



2021

Northern Virginia
Building Industry
Association

**Business Partner
Program**





2021

Business Partner Program

Dear NVBIA Member,

2020 has certainly been a year no one will ever forget. As an industry, builders fared well despite the pandemic thanks to the advocacy efforts at the national, state and local levels.

NVBIA thanks every member for working with us in addressing the challenges of rescheduling and reimagining our events. We have worked hard to create value not only through our advocacy efforts, but by offering in-person events beginning in July with our Annual Crawfish Boil.

Supplementing our events, NVBIA offered a series of thoughtfully produced informative webinars in the April through June timeframe.

NVBIA's Business Partner Program has been an essential component of our success in 2020. Without these financial resources, events would have not occurred, renewing existing members and recruiting new members would have been more difficult and planning for 2021 would not be possible.

We cannot thank you enough for your support! There is not enough space to write how important Business Partners are to maintaining NVBIA's mission over the next several years

Thank you for helping to make NVBIA the largest BIA in Virginia. We truly couldn't do it without you—we're extremely proud that nearly 1 in 10 of our members are Business Partners. In the association world, that's a huge show of engagement and loyalty. 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.

As you review our enhanced Business Partner program for 2021 you will notice two new events. The Chili Cook-Off and the Scholarship Networking Raffle were created to provide increased membership value and fund our scholarship programs respectively.

Take a moment and decide how you can best promote your business among our members and support NVBIA's mission in the homebuilding industry.

Questions? Please contact Debbie Rosenstein, our Vice President of Events and Business Development, at 703-819-1449. We look forward to helping you grow your business!

Sincerely,

Mark S. Ingraio, CCP, CAE
Chief Executive Officer

Debbie Rosenstein
VP of Events and Business Development



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

PRESIDENT'S CLUB: Echelon, Exclusive & Elite

Echelon, **Exclusive**, and **Elite** tiered levels ALL include sponsor recognition at NVBIA networking events, chapter events and educational programs, and your logo on a special event banner at all events. You can choose to work with Debbie Rosenstein 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 SIX companies can select sponsorship opportunities from \$17,500 to \$40,000.

Echelon Sponsors will receive:

- Four registrations to all NVBIA events and/or corresponding benefits applicable to your sponsorship selections
- Recognition in all eNews and year-end Annual Impact Report
- Three videos in NVBIA Weekly eNews throughout the year
- Your company logo on all sponsored event promotional materials
- Recognition on all sponsor banners
- Recognition from the podium at all events
- Recognition on the NVBIA website throughout the year with URL link to your website
- Sponsorship of the Annual NVBIA Golf Tournament, including entry for one foursome
- Table of ten at President's Ball

Presidential — Exclusive Level

Select \$12,500 worth of varied sponsorship opportunities throughout the year that meet your company's goals.

Exclusive Sponsors will receive:

- Three registration to all NVBIA events and/or corresponding benefits applicable to your sponsorship selections
- Recognition in all eNews and year-end Annual Impact Report
- Two videos in NVBIA Weekly eNews throughout the year
- Your company logo on all sponsored event promotional materials
- Recognition on all sponsor banners
- Recognition from the podium at all events
- Recognition on the NVBIA website throughout the year with URL link to your website
- Sponsorship at the Annual NVBIA Golf Tournament, excluding a foursome
- Eight registrations to the President's Ball

Presidential — Elite Level

Select \$10,000 worth of varied sponsorship opportunities throughout the year that meet your company's goals.

Elite Sponsors will receive:

- Two registrations to all of the events you choose to sponsor, and/or corresponding benefits applicable to your sponsorship selections
- Recognition in all eNews and year-end Annual Impact Report
- One video in NVBIA Weekly eNews throughout the year
- Your company logo on all sponsored event promotional materials
- Recognition on all sponsor banners
- Recognition of your support from the podium
- Recognition on the NVBIA website throughout the year with URL link to your website
- Five registrations to the President's Ball

CHAMPION

Select \$7,500 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 all other selected sponsored events
- Recognition on NVBIA event page of website with URL link to your website
- Recognition from the podium at sponsored events
- Recognition in eNews with URL link to your website
- Four banner ads in the eNews throughout the year

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 with URL link to your website
- Three banner ads in the eNews throughout the year

PATRIOT

Select \$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 sponsored events
- Recognition in eNews with URL link to your website
- Two banner ads in the eNews throughout the year

BENEFACTOR

Select \$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 sponsored events
- Recognition in eNews with URL link to your website
- One banner ad in the eNews throughout the year

THANK YOU to our 2020 Business Partners!

