NAIOP
COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION
SOUTHERN NEVADA CHAPTER

2021 BUS TOUR – STRENGTH VS. ADVERSITY
A Superhero Battle within CRE
Thursday, November 4, 2021
2:30 pm – 6:30 pm
Sponsorship Opportunities

COX BUSINESS

The **2021 Bus Tour** is back in person! We just won't actually be on buses this time.

Picture it: an expansive exhibitor hall at Red Rock Casino flanked by 4 sponsored superhero-themed rooms for this year's Bus Tour: ***Strength vs. Adversity – A Superhero Battle within CRE***. Attendees will be assigned to a "bus" and travel through each of the 4 zones for a video flyover highlighting the new developments within a specific segment of the market. The bus tour guides (office, retail, and industrial brokers) will add some color commentary and market intel along with Q&A before guiding their "riders" to the next zone.

After the market tour is completed, we will have a networking party in the exhibitor hall with heavy appetizers, drinks, games, ad prizes. It will be like the bus tour…just without being on a bus. We are joining forces again with Nevada Business Magazine to produce our Guidebook, which showcases the properties included on the tour (also featured on our event website). The Guidebook will be the center supplement to the November issue of the magazine, where it will have a combined mail and virtual readership of nearly 125,000. In addition, the Guidebook will be reprinted and provided to attendees at the event. **Sponsorship commitments are due Friday, September 17th in order to be in the Guidebook.**

Superhero-Themed Room Sponsors (2 available: ~~Gotham City, Wakanda, Metropolis, Central City~~) **$3,000**
SOLD: CapRock Partners, Harsch Investment Properties, Panttoni Development Company & VanTrust Real Estate
Who can design the most creative and fun room? That will be your challenge with this sponsorship where you will have your own dedicated room to decorate before each of the 4 "buses" stop in your zone for a video flyover and market highlights with the tour guides. Company logo in the printed Guidebook, and on the Bus Tour website. Plus, you get 4 captive audiences for your brief presentation or video to pitch your company and your latest projects/services. Includes 4 attendees and an Exhibit Table in your room. *See Special Guidance page for more details on how to enhance this unique sponsorship.*

~~Reception Sponsor (1 available)~~ **SOLD – CapRock Partners ~~$3,000~~**
Company logo on signage in the room, on printed napkins, on drink tickets given to attendees, in the printed Guidebook, and on the Bus Tour website. Hot and cold hors d'oeuvres served. 4 attendees and an Exhibit Table are included.

~~Photography Booth Sponsor (1 available)~~ **SOLD – CBRE ~~$3,000~~**
Company logo on all printed photos provided to attendees (also included in our Bus Tour album on Facebook), in the printed Guidebook, on the Bus Tour website, and on signage at the photography area. 4 attendees and an Exhibit Table are included.

~~Bottled Water Sponsor (1 available)~~ **SOLD – Logic Commercial Real Estate ~~$3,000~~**
Company logo on all individual bottled water distributed at event, in the printed Guidebook, and on the Bus Tour website. 4 attendees and an Exhibit Table are included.

All of the above sponsorships include an Exhibit Table!
President's Circle Sponsors receive a **DISCOUNT** on sponsorships!
10% Off for Platinum, Gold & Silver – 5% Off for Bronze & Copper

NAIOP Southern Nevada and Cox Business Present 2021 Bus Tour:
STRENGTH VS. ADVERSITY – A Superhero Battle within CRE

~~Guidebook Sponsor (1 available)~~ **SOLD – Affordable Concepts, Inc. ~~$2,500~~**

Company logo on the cover of the Guidebook and on the Bus Tour website. Opportunity to provide the property map in the center of the Guidebook with logo. Guidebooks will be included as the center supplement to the November issue of *Nevada Business* magazine, where it will have a combined mail and virtual readership of nearly 125,000. In addition, the Guidebook will be printed and provided to attendees. 4 attendees and an Exhibit Table are included.

~~Premium Game Table Sponsor (2 available)~~ **~~$2,500~~**

Exhibit table located next to the one of the games: ~~Basketball~~ | ~~Football~~

SOLD: Basketball-Newmark Knight Frank and Football-Colliers International

6-foot table with linen and 2 chairs provided to display or hand out company literature and/or gifts to the expected 300+ guests. Opportunity to assist with the game and provide/hand out prizes (provided by you). Drawings and raffles are encouraged, plus the opportunity to draw and announce the winner at the end of the event. 4 attendees are included.

