



2018

Northern Virginia
Building Industry
Association

Business Partner Program





2018 Business Partner Program

Dear NVBIA member,

You are part of the one of the most vibrant associations in homebuilding. Our success is the result of an active and supportive membership. One in 10 of our members is, in fact, a Business Partner, willing to demonstrate their belief in NVBIA through generous sponsorship commitments. In the association world, that's a huge show of engagement.

This high level of support has allowed us to provide additional educational opportunities, more networking events, and greater visibility for our members. We now hold between 10 and 15 major events every year, an enormous increase from even a few years ago. We've generated new committees and councils to serve the ever-widening interests of our varied members—including our revitalized Washington Sales & Marketing Committee and Real Estate Finance Committee. In 2018 we are establishing an NVBIA Multi-Family Council.

Thank you so much for your continued support. We truly couldn't do it without you. Your support of NVBIA has been, and will continue to be, the engine that enables us to offer what our members have come to expect. Take a moment to look through our newly revised and enhanced Business Partner Program, and decide how YOU will support your association this year.

Questions? Please don't hesitate to contact Ed Messick, our Director of Business Development, at 571.283.6312. We look forward to growing with you!

Sincerely,

Jon W. Lindgren
Executive Vice President

Ed Messick
Director of Business Development



Choose the level of sponsorship that fits within your advertising and promotional budget:

PRESIDENT'S CLUB

Echelon, *Exclusive*, and *Elite* Levels ALL include sponsor recognition at NVBIA networking events, chapter events and educational events, as well as a 10-person table for the President's Ball, and your logo on a distinct President's Club banner at all events. You can choose to sponsor everything we do at the Echelon and Exclusive levels, and sponsor all but the golf tournament or chapter breakfasts at the Elite level; or work with Ed Messick to create a customizable sponsorship program tailor-made to maximize your company's exposure.

Additional benefits are listed below for each corresponding level:

Presidential - Echelon Level

A maximum of FIVE companies will select sponsorship opportunities at a minimum of \$17,500. Echelon Sponsors can either sponsor all events using \$12,500 and a minimum of \$5,000 in additional sponsorships, or they can choose more visible sponsorship levels totaling a minimum of \$17,500.

Echelon Sponsors will receive:

- Registration to all NVBIA events (including golf) and/or corresponding benefits applicable to your sponsorship selections
- Your company name and/or logo at the top of all NVBIA eNews and print newsletters
- Your company logo on all sponsored event promotional materials
- Recognition on all sponsor banners
- Recognition from the podium at all events
- Recognition on NVBIA website throughout the year with URL link to your website
- Special award and recognition at the President's Ball
- Sponsorship of the Annual NVBIA Golf Tournament, including entry for one foursome
- Recognition on golf sponsor banner.

Presidential - Exclusive Level

Select \$12,500 worth of varied sponsorship opportunities throughout the year that meet your company's goals. Exclusive Sponsors can either sponsor all events throughout the year, or they can choose more visible sponsorship levels at targeted events.

Exclusive Sponsors will receive:

- Registration to all of the events (including golf & chapter events) and/or corresponding benefits applicable to your sponsorship selections
- Recognition in all NVBIA eNews and print newsletters
- Your company logo on all sponsored event promotional materials
- Recognition on sponsor banners
- Recognition from the podium at all events
- Recognition on NVBIA website throughout the year with URL link to your website
- Special award and recognition at the President's Ball
- Sponsorship of the Annual NVBIA Golf Tournament, including entry for one foursome
- Recognition on golf sponsor banner.

Presidential - *Elite Level*

Select \$10,000 worth of varied sponsorship opportunities throughout the year that meet your company's goals. Elite Sponsors can either sponsor all events throughout the year (except the golf outing or chapter breakfasts), or they can choose more visible sponsorship levels at targeted events. **Elite Sponsors receive:**

- Registration to all of the events you choose to sponsor, and/or corresponding benefits applicable to your sponsorship selections
- Recognition in all NVBIA eNews and print newsletters
- Your company logo on all sponsored event promotional materials
- Recognition on sponsor banners
- Recognition of your support from the podium
- Recognition on NVBIA website throughout the year with URL link to your website
- Special award and recognition at the President's Ball.

CHAMPION

Select \$8,500 worth of sponsorship opportunities that meet your company's goals, and you will receive:

- Champion Sponsorship of the Annual NVBIA Golf Outing, including entry for one foursome, plus one additional foursome tee time at a later date at same golf venue (\$3,500 sponsorship, leaving \$5,000 in additional sponsorship opportunities)
- Recognition on golf sponsor banner
- Your company logo on all sponsored event promotional materials
- Corresponding benefits to all other selected sponsored events
- Recognition on NVBIA website throughout the year with URL link to your website
- Recognition from the podium at sponsored events.

HERO

Select \$5,000 worth of sponsorship opportunities that meet your company's goals, and you will receive:

- Your company logo on all sponsored event promotional materials
- Corresponding benefits to sponsored events
- Recognition on NVBIA website throughout the year with URL link to your website
- Recognition from the podium at sponsored events
- Recognition in eNews for one year with URL link to your website
- Recognition in NVBIA 2018 print newsletters.