PRESIDENT'S CLUB — ECHELON

Dominion Energy
George Mason Mortgage
Intercoastal Mortgage
McLean Mortgage Corporation
Wells Fargo Home Mortgage

PRESIDENT'S CLUB — EXCLUSIVE

PulteGroup
Sight & Sound Systems
Washington Gas
William A. Hazel

PRESIDENT'S CLUB — ELITE

Annandale Millwork and Allied Systems Corp.
Buhl Electric
KTYG Architecture + Planning
Staged Interior
Stanley Martin Homes
USA Cabinet Store

CHAMPION

Bohler Engineering
The Washington Post

HERO

AdsIntelligence Marketing
Christopher Companies
Dewberry
DoodyCalls Inc.
Drees Homes
Elm Street Development
Farms & Acreage
John Marshall Bank
Van Metre Homes
Wetland Studies & Solutions
Willowsford

PATRIOT

ABW Appliances
Bowman Consulting Group
christopher consultants ltd
Citizens One Home Loans
Guardian Protection
NVP
Pennoni
The Engineering Groupe
Thompson Greenspon
Truist (formerly BB&T)
Walsh Colucci, Lubeley & Walsh, P.C
W.C. Ralston Architects

BENEFACTOR

Barrons Lumber
Champion Title & Settlements
ECS Mid-Atlantic
First Excel Title
Masonry Design
Residential Warranty Company
The IDI Group Companies
Walker Title

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

EVENT and DATE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
PRESIDENT'S BALL Date TBD	All President's Ball sponsorships include: Logo in Slideshow Presentation; Recognition on NVBIA website		
	Presidential Sponsor 10 Complimentary Registrations; One Minute Sponsor Provided Video played during event in addition to Logo on Slideshow, Company Name and Logo in Program	\$7,500	<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, Logo on Cocktail Napkins	\$6,000	<input type="checkbox"/>
	Band Sponsor 4 Complimentary Registrations; Logo on Signage on Stage, Company Name in Program	\$5,000	<input type="checkbox"/>
	Wine Glass Sponsor 4 Complimentary Registrations; Logo on Wine Glasses, Company Name in Program	\$5,000	<input type="checkbox"/>
	Centerpiece Sponsor 4 Complimentary Registrations; Logo on Centerpiece Signage; Company Name in Program	\$5,000	<input type="checkbox"/>
	Wine Sponsor 4 Complimentary Registrations; Logo on Wine Bottles; Company Name in Program	\$5,000	<input type="checkbox"/>
	Ticket Sponsor 4 Complimentary Registrations; Logo on Admittance Table and Drink Tickets; Company Name in Program	\$5,000	<input type="checkbox"/>
	Dessert Sponsor 4 Complimentary Registrations; Logo on Dessert; Company Name in Program	\$5,000	<input type="checkbox"/>
	Photo Booth Sponsor 4 Complimentary Registrations; Company Name in Program	\$4,000	<input type="checkbox"/>
	Welcoming Sponsor 3 Complimentary Registrations; Logo on Signage by Check-in Area; Company Name in Program	\$3,500	<input type="checkbox"/>
	Vice Presidential Sponsor — Unlimited 3 Complimentary Registrations; Company Name in Program	\$2,500	<input type="checkbox"/>
	Coat Check Sponsor 2 Complimentary Registrations; Company Name at Coat Check, Company Name in Program	\$2,500	<input type="checkbox"/>
	Treasury Sponsor — Unlimited 2 Complimentary Registrations; Company Name in Program	\$1,500	<input type="checkbox"/>
Secretarial Sponsor — Unlimited 1 Complimentary Registration; Company Name in Program	\$750	<input type="checkbox"/>	
Total Business Partner Sponsorship Towards the President's Ball			

MEET THE BUILDER March 18, 2021	All Meet the Builder sponsorships include: 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 event.		
	Champion Sponsor 6 Complimentary Registrations; 50 Additional Drink Tickets to Hand Out; Personal introduction to each Builder	\$5,000	<input type="checkbox"/>
	Slam Dunk Sponsor 4 Complimentary Registrations; 30 Additional Drink Tickets to Hand Out; Company Signage in Bar Area	\$3,000	<input type="checkbox"/>
	Builder Gift Bag Sponsor 3 Complimentary Registrations; 15 Drink Tickets to Hand Out; Company Logo on Builder Gift Bag	\$2,500	<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 is no longer available, VP of Events and Business Development, Debbie Rosenstein, will contact you.