~~Tote Bag Sponsor (1 available)~~ **SOLD – LM Construction Co. ~~$2,500~~**

Company logo printed on the tote bag given to attendees at registration, in the printed Guidebook, and on the Bus Tour website. Sponsor may upgrade the bag at their cost. 4 attendees and an Exhibit Table are included.

~~Game Table Sponsor (1 available)~~ **~~$2,000~~**

Exhibit table located next to the one of the games: ~~Chipping | Cornhole~~

SOLD: R&O Construction and HQ Office/Hughes Center

6-foot table with linen and 2 chairs provided to display or hand out company literature and/or gifts to the expected 300+ guests. Opportunity to assist with the game and provide/hand out prizes (provided by you). Drawings and raffles are encouraged, plus the opportunity to draw and announce the winner at the end of the event. 4 attendees are included.

All of the above sponsorships include an Exhibit Table!
President's Circle Sponsors receive a **DISCOUNT** on sponsorships!
10% Off for Platinum, Gold & Silver – 5% Off for Bronze & Copper

~~"Bus" Sponsor (4 available)~~ **~~$1,500~~**

Company logo on 25% of the lanyards that identify to which "bus" attendees are assigned and on signage at the event, and company name listed in the printed Guidebook and on the Bus Tour website. Opportunity to provide one small item of company swag in Tote Bags given to your bus attendees (swag is supplied by you and cannot duplicate any other sponsored item). 2 attendees are included. Option to add an Exhibit Table at $200 additional.

SOLD: Global Roofing Group, Minero General Contractor, NextGen & Tradewinds Construction

~~Raffle Giveaway Sponsor (1 available)~~ **SOLD – SR Construction $1,500**

Company logo on the drawing passports provided to attendees, company name listed in the printed Guidebook, on the Bus Tour website, and opportunity to announce the winner at the event. NAIOP will purchase the raffle prize. 2 attendees are included. Option to add an Exhibit Table at $200 additional.

~~Takeaway Gift Sponsor (1 available)~~ **SOLD – The Korte Company ~~$1,500~~**

Company logo on takeaway gift provided to attendees and company name listed in the printed Guidebook on the Bus Tour website. 2 attendees are included. Option to add an Exhibit Table at $200 additional.

NAIOP Southern Nevada and Cox Business Present 2021 Bus Tour:
STRENGTH VS. ADVERSITY – A Superhero Battle within CRE

~~Tour Guide Shirt Sponsor (1 available)~~ **SOLD – Prologis ~~$1,500~~**

Company logo will be on the Tour Guide and Committee Member shirts and company name listed in the printed Guidebook on the Bus Tour website. 2 attendees are included. Option to add an Exhibit Table at $200 additional.

~~Submarket Sponsors (7 available)~~ **~~$1,250~~**

Company logo at the beginning of the sponsored Submarket in each of the following: printed Guidebook, flyover video, and the Bus Tour website. 2 attendees are included. Option to add an Exhibit Table at $200 additional. *(~~Southwest~~, ~~West~~, ~~Downtown~~, ~~Northwest~~, North Las Vegas, ~~Central/Airport~~, ~~and Henderson~~).*

SOLD: Dermody Properties, Gatski Commercial Real Estate Services, Grand Canyon Development Partners, David Evans and Associate, Marcus & Millichap-Southwest & SHF International

Exhibit Tables (2 available) **$750**

6-foot table with linen and 2 chairs provided to display or hand out company literature and/or gifts (no lanyards or tote bags) to the expected 300+ guests. Drawings and raffles are encouraged with an opportunity to draw and announce the winner at the end of the event. Attendees are given a passport to have stamped by each table to enter to win the sponsored Raffle Giveaway to encourage visits to all tables. 2 attendees are included.

Must be received by Friday, September 17, 2021 to be included in the Guidebook.

