

NAIOP 2024 PARTNERSHIP

NAIOP's role in advocacy will continue to be our key focus in 2024. With our updated Strategic Plan, modified Advocacy committees, and 3rd party support on national issues, we're taking a more focused, proactive, and impactful approach with government on issues affecting our business.

Outside of advocacy we're launching an industry-run pre-licensing education program for new industry members, and continue with amazing events to keep our membership engaged.

I hope that we can count on your continued support for these industry initiatives.



Kris Augustson

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

The industry has never been more united, or more energized. And we have to be, with bigger opportunities, and bigger issues to tackle.

That's why we're asking NAIOP members to support us so that we can come into 2024 with a full slate of: events, new education opportunities, industry mentorship, and advocacy programs.



Kelly Pawlik

Vice President, Industrial One Properties
Past President, NAIOP Edmonton

2023 Successes

Industrial Cost Sharing Program

To help create more shovel-ready industrial land in Edmonton, we worked with the City to update this program. Developers will now receive 100% of their tax uplift to pay back oversized infrastructure investments on greenfield lands. This program boosts the feasibility of new industrial projects by providing developers with a clear repayment timeline for shared infrastructure.

We have also successfully advocated for an updated Edmonton Industrial Action Plan to further increase support for new industrial projects and businesses.

Decreasing Multi-Family Housing Tax

To stimulate the construction of more housing, and contribute to increased urban density in our city, we successfully advocated for aligning the 'Other Residential' (multi-family) and Residential tax rates. This change will lead to an 11% reduction in projected taxes for multi-family projects over five years, starting in 2024.

Profiling Downtown Investment

We have begun a \$50,000 marketing campaign aimed at showcasing downtown investments in new residential, office modernization, and lighting, as well as highlighting great downtown businesses.

National Advocacy Task Force

Created earlier this year, the group successfully advocated for exclusions to the federal government's restrictions on foreign ownership/financing of commercial projects.

We have now hired Campbell Strategies to advocate for us in Ottawa, starting with removing GST on multi-family projects. Next, we will be pursuing federal and provincial support for office conversions.

Reducing Red Tape

Engaged industry in Edmonton's upcoming zoning bylaw re-write, and tested zones to ensure their feasibility.

Advocated to the Alberta Utilities Commission for increased transparency in utilities to support energy efficiency and better investment decisions.

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

Partnership Advantages

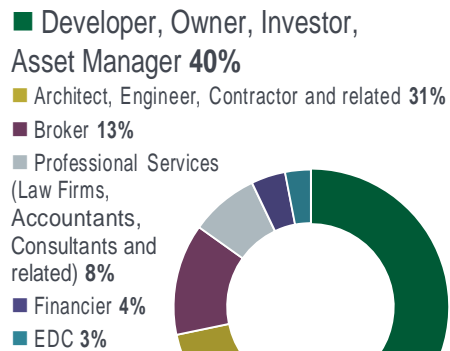
- **Help Shape Policy:** NAIOP helps to connect the commercial real estate industry with administrations and elected leadership around the region.
- **Business Development Opportunities:** Networking events this year had a combined attendance over 1,000 people. Speaking engagements provide increased 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.

2024 Action Plan

- Leading municipal councils, and other elected leaders, in understanding our industry, and sharing our vision for economic growth
- Targeted improvements to support downtown revitalization
- A new Edmonton Industrial Action Plan focused on unlocking new areas
- Incentives for new residential growth to increase livability and affordability in our region

By the numbers...

NAIOP Edmonton Members by Scope of Business



74% of NAIOP Edmonton members are senior level management



Returning Partners

94% of existing Partners returned in 2023. The organization continues to grow with new Partnership.



"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 new councils, are made more aware of the pivotal role of commercial owners and developers in supporting businesses, building, and funding the region."

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

2024 ANNUAL PARTNERSHIPS

| PRESTIGE CLUB \$12000 | PRESIDENT'S CLUB \$7500 | PATRON COMPANIES \$3750 |
|--------------------------|----------------------------|----------------------------|
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| Company-wide Benefits - Invites and member discounts to all local NAIOP events for you and your team | Unlimited Company participants (\$2200+ value) | Unlimited Company participants (\$2200+ value) | 3 Company participants (\$1505 value) |
| Recognition on NAIOP Edmonton website and email collateral | Banner Logo | Partners Page Logo | Partners Page Logo |
| Free access to luncheon events | 2 complementary tickets + early access to all special events | 2 complementary tickets | 1 complementary ticket |
| Logo/slide showcased at all events | ✓ | ✓ | ✓ |
| Verbal recognition at events | ✓ | ✓ | - |
| Company showcase | <ul style="list-style-type: none"> ✓ Social media ✓ Newsletter ✓ Website / Blog | <ul style="list-style-type: none"> ✓ Social media ✓ Newsletter | <ul style="list-style-type: none"> ✓ Social media |
| Educational opportunities for your staff | 2 Courses (\$1499 Value) | 2 Courses (\$1499 Value) | 1 Course (\$899 Value) |

Thank you to our 2023 Partners

Prestige Club



President's Club



Developing Leaders Sponsor

DL Mentorship Sponsor



Patron Companies



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



Becoming an annual Partner is easy! Just fill out the form below, save it, and email to, Harris Valdes [Harris@naiopedmonton.com].

Contact Information

Company Name:

Company Address:

Contact Person:

Contact Phone:

Contact Email:

Partnership Level

PRESTIGE CLUB | \$12,000

PRESIDENT'S CLUB | \$7500

PATRON COMPANIES | \$3750

Payment Information

Please send me an invoice for the 2024 Partnership selected above

Contact me to lock in my sponsorship of 2024 events as well

Commit to NAIOP Partnership for 3 years

I am mailing a cheque, payable to:

Do this if you sponsored an event in 2023 and want:

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

Do this if you want:

- Flat Partner rates for 3+ years
- Single approval / Simpler administration
- Flexible invoice options

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