PATRIOT

Select up to \$2,500 worth of sponsorship opportunities that meet your company's goals, and you will receive:

- Your company logo on all sponsored event promotional materials
- Corresponding benefits to sponsored events
- Recognition on NVBIA website throughout the year with URL link to your website
- Recognition from the podium at events
- Recognition in eNews for one year with URL link to your website
- Recognition in NVBIA 2018 print newsletters.

BENEFACTOR

Select up to \$1,500 worth of sponsorship opportunities that meet your company's goals, and you will receive:

- Your company logo on all sponsored event promotional materials
- Corresponding benefits to sponsored events
- Recognition on NVBIA website throughout the year with URL link to your website
- Recognition from the podium at events
- Recognition in eNews for one year with URL link to your website
- Recognition in NVBIA 2018 print newsletters.

THANK YOU to our 2017 Business Partners!

PRESIDENT'S CLUB - *ECHELON*

Dominion Virginia Power
George Mason Mortgage
McLean Mortgage Corporation
MVB Mortgage

PRESIDENT'S CLUB - *EXCLUSIVE*

Bank of America
Barrons Lumber
Pulte Group
William A. Hazel, Inc.

PRESIDENT'S CLUB - *ELITE*

Buhl Electric
Falcon Heating & Air
Long & Foster New Homes
Stanley Martin Homes
T.W. Perry
Van Metre Homes

CHAMPIONS

Cox Business
Suntrust Mortgage

HEROS

Bohler Engineering
Building Supply of Manassas
Dewberry
Elm Street Development
Farms and Acerage, Inc.
Land Design Consultants
Stonewall Concrete
The Christopher Companies
The Washington Post
W.C. Ralston Architects
Wetland Studies and Solutions

PATRIOTS

Andersen Windows & Doors
Bowman Consulting
christopher consultants
Fulton Bank / Fulton Mortgage
j2 Engineers
Next Day Blinds
Odin, Feldman, Pittleman, P.C.
Pennoni Associates
The Resmark Companies
Sandy Spring Bank
Select Construction Company
S.W. Rodgers Company, Inc.
The IDI Group Companies
The Engineering Groupe
Thompson Greenspon
Total Development Solutions
USAA
Walsh, Colucci, Lubeley & Walsh, P.C.

BENEFACTORS

Centricity
Champion Title
ECS Limited
K T Enterprises
Masonry Design
Paciulli, Simmons & Associates
Residential Warranty Company
Silver Spoon Caterers
United Bank

Last year's sponsor of each opportunity has the first right of refusal for renewing their sponsorship this year. If one of your preferred choices are no longer available, Director of Business Development Ed Messick will contact you.



Now apply your Business Partnership Level of sponsorship by checking off the NVBIA member event(s) you wish to sponsor:

EVENT/DATE/ NUMBER AVAILABLE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
PRESIDENT'S BALL January 27, 2018	<i>All President's Ball sponsorships include:</i> Logo in Slideshow Presentation; Recognition on NVBIA Website		
	Presidential Sponsor • 10 Complimentary Registrations; Gold Table Cloth of Distinction Company, One Minute Sponsor Provided Video played during event in addition to Logo on Slideshow	\$10,000	<input type="checkbox"/>
	Band Sponsor • 4 Complimentary Registrations; Logo on Signage by the Stage; Company Name in Program	\$5,000	SOLD <input type="checkbox"/>
	Cocktail Sponsor • 4 Complimentary Registrations; 30 Second Sponsor Provided Video played during event in addition to Logo on Slideshow; Logo on Signage in the Cocktail Area; Company Name in Program	\$7,500	SOLD <input type="checkbox"/>
	Centerpiece Sponsor • 4 Complimentary Registrations; Logo on the Centerpiece Signage,	\$5,000	SOLD <input type="checkbox"/>
	Wine Sponsor • 4 Complimentary Registrations; Logo on Wine Bottles; Company Name in Program	\$5,000	SOLD <input type="checkbox"/>
	Ticket Sponsor • 4 Complimentary Registrations; Logo on Admittance Table and Drink Tickets	\$5,000	<input type="checkbox"/>
	Photo Booth Sponsor • 4 Complimentary Registrations; Company Name in Program	\$3,500	SOLD <input type="checkbox"/>
	Vice Presidential Sponsor • 6 Complimentary Registrations; Company Name in Program	\$3,500	<input type="checkbox"/>
	Welcoming Sponsor • 2 Complimentary Registrations; Logo on Signage by Check-in Area; Company Name in Program	\$2,500	SOLD <input type="checkbox"/>
	Coat Check Sponsor • 2 Complimentary Registrations; Company Name in Program	\$2,500	SOLD <input type="checkbox"/>
<i>Unlimited</i>	Treasury Sponsor • 4 Complimentary Registrations; Company Name in Program	\$1,500	<input type="checkbox"/>
<i>Unlimited</i>	Secretarial Sponsor • 2 Complimentary Registrations; Company Name in Program	\$750	<input type="checkbox"/>
Total Business Partner Sponsorship Towards the President's Ball			<input type="checkbox"/>
MEET THE BUILDER March 15, 2018	<i>All Meet the Builder Sponsorships include:</i> Company Name and Logo on Sponsorship Banner; Company Name featured on all Promotional Materials; Builder Attendance Contact List; Happy Hour with Builders one hour before the event.		
	Champion Sponsor • 10 Complimentary Registrations; 50 Additional Drink Tickets; Personal introduction to each Builder	\$5,000	<input type="checkbox"/>
	Slam Dunk Bar Sponsor • 8 Complimentary Registrations; 30 Additional Drink Tickets; Company Signage in Bar Area	\$3,500	<input type="checkbox"/>
	Scorer's Table Sponsor • 2 Complimentary Registrations; 20 Additional Drink Tickets; Table Top Display	\$2,000	<input type="checkbox"/>
	Builder Gift Bag Sponsor • 2 Complimentary Registrations; 15 Drink Tickets to Hand Out; Company Logo on Builder Gift Bag	\$1,500	<input type="checkbox"/>
	Cup Sponsor • 2 Complimentary Registrations; 15 Drink Tickets to Hand Out; Company Logo on Builder Gift Bag	\$1,500	<input type="checkbox"/>
<i>Unlimited</i>	6th Man Sponsor • 2 Complimentary Registrations; 5 Additional Drink Tickets	\$500	<input type="checkbox"/>
Total Business Partner Sponsorship Towards Meet the Builder			<input type="checkbox"/>
PARADE OF HOMES May 5 & 6, 2018	<i>All Parade of Home's Sponsorships include:</i> Company Name featured on all Promotional Materials.		
	Band Leader Package • Logo on Double Truck as Lead Sponsor; Company Mentioned in Radio Spots; Logo Prominent on <i>vaparade.com</i> ; Logo in <i>New Homes Guide</i> and Local Papers	\$20,000	SOLD <input type="checkbox"/>
	Digital Package • <i>Washington Post Digital</i> Co-Branded Advertising; Banner Ad on <i>vaparade</i> websites; Name in <i>New Home Guide</i> Email Blasts, Logo on All Website Advertising	\$15,000	<input type="checkbox"/>