EVENT and DATE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
MEET THE BUILDER March 18, 2021 (continued)	Cup Sponsor 3 Complimentary Registrations; 15 Drink Tickets to Hand Out; Company Logo on Cups	\$2,500	<input type="checkbox"/>
	Scorer's Table Sponsor — Limit 4 4 Complimentary Registrations; 20 Additional Drink Tickets to Hand Out; Table Top Display	\$2,000	<input type="checkbox"/>
	6th Man Sponsor — Unlimited 2 Complimentary Registrations; 5 Additional Drink Tickets to Hand Out	\$500	<input type="checkbox"/>
	Total Business Partner Sponsorship Towards Meet the Builder		
CRAWFISH BOIL April 29, 2021	All Crawfish Boil sponsorships include: Company Logo on Sponsorship Banner; Company Name featured on all Promotional Materials; Recognition on NVBIA Website		
	Festival Sponsor 7 Complimentary Registrations; Your Logo on the Signage next to the food	\$5,000	<input type="checkbox"/>
	Band Sponsor 6 Complimentary Registrations; Your Logo on the Signage next to the stage	\$4,000	<input type="checkbox"/>
	Bar Sponsor 5 Complimentary Registrations; Your Logo on the Signage next to the bar	\$3,500	<input type="checkbox"/>
	Bayou Sponsor — Unlimited 4 Complimentary Registrations; Your Logo on Promotional Materials	\$2,500	<input type="checkbox"/>
	Bib/Apron Sponsor 4 Complimentary Registrations; Your Logo on Bibs/Aprons; Your Logo on Promotional Materials	\$2,500	<input type="checkbox"/>
	Napkin Sponsor 4 Complimentary Registrations; Your Logo on Napkins; Your Logo on Promotional Materials	\$2,500	<input type="checkbox"/>
	Heads & Tails Sponsor — Unlimited 3 Complimentary Registrations; Your Logo on Promotional Materials	\$1,500	<input type="checkbox"/>
	Louisiana Sponsor — Unlimited 3 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	<input type="checkbox"/>
Friend Sponsor — Unlimited 1 Complimentary Registration	\$500	<input type="checkbox"/>	
Total Business Partner Sponsorship Towards the Crawfish Boil			<input type="checkbox"/>
PARADE OF HOMES May 1 & 2, 2021	All Parade of Homes sponsorships include: Company name featured on all promotional materials. Advertising packages are subject to change depending on advertising vehicles selected.		
	Band Leader Package Logo on all print and on-line advertising; Company mentioned on radio promotional ads; Logo and Banner Ad on vaparade.com; Logo and name on local papers; logo on directional signs; 6 weeks of eNews Advertising	\$17,500	<input type="checkbox"/>
	Digital Package Digital advertising in local newspapers and magazines utilized by the Parade; Banner Ad on vaparade.com; Logo in Email Blasts; Logo on All Website Advertising; 4 weeks of eNews advertising	\$10,000	<input type="checkbox"/>
	Community Sponsor Full Page Ad in local newspapers and magazine utilized by the Parade; Skyscraper Ad on vaparade.com	\$8,500	<input type="checkbox"/>
	Full Page Ad Full Page Ad in local newspapers and magazine utilized by the Parade	\$5,000	<input type="checkbox"/>

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EVENT and DATE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
PARADE OF HOMES May 1 & 2, 2021 (continued)	One-Quarter Page Ad One-Quarter Page Ad in local newspapers and magazines utilized by the Parade	\$2,500	<input type="checkbox"/>
	Mid Fold Rectangle Ad — Limit 4 Skyscraper Ad on vaparade.com	\$2,500	<input type="checkbox"/>
	Rectangle Ad — Limit 4 Rectangle Ad on vaparade.com	\$1,000	<input type="checkbox"/>
Total Business Partner Sponsorship Towards Parade of Homes			<input type="checkbox"/>
GOLF TOURNAMENT May 17, 2021	All Golf Tournament sponsorships include: Company Name on Sponsorship Banner; Company Name featured on all Promotional Materials; Recognition on NVBIA Website		
	Ace Sponsor 2 Foursomes; Hole Sponsor with Logo & Set-Up at the Hole; Logo as Lead Sponsor on all Golf Carts	\$8,000	<input type="checkbox"/>
	Cart Sponsor 1 Foursome; Company Name on every Cart	\$5,000	<input type="checkbox"/>
	Open Bar Sponsor 1 Foursome; Company Signage in Bar Area	\$4,000	<input type="checkbox"/>
	Lunch Sponsor 1 Foursome; Logo on Signage at the Grill	\$4,000	<input type="checkbox"/>
	Dinner Sponsor 1 Foursome; Company Signage in Dinner Area	\$4,000	<input type="checkbox"/>
	Eagle Sponsor 1 Foursome; Additional Round of Golf for 4 at River Creek Country Club at a Later Date	\$4,000	<input type="checkbox"/>
	On Course Beverage Cart Sponsor — Limit 2 1 Foursome; Company Signage on Beverage Cart	\$4,000	<input type="checkbox"/>
	On Course Games Sponsor 1 Foursome; Company Signage on the Holes with games (Number of games TBD)	\$3,500	<input type="checkbox"/>
	Hole-in-One Contest Sponsor 1 Foursome; Company Logo on Sign at Contest Hole; Table Set-Up at Contest Hole	\$3,000	<input type="checkbox"/>
	Putting Contest Sponsor 1 Foursome; Company Logo on Sign on Putting Green; Table Set-Up at Contest Hole	\$3,000	<input type="checkbox"/>
	Longest Drive Men's Contest Sponsor 1 Foursome; Company Signage at a Contest Hole	\$3,000	<input type="checkbox"/>
	Longest Drive Women's Contest Sponsor 1 Foursome; Company Signage at a Contest Hole	\$3,000	<input type="checkbox"/>
	Closest to the Pin Contest Sponsor — Limit 4 1 Foursome; Company Signage at Contest; Table Set-Up at Contest Hole	\$3,000	<input type="checkbox"/>
	Water Bottle Sponsor 1 Foursome; Company Name and Logo on Water Bottle	\$3,000	<input type="checkbox"/>
	Goodie Bag Sponsor 1 Foursome; Company Name and Logo on Goodie Bag	\$3,000	<input type="checkbox"/>
Par Sponsor — Limit 4 1 Foursome; Company Name on signage; Company Name Featured on all Promotional Materials	\$2,000	<input type="checkbox"/>	
Hole Sponsor — Unlimited Company Logo on Sign at Tee Box; \$100 Donated Directly to HomeAid (Does not include Foursome)	\$500	<input type="checkbox"/>	
Total Business Partner Sponsorship Towards the Golf Tournament			<input type="checkbox"/>

