

The background of the entire page is a photograph of a city skyline across a body of water, likely Jacksonville, Florida. The skyline features several prominent skyscrapers, including the Bank of America Tower. The sky is filled with dramatic, white and grey clouds, suggesting a sunset or sunrise. The water in the foreground is dark and reflects the light from the sky and buildings. In the top left corner, there is a dark green rectangular box containing the NAIOP logo and text. Below this, there is an orange rectangular box with the year '2020'. In the bottom right corner, there is a dark green rectangular box with the text 'SPONSORSHIP PACKAGES'. Above this box, there is a yellow rectangular box containing the website address 'www.naiopnefl.com'.

**NAIOP**

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
NORTHEAST FLORIDA CHAPTER

**2020**

[www.naiopnefl.com](http://www.naiopnefl.com)

**SPONSORSHIP PACKAGES**

# Welcome

On behalf of the Board of Directors, we sincerely appreciate your support and invite you to return as an influential corporate sponsor for 2020.

Companies such as yours have vastly strengthened our organization for the advancement of the commercial real estate industry in Northeast Florida. The officers and directors continue to elevate our presence in being THE organization who is called upon for guidance to matters directly affecting our industry.

As the primary funding source of the chapter, our sponsorship program has increased the voice of commercial real estate on a local, state and national platform. And I am glad to report we are being heard! You can review the results of our legislative impact and influence as listed on the “The Value of Being a NAIOP Sponsor” section in this package which includes a recap of the major events for the past year.

Please find enclosed the 2020 value-add sponsorship information. As a sponsor myself, I know it is helpful to have this information in advance for the planning of your 2020 budget. NAIOP NEFL sponsorship chair, Allison Brown, and team will be following up with you to confirm your sponsorship status. Please do not hesitate to contact us should you have any questions.

Our initiatives could not evolve into successes without your continued commitment. It truly is our privilege to have you return in the new year.

Respectfully yours,



Trey Wilson  
NAIOP NEFL President 2020  
904-301-1278, [twilson@drivermcafee.com](mailto:twilson@drivermcafee.com)



Allison Brown  
NAIOP Sponsorship Chair  
904-233-6037, [Allison.Brown@ki.com](mailto:Allison.Brown@ki.com)

# The Value of Being a NAIOP Sponsor

## **A NATIONAL ORGANIZATION WITH LOCAL INFLUENCE,**

*NAIOP comprises the leading developers, owners, and related professionals in the greater Jacksonville area, committed to creating a better business environment for commercial real estate through networking, development, advocacy, and education.*

### Networking

Producing Commercial Real Estate events allow members to interact, build relationships and stay informed. We provide a variety of programs and special events throughout the year, including guest speakers and issue forums, a bus tour or downtown tour and tasting highlighting new/recent developments in the commercial real estate market, a fall golf tournament and clay shootout. The variety in our programs allows us the ability to appeal to a broad representation of our membership.

### Development

We strive to transform new members into the leaders of tomorrow and continue to build current members presence in the commercial real estate area.



*Annually NAIOP NE FL honors its best and brightest of the Chapter for outstanding contributions and transactions in commercial real estate. This past year our sponsors received premium visibility and recognition in front of over 200 members and guests.*



*Funds raised by NAIOP's generous sponsors are used to promote local charities and give back to our community, while supporting NAIOP's overall mission. In 2019, NAIOP partnered with First Coast No More Homeless Pets, the largest spay/neuter clinic in the country. Their main mission is to end the killing of shelter cats and dogs in our community. The DL's organized a drive during our Annual Beach Bash and raised \$1,500 in supplies and cash donations. NAIOP also made a contribution to the Funk - Zitiello Foundation for Pancreatic Cancer Research in memory of our longtime member, Ross Carrier. NAIOP is also partnering with the Clara White Mission who works in the Jacksonville community to prevent and reduce homelessness through advocacy, housing, job training and employment.*



*The biennial Bus Tour is one of the premier events in support of NAIOP NE Florida's mission of promoting the commercial real estate industry in our region through advocacy, education, development, and networking. The 2019 Bus Tour was particularly successful with 108 real estate professionals in attendance touring 26 office and industrial properties throughout the market. As one of the favorite events among members, good food, libations and exceptional networking opportunities were enjoyed by all who attended.*

# The Value of Being a NAIOP Sponsor

## Advocacy

We promote effective public policy, through our grassroots network, to create, protect and enhance property values. Our trade group is the collective voice that lobbies on critical Commercial Real Estate issues in the local, state, and national legislative forums.