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EVENT/DATE/ NUMBER AVAILABLE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR	
PARADE OF HOMES May 5 & 6, 2018 (Continued)	Washington Post The Magazine Full Page Ad • Co-Branded Advertising in <i>The Magazine</i> ; Skyscraper Ad on <i>vaparade.com</i>	\$10,000	<input type="checkbox"/>	
	Community Sponsor • <i>Washington Post Real Estate</i> — Full Page Ad; 4 Entries for your Community	\$10,000	<input type="checkbox"/>	
	Washington Post Full Page Ad	\$7,500	<input type="checkbox"/>	
	Washington Post 1/3 Page Ad	\$6,000	<input type="checkbox"/>	
	Washington Post 1/4 Page Ad	\$3,500	<input type="checkbox"/>	
	Only 4 Available	Skyscraper Ad • Skyscraper Ad on <i>vaparade.com</i>	\$2,500	<input type="checkbox"/>
	Only 4 Available	Mobile Ad • Mobile 300x50 Rectangle Ad on <i>vaparade.com</i>	\$2,500	<input type="checkbox"/>
Only 6 Available	Rectangle Ad • Rectangle Ad on <i>vaparade.com</i>	\$1,000	<input type="checkbox"/>	
Only 6 Available	Mobile Ad • Mobile 120x20 Rectangle Ad on <i>vaparade.com</i>	\$1,000	<input type="checkbox"/>	
Total Business Partner Sponsorship Towards Parade of Homes			<input type="checkbox"/>	

CRAWFISH BOIL April 26, 2018	All Crawfish Boil Sponsorships include: Company Logo on Sponsorship Banner; Company Name featured on all Promotional Materials.		
	Boil Sponsor • 10 Complimentary Registrations; Your Logo on the Signage next to the food	\$5,000	<input type="checkbox"/>
	Beer Truck Sponsor • 8 Complimentary Registrations; Your Logo on the Signage on the beer truck	\$3,500	<input type="checkbox"/>
	Sack of Tails Sponsor • 6 Complimentary Registrations; Your Logo on Promotional Materials	\$2,500	<input type="checkbox"/>
	Bib Sponsor 2 Complimentary Registrations; Logo on Bibs	\$2,500	<input type="checkbox"/>
	Napkin Sponsor 2 Complimentary Registrations; Logo on Napkins	\$2,500	<input type="checkbox"/>
	Heads & Tails Sponsor • 5 Complimentary Registrations; Your Logo on Promotional Materials	\$1,500	<input type="checkbox"/>
	Louisiana Sponsor • 4 Complimentary Registrations	\$1,000	<input type="checkbox"/>
	Cup Sponsor • 2 Complimentary Registrations; Sponsor provides Cups or pays NVBIA the Cost of Cups with the Sponsors Logo on them + \$500	\$500	SOLD
	Friend Sponsor • 2 Complimentary Registrations	\$500	<input type="checkbox"/>
Total Business Partner Sponsorship Towards Crawfish Boil			<input type="checkbox"/>

