

NAIOP Colorado

2024 CHAPTER MARKETING, PUBLIC POLICY, AND DEI INVESTMENT OPPORTUNITIES

From investors, owners and developers to architects, brokers, engineers and other professionals...

NAIOP *IS* COMMERCIAL REAL ESTATE.

With over 600 members serving the local Denver Metro and larger Colorado market, the **NAIOP COLORADO CHAPTER** has the people, knowledge and education to help you find connections, stay ahead of the curve, and make deals, particularly during these challenging times.

CONNECT WITH PARTNERS AND TOOLS THAT MATTER.

NAIOP Colorado easily connects you to the key players and valuable resources that can have a meaningful impact on your business. That means you don't have to waste time, energy and money aimlessly searching for these productive connections on your own.

- Over 36% of our membership are developers, owners, investors and asset managers.
- Average combined yearly attendance of over 5,000 people at local Chapter events and programs. The knowledge sharing and networking events held in 2023 maintained high attendance and visibility for partners.
- NAIOP Members are a unique audience; many do NOT belong to other organizations such as ULI, BOMA and ICSC.

WE DRIVE ACTION ON PUBLIC POLICY.

We take a stand on public policy issues affecting your business, and we drive solutions that are best for the industry and Colorado. We boldly initiate productive collaboration on your behalf to remove barriers and shape policy and regulations so that you can do business in a profitable, efficient and responsible way.

- Continue to work with the City and County of Denver, the Colorado Energy Office, and the Air Quality Control Commission to develop rules and regulations supporting building performance standards that focus on bridging the gap between what is aspirational and what is implementable. We continue to focus on what is technologically feasible and fiscally attainable.
- Hold a leadership position in the Colorado Real Estate Alliance (CREA), a coalition of 17 real estate related organizations who work together on issues.
- NAIOP Colorado took active positions on 49 of the 617 bills introduced in the Colorado General Assembly in 2023:
 - Supported 8 bills and all 8 passed (100% success)
 - Opposed 12 bills; 5 died (42% success)
 - Submitted Veto Requests on 2 bills and both were vetoed (100% success)
 - Monitored 27 bills; 19 passed and 8 died
 - Took Amend Positions on 2 bills (example: EV Charging Requirements and Consumer Code to address construction litigation reform concerns).



NAIOP Colorado

2024 CHAPTER MARKETING OPPORTUNITIES

IT'S EDUCATIONAL AND FUN.

We're serious about commercial real estate. You can build valuable business relationships with powerful industry influencers.

- We host over 25 educational events annually: The Rocky Mountain Real Estate Challenge; a Property Tour highlighting projects in the Cherry Creek area; the Annual Awards Event; plus, numerous meetings focused on real estate technology, market forecasts, public policy, personal development and more. We produce unique events like Fight Night and the Winter Classic Hockey, Curling and Skiing adventures which not only provide networking opportunities, they also raise funds in support of local charities such as Children's Hospital and Denver Children's Foundation.
- We provide numerous networking events for NAIOP members and sponsors through quarterly Real Estate on the Rocks; Member Only programming; the Select Speaker Series which featured Senator Hickenlooper and Ken Phelan, the first Chief Risk Officer for the US Department of the Treasury; and the Annual Holiday Party.

INVEST IN NAIOP COLORADO. BECOME A SPONSOR.

We encourage you to partner with us in joining as a Sponsor. As a sponsor, your company will receive name recognition at events, exposure in promotional materials, and exclusive invitations to select Chapter events and programming.