*Being the trusted voice in commercial real estate in NE FL and beyond, is a priority for the Chapter. Providing support for officials who echo the Chapter's mission, is an integral part of driving the overall success of our industry. Without the support of our generous Sponsors, NAIOP NE FL would be unable to send influential members of our chapter to both Tallahassee and Washington DC. This past year, NAIOP was successful in making headway in reducing Florida's total State Sales Tax levied on Commercial Leases, amongst many other policy improvements.*



## Programs and Education

We bring speakers and educational programs to our membership throughout the year from many areas of commercial real estate to keep members informed on market trends, legislative developments and other relevant information affecting our industry.



*Over the past two years, NAIOP has hosted luncheons and members-only breakfast events, including insights from former Amazon Director of Global Real Estate, Julie Benezet; an economic update presented by Cushman & Wakefield's Chief Economist and Global Head of Research, Kevin Thorpe; a joint event with the local chapter of Urban Land Institute that hosted global cross-cultural consultant, Michael Landers; a futuristic presentation by author and speaker, Greg Lindsay, on how cities-as-a-service are changing the real estate landscape; a legislative update breakfast by local State Representative Paul Renner; and a moderated panel discussion on the convergence of Industrial and Retail Markets. We have also held principals only legislative update breakfasts where we brought in our State of Florida Lobbyist, Chris Carmody, to provide updates on our efforts at the state level both during and after the current legislative sessions*

## WHAT HAS NAIOP DONE FOR YOU LATELY?

- Reducing cost through Tax Reductions. Sales tax on commercial real property lease payments will be reduced from 5.7% to 5.5% in 2020, as a result of NAIOP's lobbying efforts.
- Each year we meet in Washington, DC with our region's elected officials in support of our principal positions such as tax policy, preservation of 1031 exchanges, and federal infrastructure spending.
- At the State level, we continue to meet with our elected officials and advocate for initiatives that make Florida more attractive to business and for commerce.
- Locally, we work with key city officials and staff to address issues and legislation important to our industry such as permitting, zoning, and occupancy processes.
- We monitor upcoming legislation that may adversely impact our industry and proactively meet with local officials to address issues.

# Annual Sponsorship Packages

*Sponsorship has its benefits!*

	PLATINUM \$7,500	GOLD \$4,500	SILVER \$2,500
Logo and link to sponsor's website on "Sponsors" tab at naiopnefl.com	✓	✓	✓
Recognition on chapter printed materials, including annual NAIOP Awards event	✓	✓	✓
Two complimentary tickets to NAIOP Awards	✓		
Recognition as sponsor on membership badges	✓	✓	✓
Recognition on professionally printed banner at all chapter events	✓	✓ (logo)	✓ (text only)
Recognition on table toppers at all chapter meetings	✓	✓ (logo)	✓ (text only)
Special recognition on annual awards presentation	✓ (3 slides)	✓ (2 slides)	✓ (1 slide)
Logo prominently displayed on table toppers at all chapter meetings	✓		
Logo prominently displayed with link to sponsor's website on "Sponsors" tab at naiopnefl.com	✓		
Logo on monthly digest email and regular email announcements	✓		
One chapter meeting to feature sponsor's organization	✓		
Complimentary ticket to annual sponsor's reception	4	2	1
Complimentary ticket to NAIOP exclusive luncheon	4	2	1
Complimentary foursome at annual NAIOP golf tournament	2	1	
Private invitation to exclusive City Council Dinner held twice per year	2	1	
Early registration opportunity for foursome at annual NAIOP golf tournament			✓
Two reserved VIP tables @ luncheons for sponsors (seats first come first serve)	✓	✓	✓

[CLICK HERE](#) to see examples of sponsors' logos on our website. Or scan the QR code with your mobile device.



# Sponsorship Form

Becoming an annual sponsor is easy! Just fill out the form below and click “submit form.” Or visit our website: <https://naiopnefl.com/sponsors/>.

## Contact Information

Company Name:

Company Address:

Contact Person:

Contact Phone:

Contact Email:

## Sponsorship Level

PLATINUM | \$7,500

GOLD | \$4,500

SILVER | \$2,500

## Payment Information

- Please send me an invoice       I am mailing a check, payable to:       Pay by credit card or PayPal

NAIOP Northeast Florida  
P.O. Box 10681  
Jacksonville, FL 32247-0681

Visa / MasterCard / American Express /  
Discover / PayPal accepted.

[CLICK HERE](#) to make your payment online or scan the QR code with your mobile device.

You can also visit [www.naiopnefl.com/sponsors](http://www.naiopnefl.com/sponsors) and click the gold “Sponsorship Payments” button at the bottom of the page.



Submit Form