GOLF TOURNAMENT May 21, 2018	All Golf Tournament Sponsorships include: Company Name on Sponsorship Banner; Company Name featured on all Promotional Materials.		
	Ace Sponsor • 2 Foursomes; Hole Sponsor with Logo; Logo as Lead Sponsor on all Golf Carts	\$5,000	<input type="checkbox"/>
	Double Sponsor • 1 Foursome; Hole Sponsor with Logo	\$4,000	<input type="checkbox"/>
	Eagle Sponsor • 1 Foursome; Additional Round of Golf for 4 at River Creek Country Club at a Later Date.	\$3,500	<input type="checkbox"/>
	Par Sponsor • 1 Foursome	\$1,500	<input type="checkbox"/>
	Lunch Sponsor • 1 Foursome; Logo on Signage at the Grill	\$4,000	<input type="checkbox"/>
	On Course Beverage Cart Sponsor • 1 Foursome; Company Signage on Beverage Carts	\$3,500	<input type="checkbox"/>
	Dinner Sponsor • 1 Foursome; Company Signage in Dinner Area	\$4,000	<input type="checkbox"/>

Golf Tournament Sponsorships continue on next page

Last year's sponsor of each opportunity has the first right of refusal for renewing their sponsorship this year. If one of your preferred choices are no longer available, Director of Business Development Ed Messick will contact you.

EVENT/DATE/ NUMBER AVAILABLE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
GOLF TOURNAMENT May 21, 2018 <i>(Continued)</i>	Open Bar Sponsor • 1 Foursome; Company Signage in Bar Area	\$2,500	<input type="checkbox"/>
	Hole-in-One Contest Sponsor • Company Logo on Sign at Hole-in-One Contest <i>(One Foursome)</i>	\$2,500	<input type="checkbox"/>
	Putting Contest Sponsor • Company Logo on Sign on Putting Green <i>(One Foursome)</i>	\$2,500	<input type="checkbox"/>
	Longest Drive Men's and Women's Contest Sponsor • Company Signage at Contest Holes <i>(One Foursome)</i>	\$2,500	<input type="checkbox"/>
	Closest to the Pin Contest Sponsor • Company Signage at Contest <i>(One Foursome)</i>	\$2,500	<input type="checkbox"/>
<i>Only 16 Available</i>	Hole Sponsor • Company Logo on Sign at Tee Box; \$100 Donated Directly to HomeAid <i>(Does not include Foursome)</i>	\$250	<input type="checkbox"/>
Total Business Partner Sponsorship Towards Golf Tournament			<input type="checkbox"/>

CRAB FEAST August 23, 2018	<i>All Crab Feast Sponsorship include:</i> Company Logo on Sponsorship Banner; Company Name featured on all Promotional Materials.		
	Poseidon Sponsor • 10 Registrations; Logo on Signage Next to Food	\$5,000	<input type="checkbox"/>
	Bar Sponsor • 8 Registrations; Your Logo on the Signage on the Bar	\$3,500	<input type="checkbox"/>
	Claw Sponsor • 6 Registrations	\$2,500	<input type="checkbox"/>
	Hammer Sponsor • 5 Registrations; Logo Etched on Mallets	\$1,500	SOLD
	Bib Sponsor • 2 Registrations; Logo on Bibs	\$2,500	<input type="checkbox"/>
	Napkin Sponsor • 2 Registrations; Logo on Napkins	\$2,500	<input type="checkbox"/>
	Bay Sponsor • 4 Registrations	\$1,000	<input type="checkbox"/>
	Cup Sponsor • 2 Registrations, Sponsor provides Cups <i>or</i> pays NVBIA the Cost of Cups with the Sponsors Logo on them + \$500	\$500	SOLD
	<i>Unlimited</i>	Beach Sponsor • 2 Registrations	\$500
Total Business Partner Sponsorship Towards Crab Feast			<input type="checkbox"/>

OYSTER ROAST September 27, 2018	<i>All Oyster Roast Sponsorships include:</i> Company Logo on Sponsorship Banner; Company Name featured on all Promotional Materials.			
	Oyster Sponsor • 10 Registrations; Your Logo on Signage Next to Food	\$5,000	<input type="checkbox"/>	
	Beer Truck Sponsor • 8 Registrations; Your Logo on the Beer Truck Signage	\$3,500	<input type="checkbox"/>	
	Pearl Sponsor • 6 Registrations	\$2,500	<input type="checkbox"/>	
	Ocean Sponsor • 5 Registrations	\$1,500	<input type="checkbox"/>	
	Bay Sponsor • 4 Registrations	\$1,000	<input type="checkbox"/>	
	Cup Sponsor • 2 Registrations; Sponsor provides Cups <i>or</i> pays NVBIA the Cost of Cups with the Sponsors Logo on them + \$500	\$500	SOLD	
	Napkin Sponsor • 2 Registrations	\$2,500	<input type="checkbox"/>	
	<i>Unlimited</i>	Beach Sponsor • 2 Registrations	\$500	<input type="checkbox"/>
	Total Business Partner Sponsorship Towards The Oyster Roast			<input type="checkbox"/>

Last year's sponsor of each opportunity has the first right of refusal for renewing their sponsorship this year. If one of your preferred choices are no longer available, Director of Business Development Ed Messick will contact you.

