



*The Forum for Commercial Real Estate*

**National Association of  
Industrial and Office Properties**  
2201 Cooperative Way  
Third Floor  
Herndon, VA 20171

703.904.7100  
www.naiop.org

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Herndon, Virginia

**DevelopGREEN** is specifically designed for the development industry and presents a program of information and education on the advantages of building sustainable projects, their public policy and environmental implications, the driving factors surrounding green projects and the latest “how-to” strategies needed to develop financially successful green projects as the trend of sustainable development becomes the industry standard.

Speakers scheduled to appear include **Ray Anderson, Founder, Interface Flor; Jerry Yudelson, Yudelson Associates; Brenna S. Walraven, Executive Managing Director, National Property Management, USAA Real Estate Company; Scott Muldavin, Executive Director, Green Building Consortium** and more...



Sustainable Solutions for Commercial Real Estate

March 12-13, 2008 • Renaissance Phoenix Glendale Hotel • Glendale, Arizona

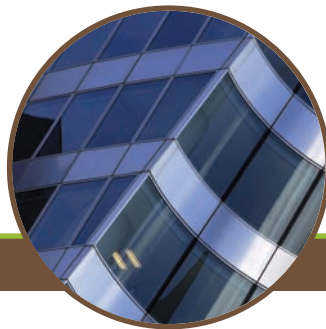
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## Sponsorship and Exhibit Opportunities



# Develop GREEN

Sustainable Solutions for Commercial Real Estate



March 12-13, 2008 • Renaissance Phoenix Glendale Hotel • Glendale, Arizona

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# Develop GREEN

Sustainable Solutions for Commercial Real Estate

Do you have a sustainable development solution for commercial real estate developers? NAIOP's inaugural conference focusing on sustainable solutions and green building practices for office, industrial and mixed-use development provides the perfect platform for you to spotlight your company's green products and services.

**DevelopGREEN: Sustainable Solutions for Commercial Real Estate** will feature innovative educational sessions presenting the latest trends, topics and research in sustainable development and offer industry professionals countless opportunities to network with experts and colleagues to learn how they are "greening" their companies, redevelopments and new projects.

## Who Will Attend DevelopGREEN?

**DevelopGREEN** will bring together industry professionals representing the many different sectors of commercial real estate seeking sustainable solutions and renewable resources, including:

- Office, industrial, and mixed-use developers
- Owners
- Investors
- Architects
- Brokers
- Capital sources
- And more!

**Promote your company to top development professionals at the forefront of the green building movement by joining NAIOP as a conference sponsor or exhibitor. Choose the sponsorship opportunity that's right for you to deliver your message to this unique audience:**

### • **Platinum Sponsorship - \$10,000**

Establish your company as a leader in sustainable solutions as a **Platinum Sponsor!**

Key benefits include:

- Four full conference registrations
- Prominent signage throughout the conference
- Sponsor recognition in promotional materials and on the **DevelopGREEN** Web site prior to the event
- Your company's logo on notepads used at all educational sessions
- Complimentary ad in conference Pocket Agenda – an important onsite resource for attendees

In addition, **Platinum** sponsorship offers your choice of **two** of the following:

- A 10 x 10 exhibit booth in the Exhibit Hall
- Co-sponsorship of the networking reception in the Exhibit Hall – a "not to be missed event" for attendees!
- Co-sponsorship of the refreshment breaks and breakfast in Exhibit Hall
- Co-sponsorship of "environmentally-friendly" conference bags

### • **Gold Sponsorship - \$7,500**

Maximize your company's exposure to top decision-makers in the development industry as a **Gold Sponsor!**

Key benefits include:

- Three full conference registrations
- Prominent signage throughout the conference
- Your company's logo on notepads used at all education sessions

In addition, **Gold** sponsorship offers your choice of **one** of the following:

- A 10 x 10 exhibit booth in the Exhibit Hall
- Co-sponsorship of the networking reception in the Exhibit Hall – a "not to be missed event" for attendees!
- Co-sponsorship of the refreshment breaks and breakfast in Exhibit Hall
- Co-sponsorship of "environmentally-friendly" conference bags

## Creative Sponsorships

Sponsor one or more of these unique opportunities!

- **Conference Bags:**

Your company logo on the official conference bag (made from recycled materials), plus the opportunity to place a gift item or brochure in the conference bag.

**Co-Sponsorship: \$3,500**

includes one full conference registration.

- **Hotel Keys:**

Your company logo on the hotel keys distributed to conference attendees upon check-in.

**Sponsorship Investment: \$2,500**

includes one full conference registration.

- **Re-usable Water Bottles::**

Show your commitment as a “green” sponsor by displaying your logo on this high quality water bottle made of recycled plastic.

**Sponsorship Investment: \$2,500**

includes one full conference registration.

- **Thumbdrive Sponsorship:**

Everyone wants one of these popular items! Thumbdrive features your company logo on a 512mb “flash memory” drive, preloaded with a presentation or brochure provided by you. Thumbdrives will also be pre-loaded with DevelopGREEN presentations.

**Sponsorship Investment: \$8,000**

includes three full conference registrations.

For more information on **DevelopGREEN** sponsorship opportunities, please contact:

Christopher Ware  
(800) 666-6780, ext. 127 or (703) 904-7100, ext. 127  
ware@naiop.org

## Exhibit Opportunities

As an exhibitor, you'll meet your target audience during exclusive networking receptions, refreshment breaks and meal functions centered in the Exhibit Hall.

### DevelopGREEN Booth Rates:

Booth Size	Member	Non-Member
10 x 10	\$3,000	\$3,500

**Exhibitor Benefits:** two full conference registrations, promotion on conference Web site and listing in onsite conference guide

10 x 20	\$5,000	\$6,000
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**Exhibitor Benefits:** three full conference registrations, promotion on conference Web site and listing in onsite conference guide

20 x 20 Island	\$10,000	\$12,000
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**Exhibitor Benefits:** four full conference registrations, promotion on conference Web site and listing in onsite conference guide

Reserve your exhibit space today!

Contact Terri Sullivan  
(800) 666-6780, ext. 117 or (703) 904-7100, ext. 117  
sullivan@naiop.org

Christopher Ware  
(800) 666-6780, ext. 127 or (703) 904-7100, ext. 127  
ware@naiop.org

### Exclusive Exhibit Hall Hours:

**Exhibit Hall Set Up:**

Monday, March 11: 10 a.m. - 5 p.m.

Tuesday, March 12: 7 - 9:30 a.m.

*All Exhibits MUST be set by 9:30 a.m. on March 12.*

**Wednesday, March 12**

11 a.m. - noon – Grand Opening of Exhibit Hall and Refreshment Break

5 - 6:30 p.m. – Networking Reception in Exhibit Hall

**Thursday, March 13**

7:30 - 8:30 a.m. – Continental Breakfast in Exhibit Hall

10 - 10:45 a.m. – Refreshment Break in Exhibit Hall

*Exhibitors are invited to stay and network until the conference concludes at 2 p.m. on Thursday. Containers will be delivered to booths beginning at 11 a.m.*

