



DISTRICT OF COLUMBIA BUILDING INDUSTRY ASSOCIATION

The answer is always to build.

Build your industry network.

Build your professional skills.

Rebuild downtown.

Build the future of Washington, DC.

DCBIA 2024 Sponsor Packages on Sale Now!

DCBIA is a 501(c)(6) business trade association dedicated to representing the real estate development sector in Washington, D.C. What sets us apart from other business organizations is our **unwavering commitment to purposeful networking and programming, aimed at advocating for a positive built environment** that fosters community growth and the development of thriving neighborhoods throughout the city.

In 2023, every one of our networking events reached maximum capacity, underscoring the enthusiasm and engagement within our DC real estate community. The energy at the 2023 DCBIA Achievement Awards was palatable, creating an unforgettable experience for 720 attendees. Even during the challenges posed by the pandemic, our Golf Classic persevered as one of DCBIA's longest-standing traditions. It remained a beacon of outdoor camaraderie and business development connection. Finally, our educational program offerings consistently feature some of the brightest minds in the industry, providing invaluable insights and expertise. Coupled with this energy, DCBIA takes the lead to advocate for the real estate development industry before the Council of the District of Columbia and District government agencies. As we face the challenges and opportunities of rebuilding downtown, and the many seemingly small challenges in well-meaning regulation, now is the time to be involved with DCBIA.



The team of Jair Lynch Real Estate Partners.

Jair Lynch (center) Developer of the Year Award | DCBIA Awards in 2023.



Board member Dave Yampolsky of Community Three and DCBIA Golf Committee. Shown here with Bob Brams, real estate leader with his book, *Forever Optimistic*.

As you plan for 2024 and allocate precious resources, we invite you to consider DCBIA as your most valuable industry resource, enabling your business to thrive in the dynamic post-pandemic, economically challenging real estate development landscape in Washington, D.C.

2024 Sponsorship rates are the same as 2023!

Join us!



Members of the DCBIA Young Leaders Committee, including Shane McCrory of Davis Construction (3rd from right) and Thomas Bolen of Rappaport (to the left of Shane in back)

Make DCBIA your most valuable industry resource.

Plan for 2024 now as you build your budgets.

Sponsorship Benefits

- Increase your company's brand recognition
- **Ability to meet and greet guests upon arrival, when in person - NEW!**
- Put your company in front of 8,000 diverse professionals seeking business connections, community service impact and public policy influence.
- Inclusion in DCBIA newsletter
- Logo on each event or program e-blast
- Logo on website
- Logo on bi-monthly newsletter
- Vocal acknowledgement at events
- Allotment of complimentary event tickets to events you sponsor



Once you have become a sponsor, spread the word! Use your sponsored event(s) to market your brand to your clients, friends, and family. Build your leadership skills within the real estate industry.

YEAR LONG SPONSORSHIP

Corporate Sponsorship

Enjoy year-long marketing benefits to 8,000 subscribers

- Ability meet and greet guests upon arrival, when in person (at or above \$12.5K) - **NEW!**
- Includes Young Leader sponsorship opportunity in 2024 (at or above \$12.5K) - **NEW!**
- Prominent Event Signage
- 2 Complimentary Tickets for every DCBIA event or program (except Golf/Awards), unlimited remote event access

\$50K | Trophy

Top DCBIA Sponsor. Includes Prominent Awards Table of 10 & 2 Foursomes at DCBIA Golf Classic

\$25K | Partner

Includes Awards Table of 10 & 1 Foursome at DCBIA Golf Classic

\$15K | Concrete

Includes DCBIA Awards Gold Table of 10

\$12.5K | Mixed-Use

Includes DCBIA Awards Silver Table of 5

\$7.5K | Blueprint

- Includes 3 DCBIA Awards Tickets or 1 Foursome at Golf (must chose by April 15)
- 1 Complimentary Ticket to all other DCBIA events



Mayor Muriel E. Bowser speaks to DCBIA members at Back to Business on the rooftop of Brookfield's 655 New York Avenue NW on 9/7/2023. Rahssaan Bernard of THEARC and Richard Lake, Board President, DCBIA and founder, Roadside.