EVENT/DATE/ NUMBER AVAILABLE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
GREAT AMERICAN LIVING AWARDS (GALA) October 4, 2018	<i>All Great American Living Awards (GALA) Sponsorships include the Company Name on Main Screen at the Event</i>		
	GRAND Platinum Sponsor @ \$15,000 • Logo on the main screen; Company name and web address on GALA website; Logo prominently displayed in Reception Area; Logo prominently displayed on Podium; Customized Gobo logos displayed in Ballroom; Company Logo in Program; Company Ad Displayed in Winners Book (if there is a winners book); One-Minute Video-Sponsor during ceremony; Logo on Welcome Banner along with all Sponsors; 10 complimentary tickets	\$15,000	SOLD
	Central Bar Sponsor @ \$12,000 • Logo on the main screen at event; Company name and web address on GALA website; Signage with Company logo prominently displayed above Main Bar; One-Minute Video-Sponsor during ceremony; Company logo on Welcome Banner along with all Sponsors; 10 complimentary tickets	\$12,000	<input type="checkbox"/>
	Dessert Sponsor @ \$6,500 • Logo on the main screen at event; Company name and web address on GALA website; Company logo displayed on Dessert; Company logo on Welcome Banner along with all Sponsors; 4 complimentary tickets	\$6,500	<input type="checkbox"/>
	Master of Ceremony Sponsor @ \$6,500 • Logo on main screen; Company name & web address on GALA website; Customized signage at Tables during ceremony and Company Name listed in Program as M.C. Sponsor; 30-Second Video-Sponsor provided by sponsor during ceremony and Company to introduce M.C.; Logo on Welcome Banner along with all Sponsors; 4 complimentary tickets	\$6,500	<input type="checkbox"/>
	Table Centerpiece Sponsor @ \$6,500 • Logo on main screen; Company name & web address on GALA website; Customized signage at Table Centerpieces; Logo on Welcome Banner along with all Sponsors; 4 complimentary tickets	\$6,500	<input type="checkbox"/>
	Appetizer Table Sponsor @ \$4,500 • Logo on main screen; Company name & web address on GALA website; Customized signage (Ice Sculpture) at Appetizer Station during Cocktail Hour; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$4,500	<input type="checkbox"/>
	Photo Booth Sponsor @ \$3,500 • Company name & web address on GALA website; Customized signage at Photo Booth and logo on all photos; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,500	<input type="checkbox"/>
	Social Media Sponsor @ \$3,500 • Company name & web address on GALA website; Logo on Screen along with social media posts throughout the night; Company logo on photo template at Photo Booth; Company Twitter address for social media posts; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,500	<input type="checkbox"/>
	Specialty Beer & Wine Bar Sponsor @ \$3,500 • Company name and web address on GALA website; Customized signage at the Specialty Beer & Wine Bar; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,500	<input type="checkbox"/>
	Cosmopolitan & Appletini Bar Sponsor @ \$3,500 • Company name & web address on GALA website; Customized signage at the Cosmo & Appletini Bar; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,500	<input type="checkbox"/>
	Dirty Martini Bar Sponsor @ \$3,500 • Company name & web address on GALA website; Customized signage at the Dirty Martini Bar; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,500	<input type="checkbox"/>
	Drink Ticket Sponsor @ \$3,500 • Company name & web address on GALA website; Customized signage at the Drink Ticket Table; Logo on all Drink Tickets; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,500	<input type="checkbox"/>
	Wine Bottle Sponsor @ \$3,500 • Company name & web address on GALA website; Logo on Wine Bottles on all tables; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,500	<input type="checkbox"/>
	Wine Glass Sponsor @ \$3,500 • Company name & web address on GALA website; Logo on Wine Glasses on all tables; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,500	<input type="checkbox"/>
Entertainment/DJ Sponsor @ \$2,500 • Company name & web address on GALA website; Customized signage at DJ station during Cocktail Hour; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$2,500	<input type="checkbox"/>	
Event Ticket Sponsor @ \$2,500 • Company name & web address on GALA website; Logo on all Tickets & Complimentary Drink Tickets; Logo on Drink Tickets; Logo on Welcome Banner with all Sponsors; 2 complimentary tickets	\$2,500	<input type="checkbox"/>	
GALA Opening Video Sponsor (Event Video) @ \$2,500 • Company name & web address on GALA website; Logo displayed at start of the Opening Video; Logo on Welcome Banner with all Sponsors; 2 complimentary tickets	\$2,500	<input type="checkbox"/>	