LEVEL	SPONSORSHIP BENEFITS	EARLY BIRD INVESTMENT (Before January 31, 2024)	LATE INVESTMENT (Starts February 1, 2024)
SUSTAINING	<p>Top recognition as Sustaining sponsor of Chapter events (select one option):</p> <p>(A) Economic Forecast, Golf Tournament, and Fall Educational Series (B) Mid-Year Forecast, Property Tour and Spring Breakfast (C) Winter Classic Curling, Fall Breakfast, Fight Night After Party (D) Developing Leader Programming and Events (E) Supporting Sponsor Spring Breakfast and Property Tour, Fight Night Premium Table</p> <p>Packages include tickets for guests at sponsored events, plus registrations to attend: Annual Awards of Achievement ; Rocky Mountain Real Estate Challenge; and option to purchase additional event registrations at discounted rates.</p>	\$12,000	\$12,500
SUPPORTING	<p>Premium recognition as Supporting sponsor of Chapter events (select one option):</p> <p>(A) Economic Forecast Breakfast, Golf Tournament, and Fall Education Series (B) Property Tour and Fall Breakfast (C) Developing Leader Programming and Events (D) April Breakfast and Property Tour (E) Fall Breakfast and Fall Education Series</p> <p>Packages include tickets for guests at sponsored events, plus registrations to attend: Annual Awards of Achievement; Rocky Mountain Real Estate Challenge; and option to purchase additional event registrations at discounted rates.</p>	\$8,000	\$8,500
CHAPTER	<p>Year-round recognition and registrations to attend: Annual Awards of Achievement (half table for 5); Rocky Mountain Real Estate Challenge; NAIOP Golf Classic; and option to purchase additional event registrations at discounted rates.</p>	\$5,000	\$5,250

ALL SPONSORSHIPS INCLUDE: Year-round recognition on all sponsor media lists, website, and banners/slides at Chapter events and programs.

EARLY BIRD RATES: Complete the following Sponsor Commitment Form or contact NAIOP Colorado by January 31, 2024 to secure discount rates. Rates increase on February 1st.

QUESTIONS, PLEASE CONTACT:

Ian Nichols, NAIOP Finance Chair
 Ian.Nichols@flywheelcap.com | 303.374.4383

Jayma File, NAIOP Managing Director
 Jayma@naiop-colorado.org | 303.518.4289

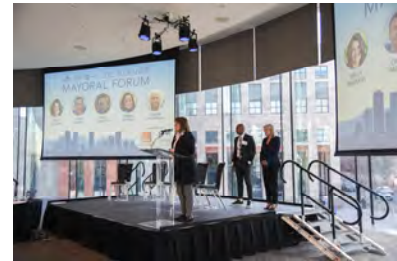
NAIOP Colorado

2024 PUBLIC POLICY FUND INVESTMENT OPPORTUNITIES

The goal of NAIOP Colorado’s public policy efforts is to insure that owners and developers of office, industrial, mixed-use, retail and related real estate are protected from the ever present threats of legislative action regulatory action, and ballot initiative processes that attempt to hinder and/or unfairly burden the commercial real estate industry. By protecting owners and developers, the livelihoods of all real estate service providers, and the cost exposure of tenants, are protected as well. In addition, NAIOP Colorado proactively drafts, sponsors, and works to pass legislation and initiatives that benefit our industry.

There are many ways to invest in the Public Policy Fund. You can invest a designated amount, you can give based on the number of buildings in your portfolio, or you can invest based on the square footage you own. Your level of investment will determine the benefits your company receives.

LEVEL	INVESTMENT BENEFITS	INVESTMENT
LEVEL 1	Sustaining Sponsor of the Legislative Reception and the Legislative Breakfast Meeting; Weekly Updates from Lobbyist Firm; Invitation to attend the Annual Federal Legislative Update Dinner; Invitation to have Company Representative on the Public Policy Committee; Year-round recognition on all sponsor media lists, website, and banners/slides at Chapter events and programs.	Minimum \$10,000
LEVEL 2	Supporting Sponsor of the Legislative Reception and the Legislative Breakfast Meeting; Weekly Updates from Lobbyist Firm; Invitation to attend the Annual Federal Legislative Update Dinner; Invitation to have Company Representative on the Public Policy Committee; Year-round recognition on all sponsor media lists, website, and banners/slides at Chapter events and programs.	Minimum \$7,500
LEVEL 3	One ticket to attend the Legislative Reception; One ticket to attend the Legislative Breakfast Meeting; Invitation to attend the Annual Federal Legislative Update Meetings; Invitation to have Company Representative on the Public Policy Committee; Year-round recognition on all sponsor media lists, website, and banners/slides at Chapter events and programs.	Minimum \$5,000
LEVEL 4	One Ticket to attend the Legislative Reception; One ticket to attend the Legislative Breakfast Meeting; Year-round recognition on all sponsor media lists, website, and banners/slides at Chapter events and programs.	Minimum \$2,500
LEVEL 5	One Ticket to attend the Legislative Reception; Year-round recognition on all sponsor media lists, website, and banners/slides at Chapter events and programs.	Minimum \$1,000
LEVEL 6	Year-round recognition on all sponsor media lists, website, and banners/slides at Chapter events and programs.	\$999 and Under