President's Circle Sponsors receive a **DISCOUNT** on sponsorships!
10% Off for Platinum, Gold & Silver – 5% Off for Bronze & Copper

NAIOP Southern Nevada and Cox Business Present 2021 Bus Tour:
STRENGTH VS. ADVERSITY – A Superhero Battle within CRE

Sponsorship Commitment Form

- ☐ ~~Themed Room/Zone Sponsor: Gotham City | Wakanda | Metropolis | Central City $ 3,000*~~
- ☐ ~~Reception Sponsor $ 3,000*~~
- ☐ ~~Photography Booth Sponsor $ 3,000*~~
- ☐ ~~Bottled Water Sponsor $ 3,000*~~
- ☐ ~~Guidebook Sponsor $ 2,500*~~
- ☐ ~~Premium Game Table Sponsor: Basketball | Football $ 2,500*~~
- ☐ ~~Game Table Sponsor: Chipping | Cornhole $ 2,000*~~
- ☐ ~~Tote Bag Sponsor $ 2,000*~~
- ☐ ~~"Bus" Sponsor $ 1,500~~
- ☐ ~~Raffle Giveaway Sponsor $ 1,500~~
- ☐ ~~Takeaway Gift Sponsor $ 1,500~~
- ☐ ~~Tour Guide Shirt Sponsor $ 1,500~~
- ☐ ~~Submarket Sponsor $ 1,250~~

*Exhibit Tables are included in sponsorship levels above $2,000

___ ~~Southwest~~ ___ ~~West~~ ___ ~~Downtown~~ ___ ~~Henderson~~

___ ~~Northwest~~ ___ ~~North Las Vegas~~ ___ ~~Central/Airport~~

☐ Exhibit Table $ 750

☐ Add an Exhibit to Sponsorship $ 200 ***(this is only for sponsorships below $2,000)***

☐ Yes, I'm a **President's Circle Sponsor** at Level: _____

(President's Circle Sponsorship Discount: 10% Platinum, Gold, & Silver and 5% Bronze & Copper)

Company Name: _____

This is exactly the way the company name will be listed for marketing the event

Contact Person: _____ Phone: _____

Email: _____ (Invoice to be emailed)

Address: _____

City/State: _____ Zip: _____

Authorized Signature: _____

By signing this document, you agree to pay NAIOP Southern Nevada the amount indicated no later than 9/17/2021

Sponsorships are assigned on a first signed form received (not email request) and must be received by September 17, 2021 to be included in the Guidebook.

Return this form to johna@naiopnv.org or by fax to 702-798-8653.

NAIOP Southern Nevada PO Box 96694, Las Vegas, NV 89196-6694 P 702-798-7194

NAIOP Southern Nevada and Cox Business Present 2021 Bus Tour:
STRENGTH VS. ADVERSITY – A Superhero Battle within CRE

Special Guidance for Superhero-Themed Room/Zone Sponsors (aka Superhero Cities)

Who can design the most creative and fun room? That will be your challenge with this sponsorship where you will have your own dedicated room to decorate before each of the 4 "buses" stop in your zone for a video flyover and market highlights with the tour guides.

Expectations

Here are the basics:

- Hosts – You are expected to have 1-2 hosts to welcome each "bus" as they rotate through the zones, as well as man the room throughout the entire event.
- Display – You will have a 6-foot table with linen and 2 chairs provided to display or hand out company literature. You can feel free to add some easels with company, service, or project-specific display boards.
- Setup – Your room will be available to you starting at 10:00am on November 4th and setup must be complete before registration opens at 2:30pm.
- Cleanup – Please remove all company-specific items by 7:00pm. Décor may be left behind for disposal.

Opportunities

This is your opportunity to get creative and outshine the other superhero cities. If you want your guests to walk away with an amazing experience and declare your room the best superhero city, our suggestions include:

- Swag – Give away some company swag. Please note that swag cannot duplicate sponsored items, such as tote bags (check with NAIOP for the full list).
- Decorations – Decorate your room according to your designated superhero city.
- Scooby Snacks – Serve a snack via Red Rock catering (at your own expense). You could even come up with a fun (themed) name for them like Scooby Snacks! Please note that heavy appetizers will be provided by NAIOP during the reception after the "bus" tours.
- Cocktails & Mocktails – Offer a themed specialty cocktail or mocktail via Red Rock catering (at your own expense). Here is another chance for a creative name like Supermantini! Ok, not our best work, but we can't go giving away all our gold.
- Raffle – Like the other exhibitors, we encourage you to collect business cards and give away raffle prize(s). You will have the opportunity to draw the name(s) and announce the winner(s) from the center stage in the exhibit hall at the end of the reception. Please note that your raffle prize cannot duplicate sponsored items.
- Presentation – Take advantage of your 4 captive audiences and give a 2-minute presentation on your company/services. 2 minutes includes both speaking and/or videos, so please use your time wisely. Our "buses" are on a tight schedule and need to keep rolling.