The premier industry event connecting developers, owners, investors, brokers and more, and consistently attracts approximately 1,200+ attendees from across North America.

### Attendees by SCOPE of BUSINESS:

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

*Attendees may select more than one property type.

### Attendees by TITLE:

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

* John McDermott, Capital Partners | SVN

### 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 PROPERTY TYPE:

- **85%** industrial
- **78%** office
- **52%** retail
- **52%** mixed-use
- **34%** multifamily
- **21%** medical

* 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
## SPONSORSHIP PACKAGES

### September 25-28, 2016 | Fairmont Scottsdale Princess | Scottsdale, Arizona | NAIOP.ORG/CREC16

<table>
<thead>
<tr>
<th>LEVEL</th>
<th>Registrations</th>
<th>Benefits</th>
<th>Exhibit Space</th>
<th>Conference Program Ad</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Premier</strong></td>
<td>10</td>
<td>One exclusive sponsor premium item PLUS all platinum benefits</td>
<td>YES</td>
<td>YES</td>
<td>$20,000</td>
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<tr>
<td><strong>Platinum</strong></td>
<td>4</td>
<td>One exclusive sponsor premium item OR co-sponsor two events, sessions or receptions</td>
<td>YES</td>
<td>YES</td>
<td>$15,000</td>
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<tr>
<td><strong>Gold</strong></td>
<td>3</td>
<td>Co-sponsor two events, sessions or receptions</td>
<td>YES</td>
<td>NO</td>
<td>$8,995</td>
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<tr>
<td><strong>Silver</strong></td>
<td>2</td>
<td>Co-sponsor one event, session or reception</td>
<td>YES</td>
<td>NO</td>
<td>$7,995</td>
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<tr>
<td><strong>Exhibit Only</strong></td>
<td>2</td>
<td>One Networking Showcase exhibit space</td>
<td>YES</td>
<td>NO</td>
<td>$3,500</td>
</tr>
<tr>
<td><strong>Supporting Sponsor</strong></td>
<td>2</td>
<td>Limited logo recognition; shared materials table</td>
<td>NO</td>
<td>NO</td>
<td>$2,195</td>
</tr>
</tbody>
</table>

### Premier | $20,000

**Choose one premium item and two standard co-sponsorship options.**

- 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 | $15,000

**Choose one premium item or two standard co-sponsorship options.**

- 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 | $8,995

**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.

**Select two standard co-sponsorship options.**

### Silver | $7,995

**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.

**Select one standard co-sponsorship option.**

### Supporting | $2,195

**Benefits include:**

- Two conference registrations.
- Listing in the NAIOP Guide to the Southwest, 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, for availability and a full list of Premium and Standard sponsorships.**

### Networking Showcase Exhibit | $3,500

- 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.
Over 70 Companies Sponsored NAIOP’s Commercial Real Estate Conference in 2015

If you aren’t on this list, you aren’t connecting with industrial real estate.

- Allegion
- Appraisal Institute of Canada Ontario
- ARGUS Software
- Avison Young
- Baker Tilly Virchow Krause
- Bank of America Merrill Lynch
- Bentall Kennedy
- Blakes
- BNSF
- Brandywine Realty Trust
- Cadillac Fairview
- CBRE
- CenterPoint Properties
- City of Brampton
- City of Mississauga
- City of Toronto Economic Development
- Clarion Partners
- Colliers International
- CoStar
- County of Brant
- Cushman & Wakefield
- DCT Industrial Trust
- Dronebase
- DTZ
- Duke Realty
- Fasken Martineau
- Fiera Properties
- First Gulf Corporation
- Geopac
- GWL Realty Advisors Inc
- HFF
- Hightower, Inc.
- IDI Gazeley Brookfield Logistics Properties
- Impark

- INTECH
- JLL
- KSS Architects
- Lehigh Valley EDC
- Liberty Property Trust
- Madison Specs
- Majestic Realty Company
- Manulife Real Estate
- Marcus & Millichap
- McLean & Kerr LLP
- McMillan LLP
- Morguard Investments Limited
- NAI Global
- Newmark Grubb Knight Frank
- NTrust Infotech Inc
- Onni Group
- Ontario East
- Oxford Properties Group
- PEIKKO CANADA INC.
- Powers Brown
- Prologis
- Read Jones Christoffersen
- Reallogic Analytics, Inc
- Rooflifters
- Roy Kelley Land
- Slate Asset Management
- Space Technology
- The Rockefeller Group
- Trammell Crow Company
- TRILEAF
- USAA Real Estate Company
- View The Space
- Ware Malcomb
- Wells Fargo

As an exhibitor, I am always impressed with the attention I receive from the NAIOP staff and the engagement I have with NAIOP members at my booth.

Tom Ryan, Pasco Economic Development Council

Sponsor today!

Visit naiop.org/crec16 for a full list of sponsorship plans and packages designed to fit every budget, along with details of NAIOP’s innovative Networking Showcase exhibit program. Contact Christopher Ware at ware@naiop.org or 800-666-6780, ext. 127, to reserve your sponsorship today.