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EVENT and DATE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
FOOD TRUCK FESTIVAL June 23, 2021	All Food Truck Festival sponsorships include: Company Name on Sponsorship Banner; Company Name featured on all Promotional Materials and recognition on NVBIA website		
	Michelin Star Sponsor 8 Registrations; Sign on each of the Food Trucks as the Michelin Star Sponsor; Recognition on NVBIA website; Recognition in Newsletter; Table Top Display at the Event; Ability to Address the Crowd; 2 weeks eNews Banner Ad	\$5,000	<input type="checkbox"/>
	Bar Sponsor 4 Registrations; Logo Sign on the Bar; 1 week eNews Banner Ad; Recognition on NVBIA website; Recognition in Newsletter	\$3,500	<input type="checkbox"/>
	Napkin Sponsor 2 Registrations; NVBIA Provides Branded Napkins; Recognition on NVBIA website; Recognition in Newsletter	\$2,500	<input type="checkbox"/>
	Specialty Food Truck Sponsor 2 Registrations; Some Potential Food Trucks Include: Dessert, Mexican, Asian, Etc. (Truck Types To Be Determined); Logo on Signage; Logo on Signage near Truck	\$2,500	<input type="checkbox"/>
	Cutlery Sponsor — Up to 10 Available 2 Registrations; Company 1 Color Logo on Cutlery	\$2,500	<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	<input type="checkbox"/>
	Mobile Sponsor — Unlimited 2 Registrations; Company Logo on signage	\$500	<input type="checkbox"/>
Total Business Partner Sponsorship Towards Food Truck Festival			
SCHOLARSHIP NETWORKING RAFFLE July 14, 2021 <i>All sponsorship levels are unlimited</i>	All Raffle Event sponsorships include: Social media and website recognition; Individual sponsor slides during event; four free ads in the eNews for six months after the event		
	Collegiate Sponsor 4 Registrations; 2 Videos in the eNews within one year of your sponsorship	\$5,000	<input type="checkbox"/>
	Student Sponsor 3 Registrations; 1 video in the eNews within one year of your sponsorship	\$3,500	<input type="checkbox"/>
	Workforce Sponsor 2 Registrations; Speaking and Event Table Opportunity	\$2,500	<input type="checkbox"/>
	Apprenticeship Sponsor 1 Registration; Event Table Opportunity	\$1,500	<input type="checkbox"/>
	Knowledge Sponsor 1 Registration	\$500	<input type="checkbox"/>
Total Business Partner Sponsorship Towards \$10,000 Raffle Networking Event			
CRAB FEAST August 19, 2021	All Crab Feast sponsorships include: Company Logo on Sponsorship Banner; Company Name featured on all Promotional Materials and recognition on NVBIA website		
	Poseidon Sponsor 7 Registrations; Logo on Signage Next to Food	\$5,000	<input type="checkbox"/>
	Bar Sponsor 5 Registrations; Logo on the Signage at the Bar	\$3,500	<input type="checkbox"/>
	Claw Sponsor 4 Registrations	\$2,500	<input type="checkbox"/>
	Bib/Apron Sponsor 2 Registrations; Logo on Bibs	\$2,500	<input type="checkbox"/>
	Napkin Sponsor 2 Registrations; Logo on Napkins	\$2,500	<input type="checkbox"/>