Clint Mann, President of Urban Pace, introduces Young Leader category at DCBIA Annual Awards on May 18, 2023,

Event or Program Series Sponsorship

\$5K | \$2.5K

Enjoy year-long marketing benefits to 8,000 subscribers

- We hold several sold-out networking events each year including New Year Cheer and Back to Business.
- Includes logo or listing recognition at all virtual events, programs, and committee meetings
- \$5K – 4 complimentary tickets
- \$2.5K - 2 tickets

TICKET LIMIT: Up to 4 in-person events or programs in 2024. Excludes Golf and Awards.

Sponsorship includes logo on marketing for both in-person and virtual events.

NEW! - Young Leader Supporter

\$2.5K Sponsorship (commit by March 28)

Enjoy year-long benefits for all Young Leader events and meetings.

The DCBIA Young Leader Committee is at the forefront of shaping the industry's future. This diverse group of emerging leaders, general contractors, architects, engineers, consultants, and other industry professionals under the age of 35, kick-starts each meeting sharing market insights and trends. In addition, they organize exciting networking events, conduct research projects, and contribute to their community. Support their initiatives today! Package includes: Prime event signage. Logo on website as young leader supporter, marketing, and remote meeting platform. Verbal recognition as a sponsor on stage at DCBIA Awards as part of Young Leader Achievement Awards (700-800 guests)

One-Time Signature Events



NEW! - Outdoor / Rooftop Fireside Chat or Personal Fan Sponsor - \$2,500

No matter the weather, outdoor rooftop spaces offer stunning settings for DCBIA networking events. Ensure everyone's comfort by becoming a Fireside Chat or Personal Fan Sponsor for our signature gatherings. Leave a lasting impression.

- Guests receive a branded gift with this sponsorship
- Logo on all marketing for the event
- 3 Complimentary Tickets

One Networking Event Sponsorship - \$500

- Company logo on all marketing for one DCBIA networking event
- 2 Complimentary Tickets

New Year Cheer Networking | January 16, 2024

\$500 | 2 tickets | (One-Time Event)

Post-December holiday rooftop networking

- Special Rooftop Location!
- Up to 300 guests

September TBD (commit by Aug 1)

Back to Business Rooftop Networking | Sept 2024

Rooftop at Holland & Knight

\$500 | 2 tickets | (One-Time Event)

- Location TBD
- Up to 300 guests

The Ridge Club



DCBIA Membership Committee Co-Chairs: Tasha Stancill, Neoscape with Ben Wilson, Greysteel.



DCBIA CEO Forum 2023

March (commit by Feb 15)

Capital Markets CEO Forum | (March TBD) Only

\$1200 | Table of 6 | (One-Time Event)

- Hamilton Live Downtown
- Up to 300 guests

2024 TABLE SPONSOR

SAUL EWING

CEO Forum
Table of 6 Sponsorship
available for \$1,200

Through 2024

Educational Programming To Be Announced

Topics covering Artificial Intelligence, Capital Markets, Diversity, Equity & Inclusion, Construction and more.

- Location TBD
- Up to 100 guests

DCBIA Annual Meeting + Panel Discussion 2024 | Nov 21, 2024

This yearly event to swear in 2025 Board, includes a panel discussion

- Location TBD
- 100-150 guests



L or R: Capitol Riverfront BID President Emeke Moneme. Interim Deputy Mayor for Planning & Economic Development Keith Anderson. Acting Director Brian Hanlon of the Department of Buildings at DCBIA Back to Business.

Golf and Awards are not part of one-time \$500 signature event sponsorships.

DCBIA Annual Achievement Awards

May 16, 2024 | 6 PM to midnight (commit by March 28)

New Location To Be Announced!

DC's premier night to celebrate the real estate development industry.