NAIOP Colorado

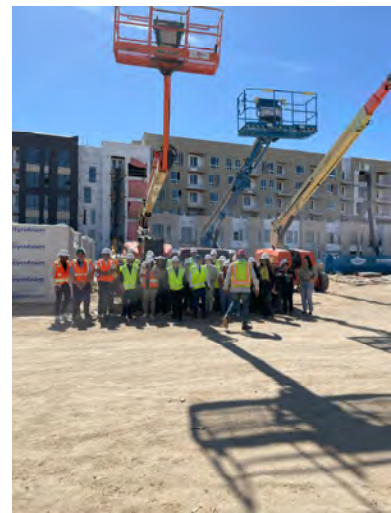
2024 DIVERSITY, EQUITY & INCLUSION SPONSOR OPPORTUNITIES

In 2020, NAIOP Colorado formed the Diversity, Equity, and Inclusion (DEI) Task Force to support its strategic plan and to build and develop a diverse and inclusive DEI program within the chapter. In 2021, the Board elevated the Task Force to the DEI Committee to ensure the chapter’s programming, events and other activities reflect the full aspects of our diverse market. The ongoing focus is on acting as a resource and leveraging partnerships to attract and develop diverse talent industry-wide.

As a sponsor of NAIOP Colorado’s diversity, equity, & inclusion efforts, your support will fund:

- Engaging high school and college students with the Project Destined Program. This program provides blended (e-learning and live courses) training; competition to analyze live local real estate deals and present to local executives where they earn scholarships; and a growth path including internships, full time employment and certifications.
- Hosting Diversity, Equity, and Inclusion training that is a valuable opportunity for collaborative and thoughtful discussions on DEI efforts within the workplace, our real estate industry, and the broader community.
- Supporting the opportunities that arise to broaden DEI efforts in our industry.

LEVEL	SPONSOR BENEFITS	INVESTMENT
NAMING RIGHTS	The DEI Naming Rights Sponsor includes top recognition as sponsor of the Project Destined programming, DEI Training Series, and other DEI events to be announced. Tickets to Chapter events, to include the quarterly breakfast programming, Awards, Real Estate Challenge, Property Tour and others; Invitation to have Company Representative on the DEI Committee; Year-round recognition on website, media lists and print or digital support banners at Chapter events and programs.	\$30,000
SUSTAINING	Premium recognition as Sustaining Sponsor of DEI events (select one option): (A) Project Destined (B) DEI Training Packages include tickets to Chapter events, to include the quarterly breakfast programming, Awards, Real Estate Challenge, Property Tour and others; Invitation to have Company Representative on the DEI Committee; Year-round recognition on website, media lists and print or digital support banners at Chapter events and programs.	\$12,000
SUPPORTING	Premium recognition as Supporting Sponsor of DEI events (select one option): (A) Project Destined (B) DEI Training Packages include tickets to Chapter events, to include the quarterly breakfast programming, Awards, Real Estate Challenge, Property Tour and others; Invitation to have Company Representative on the DEI Committee; Year-round recognition on website, media lists and print or digital support banners at Chapter events and programs.	\$8,000
STUDENT	Sponsor helps underwrite the cost of a high school or collegiate student’s participation in the Project Destined (PD) programming, includes recognition as a DEI Project Destined Student Sponsor at all PD programs, events, and marketing. Opportunity to interact with students before, during & after program is complete.	\$3,000 (Partial Student Sponsorships available starting at \$500)