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EVENT DATE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
CRAB FEAST <i>(continued)</i>	All Crab Feast sponsorships include: Company Logo on Sponsorship Banner; Company Name featured on all Promotional Materials and recognition on NVBIA website		
	Hammer Sponsor 2 Registrations; Logo on Mallets	\$2,500	<input type="checkbox"/>
	Bay Sponsor — Unlimited 3 Registrations	\$1,000	<input type="checkbox"/>
	Beach Sponsor — Unlimited 2 Registrations	\$500	<input type="checkbox"/>
Total Business Partner Sponsorship Towards the Crab Feast			
Chili Cook-Off September 14, 2021	All Chili Cook-Off sponsorships include: Company Logo on Sponsorship Banner; Company Name featured on all Promotional Materials and recognition on NVBIA website		
	Red Hot Chili Pepper Sponsor 6 Registrations; Logo on Signage at the Cooking Station Area	\$5,000	<input type="checkbox"/>
	Chef's Apron Sponsor 5 Registrations; Company Name and Logo on each Chefs Apron	\$4,000	<input type="checkbox"/>
	Bar Sponsor 4 Registrations; Logo on Bar Signage	\$3,500	<input type="checkbox"/>
	Cincinnati Chili Sponsor 3 Registrations; Logo on Napkins	\$2,500	<input type="checkbox"/>
	Trophy Sponsor — Limit 3 2 Registrations; Logo on each trophy awarded (one each for 1st, 2nd, and 3rd place winners)	\$1,500	<input type="checkbox"/>
	Chili Mac Sponsor 2 Registrations	\$500	<input type="checkbox"/>
Total Business Partner Sponsorship Towards the Chili CookOff			
Oyster Roast September 23, 2021	All Oyster Roast sponsorships include: Company Logo on Sponsorship Banner; Company Name featured on all Promotional Materials and recognition on Event Page on NVBIA website		
	Oyster Sponsor 8 Registrations; Logo on Signage Next to Food	\$5,000	<input type="checkbox"/>
	Bar Sponsor 6 Registrations; Logo on the Bar Signage	\$3,500	<input type="checkbox"/>
	Pearl Sponsor — Limit 3 5 Registrations	\$2,500	<input type="checkbox"/>
	Napkin Sponsor 3 Registrations; Logo on Napkins	\$2,500	<input type="checkbox"/>
	Ocean Sponsor — Limit 3 4 Registrations	\$1,500	<input type="checkbox"/>
	Bay Sponsor — Unlimited 3 Registrations	\$1,000	<input type="checkbox"/>
	Cup Sponsor 3 Registrations; Sponsor Provides Cups or Pays NVBIA the Cost of Cups + \$500	\$500	<input type="checkbox"/>
Beach Sponsor — Unlimited 2 Registrations	\$500	<input type="checkbox"/>	
Total Business Partner Sponsorship Towards the Oyster Roast			

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 is no longer available, VP of Events and Business Development, Debbie Rosenstein, will contact you.

EVENT and DATE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
GREAT AMERICAN LIVING AWARDS (GALA) October 7, 2021	All Great American Living Awards (GALA) sponsorships include: Company Name on Main Screen at the Event		
	Grand Platinum Sponsor Logo on Main Screen at event; 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 provided by Sponsor to play during ceremony; Recognition on all event promotional materials; Company logo on Welcome Banner along with all Sponsors; 10 complimentary tickets	\$17,500	<input type="checkbox"/>
	Central Bar Sponsor Logo on Main Screen at event; Company Name and web address on GALA website; Signage with Company logo prominently displayed at Main Bar; One-Minute Video provided by Sponsor to play during ceremony; Recognition on event promotional materials; company logo on Welcome Banner along with all Sponsors; 8 complimentary tickets	\$12,000	<input type="checkbox"/>
	Master of Ceremony Sponsor Logo on Main Screen at event; Company Name and web address on GALA website; Customized signage at Tables during ceremony; Company Name listed in Program as M.C. Sponsor; 30-Second Video provided by Sponsor to play during ceremony; Company to introduce M.C.; Company logo on Welcome Banner along with all Sponsors; 4 complimentary tickets	\$6,500	<input type="checkbox"/>
	Dessert Sponsor Logo on 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"/>
	Table Centerpiece Sponsor Logo on Main Screen at event; Company Name and web address on GALA website; Customized Signage on Table Centerpieces; Company logo on Welcome Banner along with all Sponsors; 4 complimentary tickets	\$6,500	<input type="checkbox"/>
	GALA Opening Video Sponsor (Event Video) Company Name and web address on GALA website; Name/Logo displayed at start of the Opening Video; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$5,500	<input type="checkbox"/>
	Appetizer Table Sponsor Logo on Main Screen at event; Company Name and 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"/>
	Specialty Beer and Wine Bar + Napkin Sponsor Company Name and web address on GALA website; Customized Signage at the Specialty Beer & Wine Bar; Logo on Cocktail Napkins for this Bar; Company logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,500	<input type="checkbox"/>
	Social Media Sponsor Company Name and 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; 3 Complimentary tickets	\$3,500	<input type="checkbox"/>
	Drink Ticket Sponsor Company Name and 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; 3 complimentary tickets	\$3,500	<input type="checkbox"/>
Wine Bottle Sponsor Company Name and web address on GALA website; Logo on Wine Bottles on all tables; Logo on Welcome Banner along with all Sponsors; 3 complimentary tickets	\$3,500	<input type="checkbox"/>	
Wine Glass Sponsor Company Name and web address on GALA website; Logo on Wine Glasses on all tables; Logo on Welcome Banner along with all Sponsors; 3 complimentary tickets	\$3,500	<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 is no longer available, VP of Events and Business Development, Debbie Rosenstein, will contact you.