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EVENT/DATE/ NUMBER AVAILABLE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
GREAT AMERICAN LIVING AWARDS (GALA) October 4, 2018 <i>(Continued)</i>	Party Favor Sponsor • Company name & web address on GALA website; Logo on the Party Favor and all Party Favors placed on all tables; Logo on Welcome Banner with all Sponsors; 2 Event Tickets	\$2,500	<input type="checkbox"/>
	Wristband Sponsor • Company name & web address on GALA website; Logo on rubber Wristbands (sponsor chooses the wristband from three options); Company signage at registration near the Wristbands; Logo on Welcome Banner with all Sponsors; 2 Event Tickets	\$2,500	<input type="checkbox"/>
	Linen Sponsor • Company name & web address on GALA website; Customized signage on all Tables; Logo on Welcome Banner along with all Sponsors; 2 Event Tickets	\$2,500	<input type="checkbox"/>
	Cocktail Napkin Sponsor • Company name & web address on GALA website; Logo on all Cocktail Napkins; Logo on Welcome Banner with all Sponsors; 2 Event Tickets	\$2,500	<input type="checkbox"/>
	Red Carpet Entrance Sponsor • Company name on main screen; Company name & web address on GALA website; Customized signage at Entrance (i.e. wrap 2 columns if approved by the Hilton or 1 large banner at entrance); Logo on Welcome Banner with all Sponsors; 2 Event Tickets	\$2,500	<input type="checkbox"/>
	Raffle Sponsorships - iPad Pro (value of \$800) • Company name on main screen; Company name & web address on GALA website; Company rep will announce the winner of Give-A-Way; 2 Event Tickets	\$2,500	<input type="checkbox"/>
	Raffle Sponsorships - Apple Watch (value of \$750) • Company name on main screen; Company name & web address on GALA website; Company rep will announce the winner of Give-A-Way; 2 Event Tickets	\$2,500	<input type="checkbox"/>
	Raffle Sponsorships - McLean Hilton Hotel Card (value of \$500-\$650) • Company name on main screen; Company name & web address on GALA website; Company rep will announce the winner of Give-A-Way; 2 Event Tickets	\$2,500	<input type="checkbox"/>
	Raffle Sponsorships - Uber Card (value of \$500-\$650) • Company name on main screen; Company name & web address on GALA website; Company rep will announce the winner of Give-A-Way; 2 Event Tickets	\$2,500	<input type="checkbox"/>
	Supporting Patron • Company name on main screen; Company name & web address on GALA website; 2 Event Tickets	\$1,500	<input type="checkbox"/>
<i>Unlimited</i>	Supporting Sponsor • Company name on main screen at event; 2 Event Tickets	\$1,000	<input type="checkbox"/>
	Supporting Friend • Company name on main screen at event	\$500	<input type="checkbox"/>
Total Business Partner Sponsorship Towards the GALA			<input type="checkbox"/>

EVENT/DATE/ NUMBER AVAILABLE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
TOP GOLF & LEARN October 25, 2018	<i>All Sponsorships include:</i> Signage at Event; Company Name featured on all Promotional Materials.		
	Big Dog Sponsor • 10 Registrations; 1 of 4 best placement Bays for Trade Show; One minute Sponsor Supplied Video played in rotation on every Bay; Logo on Signage; Recognition on NVBIA Website; Recognition in Newsletter; Table inside Bar Area	\$5,000	<input type="checkbox"/>
	Coctail Sponsor • 4 Registrations; 5th best placement Bay for Trade Show; 30 Second Sponsor Supplied Video played in rotation on every Bay; Logo on Signage in Coctail Area; Logo in Slideshow Presentation; Recognition on NVBIA Website; Recognition in Newsletter; Table Top Display inside Bar Area	\$4,000	<input type="checkbox"/>
	Cup Sponsor • 2 Registrations; 6th best placement Bay for Trade Show; Sponsor Provided Branded Cups (or pays for NVBIA purchased reflecting Sponsor Brand); Logo in Slideshow Presentation; Recognition on NVBIA Website; Recognition in Newsletter	\$3,500	<input type="checkbox"/>
	Golf Bay Sponsor • 2 Registrations; One Bay for Trade Show; Sponsor Provided Branded Cups (or pays for NVBIA purchased reflecting Sponsor Brand); Logo on Signage; Logo on Rotation in Every Bay Monitor	\$1,000	<input type="checkbox"/>
Total Business Partner Sponsorship Towards Top Golf & Learn			<input type="checkbox"/>

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EVENT/DATE/ NUMBER AVAILABLE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
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CHAPTER EVENTS	<i>All Chapter Events Sponsorships include:</i> Signage at Event; Company Name featured on all Promotional Materials.		
1 per Trade per Chapter	Premier Sponsor	<ul style="list-style-type: none"> 4 Registrations for Each Event; Lead of Co-Lead Sponsor for all Chapter Events; Tabletop Opportunity; Ability to Speak to Registrants at the Events; Logo Prominently Displayed on Event Signage, NVBIA Website, Event Communications 	
	<input type="checkbox"/> Fairfax-Arlington-Alexandria Chapter		
	<input type="checkbox"/> Fauquier Chapter		
	<input type="checkbox"/> Loudoun Chapter		
	<input type="checkbox"/> Prince William Chapter	_____ @ \$5,000 Per Chapter	Total \$ _____
Unlimited	Patron Sponsor	<ul style="list-style-type: none"> 3 Registrations for Each Event; Logo on Event Signage, NVBIA Website, Event Communications 	
	<input type="checkbox"/> Fairfax-Arlington-Alexandria Chapter		
	<input type="checkbox"/> Fauquier Chapter		
	<input type="checkbox"/> Loudoun Chapter		
	<input type="checkbox"/> Prince William Chapter	_____ @ \$2,500 Per Chapter	Total \$ _____
	Partner Sponsor	<ul style="list-style-type: none"> 2 Registrations for Each Event; Logo on Event Signage, NVBIA Website, Event Communications 	
	<input type="checkbox"/> Fairfax-Arlington-Alexandria Chapter		
	<input type="checkbox"/> Fauquier Chapter		
	<input type="checkbox"/> Loudoun Chapter		
	<input type="checkbox"/> Prince William Chapter	_____ @ \$1,500 Per Chapter	Total \$ _____
	Friend Sponsor	<ul style="list-style-type: none"> 1 Registration for Each Event; Logo on Event Signage, NVBIA Website, Event Communications 	
	<input type="checkbox"/> Fairfax-Arlington-Alexandria Chapter		
<input type="checkbox"/> Fauquier Chapter			
<input type="checkbox"/> Loudoun Chapter			
<input type="checkbox"/> Prince William Chapter	_____ @ \$1,000 Per Chapter	Total \$ _____	
Total Business Partner Sponsorship Towards Chapter Events			

