor one event, session or reception	YES	NO	\$8,995
EXHIBIT ONLY	2	One Networking Showcase exhibit space	YES	NO	\$3,995
SUPPORTING SPONSOR	2	Limited logo recognition; shared materials table	NO	NO	\$2,295

### Premier | \$20,000

CHOOSE **ONE** PREMIUM ITEM **AND TWO** STANDARD CO-SPONSORSHIP OPTIONS.

**PLUS**

- Ten conference registrations.
- Option to purchase additional full conference registrations at \$595 each.
- Recognition at the exclusive Board of Directors Reception and Dinner and one ticket to attend.
- Full-page ad in conference pocket agenda in a premium location.
- One Networking Showcase tabletop exhibit space, or exchange your exhibit space for two additional full conference registrations or advertising space in Development magazine.

### Platinum | \$15,995

CHOOSE **ONE** PREMIUM ITEM **OR TWO** STANDARD CO-SPONSORSHIP OPTIONS.

**PLUS**

- Four conference registrations.
- Option to purchase additional full conference registrations at \$595 each.
- Full-page ad in conference pocket agenda in a premium location.
- One Networking Showcase tabletop exhibit space, or exchange your exhibit space for two additional full conference registrations or advertising space in Development magazine.

### Gold | \$9,995

**BENEFITS INCLUDE:**

- Three conference registrations.
- Logo and company description in the printed conference agenda, on the conference website and in official conference app.
- Option to purchase additional full conference registrations at \$595 each.
- One Networking Showcase tabletop exhibit space, or exchange your exhibit space for two additional full conference registrations or advertising space in Development magazine.

**PLUS**

SELECT **TWO** STANDARD CO-SPONSORSHIP OPTIONS.

### Silver | \$8,995

**BENEFITS INCLUDE:**

- Two conference registrations.
- Logo and company description in the printed conference agenda, on the conference website and in official conference app.
- Option to purchase additional full conference registrations at \$595 each.
- One Networking Showcase tabletop exhibit space, or exchange your exhibit space for two additional full conference registrations or advertising space in Development magazine.

**PLUS**

SELECT **ONE** STANDARD CO-SPONSORSHIP OPTION.

### Supporting | \$2,295

**BENEFITS INCLUDE:**

- Two conference registrations.
- Listing in the NAIOP Guide to the Midwest, published in the fall issue of Development magazine and online.
- Limited logo recognition on signage and in the printed conference agenda.
- Logo and company description on conference website.
- Opportunity to place a brochure on a shared materials table (one per sponsor).

Contact Chris Ware, [ware@naiop.org](mailto:ware@naiop.org), for availability and a full list of Premium and Standard sponsorships.

### Networking Showcase Exhibit | \$3,995

- Two full conference registrations.
- One Networking Showcase tabletop exhibit space.
- Logo and company description in the printed conference agenda, on the conference website and in official conference app.
- Networking Showcase tabletop exhibit space includes one 6-foot draped table in a 6-foot by 6-foot carpeted exhibit space with basic electric and Wi-Fi.\*

- Access to pre- and post-conference attendee lists.
- Listing with your company logo online on conference website and in printed conference materials.
- Opportunity to purchase up to five additional conference registrations at a discounted rate.

*\* Your space will be assigned once the floor plan is finalized and confirmed. NAIOP assigns space on a first come, first serve basis.*



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**Over 100 Companies Sponsored NAIOP's Commercial Real Estate Conference in 2016.**

Adolfson & Peterson Construction	City of Surprise	hardison/downey construction, inc.	PK Associates
Albuquerque EDC	Clarion Partners	HFF	Powers Brown
Alligion	Colliers International	Hightower Inc.	Prologis
Alliant Insurance Services	CommLoan	IDI Gazeley	Realogic Analytics, Inc.
Altus Analytics (formerly Argus)	Compstak	International Financial Capital, LLC	Renaissance Companies
Altus Group	Conor Commercial Real Estate	Investor Management Services	Reterro
Arizona Commerce Authority	CoStar Group	JLL	Roofing SouthWest
Avison Young	CrediFi	Kimley-Horn & Associates, Inc.	Rooflifters
Baker Tilly	CREXi	KSS Architects	Roux Associates, Inc.
Ballard Spahr LLP	Cushman & Wakefield	Lee & Associates Arizona	Ryan Companies
Bank of America	David Construction	LGE Design Build	Salt River Project EDC
Bentall Kennedy	Dekker/Perich/Sabbatini, Ltd.	Liberty Property Trust	SiteREADY
BH Properties	Deloitte	Majestic Realty Company	SmithGroup JJR
BKD, LLP	Deutsch Architecture Group	Marcus & Millichap	Space Technology Inc.
BNSF Railway	DLR Group	Martin-Harris Construction	Stan Johnson Company
Bohler Engineering	DPR Construction	McShane Construction Company	Ten-X
BrandCast	DroneBase	NAI Global	The RMR Group
Brandywine Realty Trust	Ductilcrete Slab Systems, LLC	National Association of Realtors	The Rockefeller Group
BuildingEngines	Duke Energy	National Bureau of Property Administration	The Weitz Company
Butler Design Group	Duke Realty	National Car Charging	Touchstone
Buzz Oates Real Estate	EastGroup Properties	New Day Underwriting Managers, LLC	Trammell Crow
Carbon Lighthouse	Engineered Tax Services	Newmark Grubb Knight Frank	Tratt Properties
CBRE	EstateMaster	Opus Development Company	Unibind
Cemex/Suntec Concrete	FCL Builders, LLC	Parkway Properties Inc.	University of Utah Master of Real Estate Development Dept.
CenterPoint Properties	First American Title Insurance Co.	Pasco EDC	USAA Real Estate Company
City of Goodyear EDC	Greater Des Moines Partnership	Perlo Construction	Ware Malcomb
City of Peoria	Greater Phoenix Economic Council	PHX East Valley Partnership	Yardi Systems
City of Phoenix, Community & EDC	GWL Realty Advisors, Inc.		

**NAIOP = ROI**

It's clear – partnering with NAIOP is the best investment you can make for your business. Attendees from our recent Commercial Real Estate Conference (CREC) report:



**94%** say CREC is as good or better than other commercial real estate conferences they attend.

**96%** of the 108 sponsoring/exhibiting companies say they had a good experience at CREC.

**96%** say they formed new relationships or strengthened existing ones at CREC.

**PLUS, 1 in 4 started a new deal at CREC.**

**Reserve your sponsorship today!**

Contact **Christopher Ware** at [ware@naiop.org](mailto:ware@naiop.org) or **800-666-6780**, ext. **127**, for information on sponsorship plans and packages designed to fit every budget, and for details of NAIOP's innovative Networking Showcase exhibit program.