EVENT and DATE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
GREAT AMERICAN LIVING AWARDS (GALA) October 7, 2021 <i>(continued)</i>	All Great American Living Awards (GALA) sponsorships include: Company Name on Main Screen at the Event		
	Photo Booth Sponsor — Limit 2 Company Name and web address on GALA website; Customized Signage at Photo Booth and logo on all photos; Logo on Welcome Banner along with all Sponsors; 3 complimentary tickets	\$3,500	<input type="checkbox"/>
	Cocktail Napkin Sponsor Company Name and web address on GALA website; Logo on Central Bar Cocktail Napkins; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,500	<input type="checkbox"/>
	Welcome Entrance Sponsor Company Name on Main Screen at event; Company Name and web address on GALA website; Customized Signage at Entrance (i.e. wrap 2 columns or 1 large banner); Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,500	<input type="checkbox"/>
	Wristband Sponsor Company Name and web address on GALA website; Logo on rubber Wristbands placed on all tables; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,000	<input type="checkbox"/>
	Party Favor Sponsor — Limit 4 Company Name and web address on GALA website; Logo on the Party Favor which will be placed on all tables; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$3,000	<input type="checkbox"/>
	Event Ticket Sponsor Company Name and web address on GALA website; Logo on all Tickets; Logo on Welcome Banner along with all Sponsors; 2 complimentary tickets	\$2,500	<input type="checkbox"/>
	Raffle Sponsorships — Items To Be Determined — Limit 3 Company Name on Main Screen at event; Company Name and web address on GALA website; Company Rep will announce the winner of Give-A-Way; 2 complimentary tickets	\$2,500	<input type="checkbox"/>
	Supporting Patron — Unlimited Company Name on Main Screen at event; Company Name and web address on GALA website; 2 complimentary tickets	\$1,500	<input type="checkbox"/>
	Supporting Sponsor — Unlimited Company Name on Main Screen at event; 1 complimentary ticket	\$1,000	<input type="checkbox"/>
Supporting Friend — Unlimited Company Name on Main Screen at event	\$500	<input type="checkbox"/>	
Total Business Partner Sponsorship Towards the Great American Living Awards			
TOPGOLF & LEARN October 26, 2021	All TopGolf & Learn sponsorships include: Signage at event; Company Name featured on all Promotional Materials, Recognition on NVBIA Website		
	Signature Sponsor 8 Registrations; Two Side-By-Side Bays for Trade Show in best area; Specialized Signature TopGolf & Learn Sign with your Logo; Two Minute Video Playing on Rotation on Every Bay Monitor; Table Top Display in Networking Area; Recognition in eNews	\$6,500	<input type="checkbox"/>
	Big Dog Sponsor — Limit 2 6 Registrations; 2nd and 3rd best placement Bays for Trade Show; One Minute Video Playing on Rotation on Every Bay Monitor; Logo on Signage; Recognition on NVBIA website; Recognition in eNews; Table inside Bar Area	\$5,000	<input type="checkbox"/>
	Cocktail Sponsor 4 Registrations; 4th best place placement Bay for Trade Show; 30 Second Sponsor Supplied Video played in rotation at on Every Bay Monitor; Logo on Signage in Cocktail Area; Logo on Slideshow Presentation; Recognition on NVBIA website; Recognition in eNews; Table Top Display inside Bar Area	\$4,000	<input type="checkbox"/>
	Gift Bag Sponsor 4 Registrations; 5th best placement Bay for Trade Show; NVBIA Provides Gift Bags with your Logo; Logo in Slideshow Presentation	\$3,500	<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 is no longer available, VP of Events and Business Development, Debbie Rosenstein, will contact you.