NAIOP Colorado

2024 CALENDAR OF EVENTS

2024 NAIOP COLORADO—PROPOSED CALENDAR OF EVENTS

January	DL Leadership Insight Luncheon	July	Mid-Year Forecast Breakfast
January	Economic Forecast Breakfast	July	DL Mentor Program: Mentee Only Event
January	Rocky Mountain Real Estate Challenge Kick-Off	July	DL Bike Bar Tour
February	DL Leadership Insight Luncheon	August	DL Leadership Insight Luncheon
February	DL Real Estate on the Rocks	August	Winter Classic Hockey Event
February 12-14	NAIOP Corporate Chapter Leadership and Legislative Retreat	August	Fall Education Series
February 29	Annual Awards of Achievement	August	DL Mentor Program
March 1	Applications Open: 2024 Mentor Program	September	DL Leadership Insight Luncheon
March	Annual Legislative Reception	September	Fall Education Series
March 11-12	NAIOP Corporate I.CON West	September	Property Tour
March	DL Leadership Insight Luncheon	September	DL Real Estate on the Rocks DL Mentor Program
March	Winter Classic Skiing with the Icons	October	DL Leadership Insight Luncheon
April	Breakfast Meeting	October	Winter Classic Curling
April	DL Leadership Insight Luncheon	October	Fall Education Series
April / May	Rocky Mountain Real Estate Challenge presented by Land Title	October 6-10	NAIOP Corporate CRE.Converge
May	DL Real Estate on the Rocks	October	Fight Night Weigh-In Party
May 7-10	NAIOP Corporate National Forums Symposium	October	DL Mentor Program Wrap-Up
May	DL Leadership Insight Luncheon	November	Fight Night
May	DL Mentor Program Kick-Off	November	Fall Breakfast
June 5-6	NAIOP Corporate I.CON East	December	Annual Holiday Party
June	DL Leadership Insight Luncheon	December	DL Year-End Celebration & Graduation
June	NAIOP Happy Hour Connections with ULI Colorado & CREW Denver		
June	Special Event Programming		
June	DL Mentor Program Game Night		
June	NAIOP Golf Classic		

VISIT [NAIOP-COLORADO.ORG](https://www.naiop-colorado.org) FOR MORE DETAILS



SPONSORSHIP INVESTMENT

<u>Level</u>	<u>Package Selection</u>	<u>EARLY BIRD Investment</u> <small>Before January 31, 2024</small>	<u>Late Investment</u> <small>Starts February 1, 2024</small>	<u>Availability</u>
<input type="checkbox"/> SUSTAINING SPONSOR	<input type="checkbox"/> Package A <input type="checkbox"/> Package B <input type="checkbox"/> Package C <input type="checkbox"/> Package D <input type="checkbox"/> Package E	\$12,000	\$12,500	5 of 5
<input type="checkbox"/> SUPPORTING SPONSOR	<input type="checkbox"/> Package A <input type="checkbox"/> Package B <input type="checkbox"/> Package C <input type="checkbox"/> Package D <input type="checkbox"/> Package E	\$8,000	\$8,500	5 of 5
<input type="checkbox"/> CHAPTER SPONSOR		\$5,000	\$5,250	45 of 45

PUBLIC POLICY FUND INVESTMENT

Indicate the package and specific dollar amount of your investment.

- Public Policy Investment \$ _____
 Level 1 Level 2 Level 3 Level 4 Level 5 Level 6

DEI INVESTMENT

- NAMING RIGHTS SPONSOR \$30,000 1 of 1 Available
 SUSTAINING SPONSOR Project Destined DEI Training \$12,000 2 of 2 Available
 SUPPORTING SPONSOR Project Destined DEI Training \$8,000 2 of 2 Available
 PROJECT DESTINED STUDENT SPONSOR: Indicate Investment Below \$500—\$3,000 No Limit

TOTAL INVESTMENT

Sponsor Package: \$ _____
 Public Policy Fund: \$ _____
 DEI: \$ _____
TOTAL INVESTMENT: \$ _____

Please indicate your payment plan for your 2024 sponsorship:

- Invoice one time in December 2023 or upon receipt.
 Invoice one time on date _____ (no later than 9/1/24)
 Break up into 3 installment payments (paid in full by 10/1/24)

Please note, your 2024 Sponsorship is Payable by Check to: NAIOP Colorado. If you prefer to pay by credit card, please note that we will add a \$250 convenience fee. If you want to use a wire transfer or ACH, contact the office for details.

Authorized by Name (Print) _____

Signature _____

CONTACT INFORMATION

_____ Contact Name

_____ Company

_____ Address

_____ City State Zip

_____ Phone

_____ E-mail

_____ Web Page URL

_____ Social Media Handles

To confirm you Sponsorship—Mail or Email the completed form to:
 NAIOP Colorado | 1301 Speer Blvd., Ste. 450, Denver, CO 80204
 Tel: 303.782.0155 | Email: info@naiop-colorado.org
Online Registration at: www.naiop-colorado.org/sponsorship

Sponsor Upgrades: Is your package missing tickets to your favorite events? No worries, contact the NAIOP to purchase tickets to these events for 2024 at discounted 2023 rates.