• **Prime Sponsor | \$15,000**

- Distinguished company listing on Annual Achievement Awards Gala program and all marketing materials
- Prime event signage
- Company logo displayed on DCBIA website as a Concrete Sponsor
- Platinum priority seating at one table for 10 guests

Platinum Sponsor | \$12,500

- Company listing on Annual Achievement Awards Gala Program and all marketing materials
- Prime event signage
- Company logo displayed on DCBIA website as a Mixed-Use through Awards
- Premiere seating at one table for 10 guests

Gold Sponsor | \$9,000

- Company listing on Annual Achievement Awards Gala Program and all marketing materials
- Prominent event signage
- Premiere seating at one table for 10 guests

Silver Sponsor | \$6,000

- Company listing on Annual Achievement Awards Gala Program
- Seating at half of one table for 5 guests

Reception Sponsor | \$5,000

- Company logo on pre-dinner reception signage
- Company logo branded on cocktail of your choice
- Two Annual Achievement Awards Gala tickets

After Party Sponsor | \$5,000

- Post Dinner After Party – 9:00 pm to 12:00 am
- Company logo on After Party signage
- Two Annual Achievement Awards Gala tickets

Entrance Chips Sponsor | \$3,500

- Company logo on entrance chips provided to all event guests at check-in to assist in directing them to their tables
- Two Annual Achievement Awards Gala tickets

Cocktail Napkin Sponsor | \$3,500

- Company logo on reception bar napkins
- Two Annual Achievement Awards Gala tickets

Signature Reception Drink Sponsor | \$3,500

- Company logo branded on a cocktail of your choice
- Two Annual Achievement Awards Gala tickets

Achievement Awards Individual Tickets

- Available 3 weeks prior to Awards only if sponsorship packages do not sell out
- DCBIA members will receive discounted ticket prices!



DCBIA Board Vice President Maria Thompson of Hoffman & Associates at DCBIA Awards 2023



DCBIA Board President Richard Lake at DCBIA Awards 2023



2024 GOLD SPONSOR



Go beyond Awards Night!

All DCBIA events reached capacity in 2023.

Add to Your Awards Sponsorship:

- For an additional \$2.5K Event / Program Sponsor Series - add your logo to DCBIA marketing and newsletter emails all year.
- Includes 2 tickets for 4 other in-person DCBIA events or programs throughout the year (does not include Golf)

DCBIA's 2024 Annual Achievement Awards will be **at The National Building Museum!**

Additional new Awards sponsorship packages to be announced in Q1 2024.



DCBIA Golf Classic

Monday, July 15, 2024

Woodmont Country Club

(commit by June 1)

2024 HOLE SPONSOR

SAUL EWING

L.P.

- Packages with foursomes are highlighted in green
- Unless otherwise noted, Golf is not included in year long packages.



DCBIA Golf Classic Volunteers 2023! Dream Team

MAJOR

Course Sponsors (2 available)

\$7,500 (North / South)

- Includes one foursome
- Two available
- Prominent listing on all signage
- Highlighted recognition in all promotional materials
- Tournament Banner
- Exclusive advertisements
- Opening remarks to all golfers at start

EAGLE

Golf Gift - \$6,500

- Includes one foursome
- Determination of golf gift w/ company logo or name
- Gift distributed to all players at happy hour reception

Beverage Cart (2 available) - \$5,000

- Includes one foursome
- Prominent signage on circulating beverage carts (one per sponsor)
- Unlimited consumption of alcoholic and non-alcoholic beverages and snacks

Golf Cart (2 available) - \$5,000

- Includes one foursome
- Company logo, information or advertisement in all golf carts

Custom Golf Balls - \$5,000

- Includes one foursome
- Company name or logo on golf balls opposite DCBIA Golf Classic logo
- One sleeve distributed to each player (placed in golf cart)

Hole-In-One (2 available) - \$3,500

- Includes one foursome
- Signage at hole-in-one opportunity
- Covers vehicle and complimentary prize insurance
- Includes one foursome
- Exclusive signage on cigar cart for distribution to players

Cigar Cart - \$3,500

- Includes one foursome
- Exclusive signage on cigar cart for distribution to players

DCBIA Golf Classic Only

Monday, July 15, 2024

Woodmont Country Club

(commit by June 1)

BIRDIE

Putting & Chipping Greens - \$1,500

- Exclusive signage on putting and chipping greens
- Golf Pro's to monitor for assistance

Driving Range - \$1,500

- Exclusive signage on driving range
- Golf Pro's to monitor

Raffle - \$2,500

- Presentation of raffle drawing and prizes
- Recognition at raffle during happy hour for assistance