EVENT and DATE	SPONSORSHIP DESCRIPTION	COST	CHECK BOX TO SPONSOR
TOPGOLF & LEARN <i>(continued)</i>	Buffet Sponsor 3 Registrations; 6th best placement Bay for Trade Show; Logo in Slideshow Presentation	\$2,500	<input type="checkbox"/>
	Golf Bay Sponsor — Limit 27 2 Registrations; One Bay for Trade Show; Individual TopGolf & Learn Sign with your Logo; Logo in Slideshow Presentation	\$1,250	<input type="checkbox"/>
Total Business Partner Sponsorship Towards TopGolf & Learn			
MEMBERSHIP ORIENTATION	All Membership Orientation sponsorships include: Signage at Each New Member Orientation to be Held Quarterly at the NVBIA Office, Company Name on All Communications to New Members, Company Name on NVBIA Website		
	Premier Sponsor Ability to Speak and Distribute at Each Orientation; Social Media Posts/Recognition	\$2,000	<input type="checkbox"/>
	Patron Sponsor Ability to Speak and Distribute at Each Orientation	\$1,000	<input type="checkbox"/>
Total Business Partner Sponsorship Towards Membership Orientation			
CHAPTER EVENTS <i>All levels are unlimited except Premier</i>	All Chapter Event sponsorships include: Signage at the Event; Company Name featured on all Promotional Materials and recognition on NVBIA Website		
	Premier Sponsor 3 Registrations for Each Event; Co-Lead Sponsor for all Chapter Events; Table Top Opportunity; Ability to Speak to Registrants at the Events; Logo Prominently Displayed on Event Signage, NVBIA Website, and Event Communications <input type="checkbox"/> <i>Fairfax-Arlington-Alexandria Chapter</i> <input type="checkbox"/> <i>Fauquier Chapter</i> <input type="checkbox"/> <i>Loudoun Chapter</i> <input type="checkbox"/> <i>Prince William Chapter</i> _____ @ \$4,000 Per Chapter Total \$ _____		
	Patron Sponsor 3 Registrations for Each Event; Logo on Event Signage, NVBIA Website, and Event Communications <input type="checkbox"/> <i>Fairfax-Arlington-Alexandria Chapter</i> <input type="checkbox"/> <i>Fauquier Chapter</i> <input type="checkbox"/> <i>Loudoun Chapter</i> <input type="checkbox"/> <i>Prince William Chapter</i> _____ @ \$2,500 Per Chapter Total \$ _____		
	Partner Sponsor 2 Registrations for Each Event; Logo on Event Signage, NVBIA Website, and Event Communications <input type="checkbox"/> <i>Fairfax-Arlington-Alexandria Chapter</i> <input type="checkbox"/> <i>Fauquier Chapter</i> <input type="checkbox"/> <i>Loudoun Chapter</i> <input type="checkbox"/> <i>Prince William Chapter</i> _____ @ \$1,500 Per Chapter Total \$ _____		
	Friend Sponsor 1 Registration for Each Event; Logo on Event Signage, NVBIA Website, and Event Communications <input type="checkbox"/> <i>Fairfax-Arlington-Alexandria Chapter</i> <input type="checkbox"/> <i>Fauquier Chapter</i> <input type="checkbox"/> <i>Loudoun Chapter</i> <input type="checkbox"/> <i>Prince William Chapter</i> _____ @ \$1,000 Per Chapter Total \$ _____		
Total Business Partner Sponsorship Towards Chapter Events			

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EVENT	SPONSORSHIP DESCRIPTION	COST	TOTAL
COUNCIL EVENTS	All Council Event sponsorships include: Signage at the Event; Company Name featured on all Promotional Materials, Recognition on NVBIA Website		
	Premier Sponsor 4 Registrations per Event Sponsored; 10 Additional Drink Tickets to Distribute (where applicable); Opportunity to Distribute Materials; Opportunity to Provide Remarks at the Podium of Events Sponsored <input type="checkbox"/> CBC <input type="checkbox"/> WMSMC _____ @ \$4,000 Per Council		Total \$ _____
	Table Sponsor — Limit of 4 per Council 3 Registrations per Event Sponsored; 10 Additional Drink Tickets to Distribute (where applicable); Opportunity to Distribute Materials with Table Top Display if Desired <input type="checkbox"/> CBC <input type="checkbox"/> WMSMC _____ @ \$2,000 Per Council		Total \$ _____
	Patron Sponsor — Unlimited 2 Registrations per Event Sponsored; 5 Additional Drink Tickets to Distribute (where applicable); Opportunity to Distribute Materials <input type="checkbox"/> CBC <input type="checkbox"/> WMSMC _____ @ \$1,000 Per Council		Total \$ _____
	Partner Sponsor — Unlimited 2 Registrations per Event Sponsored <input type="checkbox"/> CBC <input type="checkbox"/> WMSMC _____ @ \$500 Per Council		Total \$ _____
	Friend Sponsor — Unlimited 1 Registration per Event Sponsored <input type="checkbox"/> CBC <input type="checkbox"/> WMSMC _____ @ \$250 Per Council		Total \$ _____
Total Business Partner Sponsorship Towards Council 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 is no longer available, VP of Events and Business Development, Debbie Rosenstein, will contact you.