COUNCIL EVENTS	<i>All Council Event Sponsorship include:</i> Signage at Event; Company Name featured on all Promotional Materials.		
1 per Trade per Event	Premier Sponsor	<ul style="list-style-type: none"> 4 Registrations per Event Sponsored; 10 Additional Drink Tickets to Distribute; Opportunity to Distribute Materials 	
	<input type="checkbox"/> CBC		
	<input type="checkbox"/> WMSMC		
	<input type="checkbox"/> Multi-Family	_____ @ \$5,000 Per Council	Total \$ _____
	Table Sponsor	<ul style="list-style-type: none"> 2 Registrations per Event Sponsored; 10 Additional Drink Tickets to Distribute; Opportunity to Distribute Materials 	
	<input type="checkbox"/> CBC		
	<input type="checkbox"/> WMSMC		
	<input type="checkbox"/> Multi-Family	_____ @ \$2,500 Per Council	Total \$ _____
	Patron Sponsor	<ul style="list-style-type: none"> 2 Registrations per Event Sponsored; 5 Additional Drink Tickets; Opportunity to Distribute Materials 	
<input type="checkbox"/> CBC			
<input type="checkbox"/> WMSMC			
<input type="checkbox"/> Multi-Family	_____ @ \$1,000 Per Council	Total \$ _____	

Council Events continue on next page

Last year's sponsor of each opportunity has the first right of refusal for renewing their sponsorship this year. If one of your preferred choices are no longer available, Director of Business Development Ed Messick will contact you.

EVENT/DATE/ NUMBER AVAILABLE	SPONSORSHIP DESCRIPTION	COST	SPONSORSHIP COMMITMENT
COUNCIL EVENTS <i>(Continued)</i> 1 per Trade per Event	Partner Sponsor <ul style="list-style-type: none"> 2 Registrations per Event Sponsored <input type="checkbox"/> CBC <input type="checkbox"/> WMSMC <input type="checkbox"/> Multi-Family 	_____ @ \$500 Per Council	Total \$ _____
	Friend Sponsor <ul style="list-style-type: none"> 1 Registration per Event Sponsored <input type="checkbox"/> CBC <input type="checkbox"/> WMSMC <input type="checkbox"/> Multi-Family 	_____ @ \$250 Per Council	Total \$ _____

Total Business Partner Sponsorship Towards Council Events

COMMITTEE EVENTS 1 per Trade per Event	All Committee Event Sponsorships include: Signage at Event; Company Name featured on all Promotional Materials.		
	Premier Sponsor <ul style="list-style-type: none"> 4 Registrations — per event sponsored; Opportunity to Distribute Materials; Company Specific Display Table; Logo on Power Point Presentation; Additional Reserved Seating Opportunity <input type="checkbox"/> Real Estate Outlook Conference <input type="checkbox"/> Market Wrap Up & Panel Discussion 	_____ @ \$2,500 Per Event	Total \$ _____
4 per Event	Table Sponsor <ul style="list-style-type: none"> 2 Registrations per Event Sponsored; Opportunity to Distribute Materials; Company Specific Display Table; Company Name on Power Point Presentation; Additional Reserved Seating Opportunity <input type="checkbox"/> Real Estate Outlook Conference <input type="checkbox"/> Market Wrap Up & Panel Discussion 	_____ @ \$1,500 Per Event	Total \$ _____
Unlimited	Patron Sponsor <ul style="list-style-type: none"> 2 Registrations per Event Sponsored; Logo on Power Point <input type="checkbox"/> Real Estate Outlook Conference <input type="checkbox"/> Market Wrap Up & Panel Discussion 	_____ @ \$1,000 Per Event	Total \$ _____
	Partner Sponsor <ul style="list-style-type: none"> 2 Registrations per Event Sponsored; Logo on Power Point <input type="checkbox"/> Real Estate Outlook Conference <input type="checkbox"/> Market Wrap Up & Panel Discussion 	_____ @ \$500 Per Event	Total \$ _____
	Friend Sponsor <ul style="list-style-type: none"> 1 Registration per Event Sponsored; Logo on Power Point <input type="checkbox"/> Real Estate Outlook Conference <input type="checkbox"/> Market Wrap Up & Panel Discussion 	_____ @ \$250 Per Event	Total \$ _____
1 per Trade per Event	Premier Sponsor <ul style="list-style-type: none"> 4 Registrations per Event Sponsored; Opportunity to Distribute Materials; Opportunity to have 5 minutes to address audience; Table Display Available for All Events <input type="checkbox"/> Future Leader of Building Industry <input type="checkbox"/> Women in the Building Industry 	_____ @ \$5,000 Per Committee	Total \$ _____
Unlimited	Patron Sponsor <ul style="list-style-type: none"> 3 Registrations per Event Sponsored <input type="checkbox"/> Future Leader of Building Industry <input type="checkbox"/> Women in the Building Industry 	_____ @ \$2,500 Per Committee	Total \$ _____
	Partner Sponsor <ul style="list-style-type: none"> 2 Registrations per Event Sponsored <input type="checkbox"/> Future Leader of Building Industry <input type="checkbox"/> Women in the Building Industry 	_____ @ \$1,500 Per Committee	Total \$ _____
	Friend Sponsor <ul style="list-style-type: none"> 2 Registrations per Event Sponsored <input type="checkbox"/> Future Leader of Building Industry <input type="checkbox"/> Women in the Building Industry 	_____ @ \$1,000 Per Committee	Total \$ _____

