

2022 ANNUAL SPONSORSHIP

“With your support we look forward to continuing as the voice for commercial real estate in Edmonton. 2022 will be an extremely important year for Advocacy as we navigate new policies and work alongside our newly appointed mayor and City council, I hope we can count on your continued support.”



Kris Augustson

Vice President Leasing and Land Sales,
Remington Development Corporation
Incoming President, NAIOP Edmonton

“Next year we’re going to transition back to in-person, and hybrid events, as well as continuing to grow our: Education, Engagement, and Advocacy - I hope we can count on your support.”



Kelly Pawlik

Vice President, Industrial One Properties
President, NAIOP Edmonton

How we helped in 2021

Municipal Taxes and Levies

- ✓ Achieved a 0% tax increase in Edmonton for the first time in over 20 years
- ✓ Made taxation a major policy in the 2021 elections
- ✓ Finalized no new levies for industrial and infill areas
- ✓ Limited overall levy increases to only essential firehall infrastructure

Municipal Red Tape

- ✓ Laid the groundwork for fewer, and simpler zones, in Edmonton’s upcoming zoning bylaw re-write
- ✓ NAIOP is advocating for better education, outreach, capacity building and incentives from the City of Edmonton on Emissions Neutral Buildings

Economic Development

- ✓ Quarterly meetings with CRE leaders and Doug Schweitzer (Minister of Jobs, Economy and Innovation) established
- ✓ Successfully advocated for \$5M Downtown Vibrancy Fund, and sit on the board for its implementation

Federal Commercial Rent Relief

NAIOP leads a national coalition representing real estate to the Canada Revenue Agency and Minister of Finance

- ✓ Replaced CECRA with CERS: Works with tenants directly, and makes more businesses eligible
- ✓ Worked with Finance to make the program easier to apply-for, open to more businesses, and more transparent for landlords
- ✓ Advocated for the extension of this \$7 Billion program
- ✓ Delayed and shortened the provincial commercial evictions moratorium

We recognize the hardships of this year, and we’re committed to working together as an industry to solve these challenges in 2022

NAIOP is the premier association for investors, developers, owners, and related professionals in commercial real estate.

Sponsorship Advantages

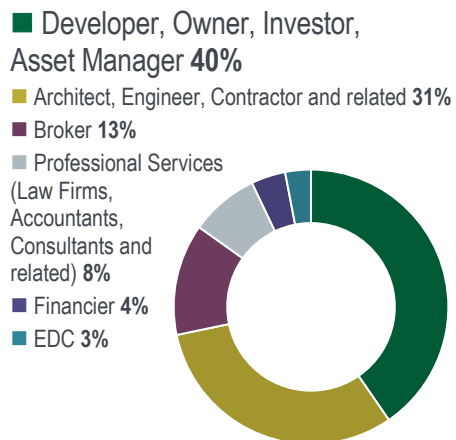
- **Business Development Opportunities:** Networking events this year had a combined attendance over 1,000 people. Speaking engagements provide increased visibility for you and your firm.
- **Reach a Diverse Membership Base:** Our membership features professionals from a number of different fields, including developers, building owners, investors, architects, engineers, brokers, property managers, lawyers, bankers and many more.
- **Help Shape Policies:** NAIOP is the most powerful advocate for the commercial real estate industry, with influence at the bureaucratic and elected levels around the region. Members help to shape policies affecting the industry and receive insider updates and customized tracking on important legislative and regulatory issues.

2022 Action Plan

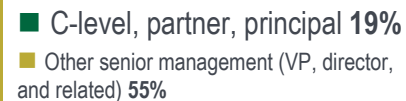
- Meet with new City Councilors around the region
- Gain support a more business-friendly climate for development
- Reduce Red-Tape by improving planning and zoning approvals for commercial and industrial sites
- Reduce the costs of doing business, and move towards incentivizing new business and investment

By the numbers...

NAIOP Edmonton Members by Scope of Business



74% of NAIOP Edmonton members are senior level management



Returning Sponsors

88% of existing sponsors returned in 2021. The organization continues to grow with new sponsorship.

SPONSORS 2020

RETURNING SPONSORS 2021

“NAIOP has secured our place as the voice of the commercial real estate community in Edmonton.

I believe our next advocacy push will ensure the public, administration, and a new council, are made more aware of the pivotal role of commercial owners and developers in supporting businesses, building, and funding our city.”

Alexander D. Thomson, MRICS
 Vice President, Development
 CAMERON Development Management Inc

2022 ANNUAL SPONSORSHIPS

	PRESTIGE CLUB \$9000	PRESIDENT'S CLUB \$6000	PATRON COMPANIES \$3000
Complimentary annual memberships	2 Full Memberships (\$1,100 value)	1 Full Membership (\$672 value)	1 Full Membership (\$672 value)
Company-wide Benefits	Unlimited Company participants	4 Company participants	3 Company participants
Invites and discounted registrations for your team	(\$2200+ value)	(\$2200 value)	(\$1505 value)
Recognition on NAIOP Edmonton website and email collateral	Banner Logo	Partners Page Logo	Partners Page Logo
Free access to events	✓ Online events In-person events Major events	✓ Online events In-person events	✓ Online events
Logo showcased on PowerPoint loop at all online and in-person events	✓	✓	✓
Verbal recognition at events	✓	✓	—
Company showcase	CRE Tour + Social media	CRE Tour + Social media	Social media
Educational opportunities for your staff	1 Course (\$300 Value)	1 Course (\$300 Value)	1 Course (\$300 Value)

Thank you to our 2021 Sponsors

Prestige Club



President's Club



Patron Companies

Developing Leaders Sponsor



SWAINSON MIKI PESKETT



For customized opportunities, including event sponsorship, please contact anand@naiopedmonton.com



Becoming an annual sponsor is easy! Just fill out the form below, save it, and email to our Executive Director, Anand Pye at anand@naiopedmonton.com.

Contact Information

Company Name:

Company Address:

Contact Person:

Contact Phone:

Contact Email:

Sponsorship Level

PRESTIGE CLUB | \$9000

PRESIDENT'S CLUB | \$6000

PATRON COMPANIES | \$3000

Payment Information

Please send me an invoice for the 2022 sponsorship selected above

Contact me to lock in my sponsorship for 2022 events as well

Do this if you sponsored an event in 2021 and want:

- Guaranteed best sponsor rates
- Earlier exposure
- Flexible invoice options

I am mailing a cheque, payable to:

NAIOP Edmonton
PO Box 899
Edmonton Main
Edmonton, AB T5J 2L8