EVENT	SPONSORSHIP DESCRIPTION	COST	TOTAL
REFC EVENTS <i>All levels except Premier are unlimited</i>	All REFC Event sponsorships include: Signage at the Event; Company Name featured on all Promotional Materials, Recognition on NVBIA Website		
	Premier Sponsor 4 Registrations per Event Sponsored; Opportunity to Distribute Materials with Table Top Display if Desired; Logo on PowerPoint Presentation <input type="checkbox"/> <i>Real Estate Outlook Conference</i> <input type="checkbox"/> <i>Market Wrap-Up & Panel Discussion</i>	_____ @ \$2,000 Per Event	Total \$ _____
	Table Sponsor 3 Registrations per Event Sponsored; Opportunity to Distribute Materials; Company Specific Display Table; Logo on PowerPoint Presentation <input type="checkbox"/> <i>Real Estate Outlook Conference</i> <input type="checkbox"/> <i>Market Wrap-Up & Panel Discussion</i>	_____ @ \$1,500 Per Event	Total \$ _____
	Patron Sponsor 2 Registrations per Event Sponsored; Logo on PowerPoint Presentation <i>Real Estate Outlook Conference</i> <i>Market Wrap-Up & Panel Discussion</i>	_____ @ \$1,000 Per Event	Total \$ _____
	Partner Sponsor 1 Registration per Event Sponsored; Logo on PowerPoint Presentation <i>Real Estate Outlook Conference</i> <i>Market Wrap-Up & Panel Discussion</i>	_____ @ \$500 Per Event	Total \$ _____
	Total Business Partner Sponsorship Towards REFC Events		
COMMITTEE EVENTS <i>All levels except Premier are unlimited</i>	All Committee Event sponsorships include: Signage at the Event; Company Name featured on all Promotional Materials and recognition on NVBIA website		
	Premier Sponsor 5 Registrations to Each Event per Committee Sponsored; Remarks from Podium; Table Top Display if Desired <input type="checkbox"/> <i>Future Leaders of Building Industry</i> <input type="checkbox"/> <i>Women in the Building Industry</i>	_____ @ \$3,000 Per Committee	Total \$ _____
	Prime Sponsor 4 Registrations to Each Event per Committee Sponsored, Table Top Display if Desired <input type="checkbox"/> <i>Future Leaders of Building Industry</i> <input type="checkbox"/> <i>Women in the Building Industry</i>	_____ @ \$2,000 Per Committee	Total \$ _____
	Patron Sponsor 3 Registrations to Each Event per Committee Sponsored <input type="checkbox"/> <i>Future Leaders of Building Industry</i> <input type="checkbox"/> <i>Women in the Building Industry</i>	_____ @ \$1,500 Per Committee	Total \$ _____

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EVENT	SPONSORSHIP DESCRIPTION	COST	TOTAL
COMMITTEE EVENTS	Partner Sponsor 2 Registrations to Each Event per Committee Sponsored <input type="checkbox"/> <i>Future Leaders of Building Industry</i> <input type="checkbox"/> <i>Women in the Building Industry</i>	_____ @ \$1,000 Per Committee	Total \$ _____
	Friend Sponsor 1 Registration to Each Event per Committee Sponsored <input type="checkbox"/> <i>Future Leaders of Building Industry</i> <input type="checkbox"/> <i>Women in the Building Industry</i>	_____ @ \$500 Per Committee	Total \$ _____
Total Business Partner Sponsorship Towards Committee Events			

3 Say Yes! Please accept my participation in the 2021 Business Partner Program as a:

BUSINESS PARTNERS

PRESIDENT'S CLUB

<input type="checkbox"/> Echelon	\$17,500+	<input type="checkbox"/> Champion	\$7,500	<input type="checkbox"/> Patriot	\$2,500
<input type="checkbox"/> Exclusive	\$12,500+	<input type="checkbox"/> Hero	\$5,000	<input type="checkbox"/> Benefactor	\$1,500
<input type="checkbox"/> Elite	\$10,000+				

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 #

EXP. DATE SECURITY CODE

NAME AS IT APPEARS ON CARD

SIGNATURE

Please sign form and email to Debbie Rosenstein via email at DRosenstein@nvbia.com, or mail to: NVBIA, 3684 Centerview Drive, Suite 110-B, Chantilly, VA 20151.
Payment due within 30 days of commitment.