Total Business Partner Sponsorship Towards Committee Events

Last year's sponsor of each opportunity has the first right of refusal for renewing their sponsorship this year. If one of your preferred choices are no longer available, Director of Business Development Ed Messick will contact you.

EVENT/DATE/ NUMBER AVAILABLE	SPONSORSHIP DESCRIPTION	COST	SPONSORSHIP COMMITMENT
ADVERTISING SECTION			
Contact Ed Messick for a Media Kit			
eNews			
<input type="checkbox"/>	Banner Ad 600x100	\$1,000/Issue # ____	\$2,500/Month # ____ Total \$ ____
<input type="checkbox"/>	Mid Page Ad 420x100	\$750/Issue # ____	\$2,500/Month # ____ Total \$ ____
<input type="checkbox"/>	Bottom Page Ad 420x100	\$500/Issue # ____	\$1,500/Month # ____ Total \$ ____
Newsletter (3 per year)			
<input type="checkbox"/>	Inside Front or Inside Back	\$4,000/Mailing # ____	\$8,000/Year # ____ Total \$ ____
<input type="checkbox"/>	Interior Full Page Ad	\$3,000/Mailing # ____	\$6,000/Year # ____ Total \$ ____
<input type="checkbox"/>	Half Page Interior	\$1,500/Mailing # ____	\$3,000/Year # ____ Total \$ ____
<input type="checkbox"/>	Half Page Ad	\$1,750/Mailing # ____	\$3,500/Year # ____ Total \$ ____
<input type="checkbox"/>	Full Column Ad	\$1,750/Mailing # ____	\$3,500/Year # ____ Total \$ ____
<input type="checkbox"/>	Half Column Ad	\$1,250/Mailing # ____	\$2,500/Year # ____ Total \$ ____
<input type="checkbox"/>	Full Banner Ad	\$1,500/Mailing # ____	\$3,000/Year # ____ Total \$ ____
<input type="checkbox"/>	1 Column Banner Ad	\$500/Mailing # ____	\$1,000/Year # ____ Total \$ ____
<input type="checkbox"/>	2 Column Banner Ad	\$1,000/Mailing # ____	\$2,000/Year # ____ Total \$ ____
Total Business Partner Sponsorship Towards Council Events			
GRAND TOTAL OF ALL SPONSORSHIPS			

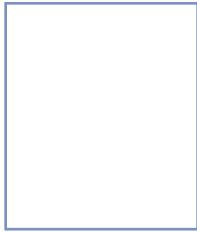
Please complete last section of form on the next page

RETURN YOUR COMPLETED FORM TO:

Ed Messick, Director of Business Development
Northern Virginia Building Industry Association, Inc.
 3684 Centerview Drive #110-B | Chantilly, VA 20151
 EMAIL: EMessick@nvbia.com



Northern Virginia Building Industry Association, Inc.
 3684 Centerview Drive | Suite 110-B | Chantilly, Virginia 20151
 Phone: 571.283.6312



3 Say Yes! Please accept my participation in the 2018 Business Partner Program as a:

PRESIDENT’S CLUB:

- Echelon** \$17,500+
- Exclusive** \$12,500
- Elite** \$10,000

OTHER LEVELS:

- Champion** \$8,500 **Patriot** \$2,500
- Hero** \$5,000 **Benefactor** \$1,500

CONTACT INFORMATION

NAME _____

COMPANY _____

STREET ADDRESS _____

CITY, STATE, ZIP _____

TELEPHONE _____

EMAIL _____

PAYMENT INFORMATION

Please Bill Me **Check Enclosed**

Credit Card: Visa Master Card Amex

ACCOUNT NO. _____

EXP. DATE _____ SECURITY CODE _____

NAME AS IT APPEARS ON CARD _____

 _____
 SIGNATURE