Cash Prizes - \$1,500

- Exclusive signage at podium during presentation of first, second, and third place winners
- Announcement and presentation of winning teams

Bag Drop - \$1,500

- Exclusive signage at bag drop location
- Ability to have greeter at bag drop stand

Photography - \$1,500

- Company name or logo watermarked on ALL tournament images to be posted on website
- Professional photography services

HOLE SPONSORSHIP

Hole (34 available) - \$3,000

- Includes one foursome
- Branded signage at designated tee box on course

FOOD & BEVERAGE

Happy Hour Reception - \$6,500

- Includes one foursome
- Prominent signage at Happy Hour Reception
- Displayed Hors d'oeuvres

Lunch - \$4,500

- Includes one foursome
- Exclusive signage/logo at chef attended grill stations on the course
- Locations on front and back nine

Morning Grab & Go - \$1,500

- Prominent signage at breakfast bar (excludes AM cocktails)

AM Cocktails - \$1,500

- Exclusive signage at open "morning cocktail" bar

Lunch - \$4,500

- Includes one foursome
- Exclusive signage/logo at chef attended grill stations on the course
- Locations on front and back nine

Morning Grab & Go - \$1,500

- Prominent signage at breakfast bar (excludes AM cocktails)

AM Cocktails - \$1,500

- Exclusive signage at open "morning cocktail" bar

CONTEST

Longest Drive - \$1,500

- Exclusive signage at longest drive contest
- Company representative at contest locations

Closest to the Pin - \$1,500 (2 available)

- Exclusive signage at closest to the pin contest
- Company representative at contest locations

Putting - \$1,500

- Exclusive signage at putting green contest
- Company representative at contest locations

INDIVIDUAL PLAYERS

Individual Players or Foursomes: TBD

- Available approx. 3 weeks prior to Tournament
- Only available if sponsorships don't sell out (no exemptions)

Community Improvement Day - Fall 2024

- Are you a company interested in investing in community impact projects? Want to give to a reputable 501c3? For 30 years, DCBIA's Community Services Corporation, a 501c3 organization is an educational and charitable organized in 1997 to foster a commitment to community service and volunteerism among members of the Washington, DC business community with DCBIA gathers dozens of design professionals and general contractors to help lead improvements to a local recreation center or park. The group partners with community members and organizations to design and build outdoor classrooms, natural play areas, social gathering spaces, sensory plantings, games, benches, gardens, general landscaping upgrades, and much more! We build the plans in one day in the fall under the guidance of professional general contractors and hundreds of volunteers. A location will be considered in early 2024. Have ideas for a new location in 2024? Contact us at info@dcbia.org.

DCBIA Membership - \$2K | \$725 | \$500 per year

Membership is separate from DCBIA sponsorship and comes with the following benefits:

- Bimonthly newsletter. Stay abreast of the legislation and regulations that impact the industry, what DCBIA proposes on behalf of the industry, and learn more of the proposed legislation we track at the Council
- Unlimited number of employees can participate (per membership level)
- Access to discounted and member-only events
- Access to all committees and agency working groups (AWGs) - (District Government agencies, including DDOT, DOB, DHCD and more). Through both in person and remote meetings, committees and AWGs allow you to learn, share market trends while building and maintaining your professional relationships. Visit <https://dcbia.org/about/committees/> for a list of our committees and AWGs.
- Unlimited job postings on website and in bi-weekly newsletter (send to info@dcbia.org)
- Professional development – learn at our committee meeting meetings then lead one.
- Individual Membership available for special cases. Contact Liz.

PAST SPONSORS



To discuss 2024 corporate and event sponsorship, please contact
Liz DeBarros, CEO, DCBIA at (202) 498-5862 or
edebarros@dcbia.org.

DCBIA annual membership dues and sponsorship payments are not deductible as a charitable contribution for federal tax purposes. Please note that ninety-five (95%) percent of these payments may be deductible as ordinary and necessary business expenses, however, the remaining amount is not allowed as it is allocable to DCBIA's lobbying expenditures.

DCBIA Community Services Corporation, a separate 501c(3), sponsorship contributions are tax-deductible for charitable purposes – FEIN 52-2051884.