



# SIO R<sup>®</sup>

## 2019 SPONSORSHIP & EXHIBIT PROSPECTUS

*A comprehensive prospectus  
on how to connect with  
commercial real estate's most  
successful industrial and office  
professionals.*

**Updated as of 4/23/19**

[www.sior.com/sponsorship](http://www.sior.com/sponsorship)

[www.sior.com/exhibit](http://www.sior.com/exhibit)

### 2019 SPRING WORLD CONFERENCE

Conference Program Dates: April 10-13

Exhibit Hall Dates: April 11-12

Omni Shoreham | Washington, D.C.

### 2019 FALL WORLD CONFERENCE

Conference Program Dates: October 17-19

Exhibit Hall Dates: October 17-18

Hilton Portland | Portland, Oregon

The Society of Industrial and Office REALTORS® (SIOR) is the world's leading industrial and office brokerage association. Over 3,200 industrial and office real estate professionals worldwide have met stringent qualifications to earn the SIOR designation, certifying their expertise and success.

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# ABOUT SIOR

SIOR members are decision-makers and influencers who have significant input in the direction of their respective companies. The benefit of having your message in front of over 3,200 high caliber real estate brokerage professionals is exponentially increased by the number of people each member impacts on a daily basis.

## Why SIOR?

### SIOR EXPERTISE

The Society of Industrial and Office REALTORS is the world's leading industrial and office brokerage association.

- SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.
- Real estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable and experienced brokerage practitioners in any market.

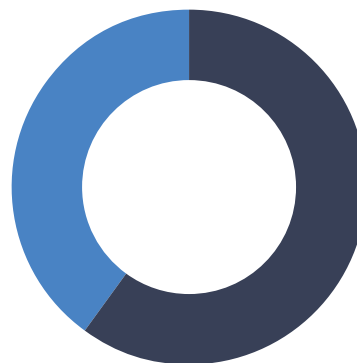
Brokers do not join SIOR, they earn the SIOR designation. Requirements include:

- Experience
- Endorsements
- Ethics
- Production
- Education

**SIOR Designees are the most qualified, successful, and experienced. In short, the best of the best.**

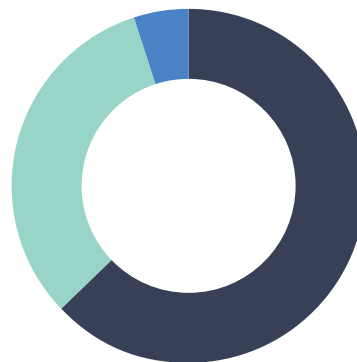
### Looking for year-round marketing opportunities?

SIOR offers print and digital advertising through a variety of media, including its flagship quarterly magazine—*SIOR Report*, the SIOR monthly e-newsletter, and the SIOR website. For more information, visit [www.sior.com/advertise](http://www.sior.com/advertise).



#### MEMBER FIRMS

- 60%** Large Firms/Networks
- 40%** Independent Firms



#### MEMBER SPECIALIZATION

- 63%** Industrial
- 32%** Office
- 5%** Both Industrial & Office

For more information on exhibiting or sponsoring, please contact Vicki Cummins at [vcummins@sior.com](mailto:vcummins@sior.com) or 856.429.0100.

## SIOR CONFERENCES

Nothing beats face-to-face networking to build relationships. Everyone wants to do business with someone they know and trust. SIOR World Conferences are the place to meet top brokers, agents, and professionals in commercial real estate to establish those long-term relationships.

SIOR holds two World Conferences each year, one in the spring and one in the fall. Members and other industry professionals gather from around the world for high level networking and education. SIOR is fertile ground for business opportunities.

### 2019 Spring World Conference

Conference Program Dates: April 10-13

Exhibit Hall Dates: April 11-12

Omni Shoreham | Washington, D.C.

### 2019 Fall World Conference

Conference Program Dates: October 17-19

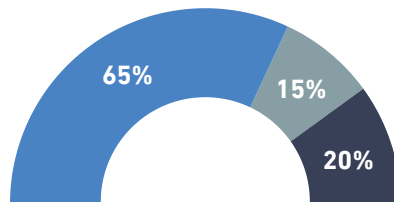
Exhibit Hall Dates: October 17-18

Hilton Portland | Portland, Oregon

## CONFERENCE STATISTICS

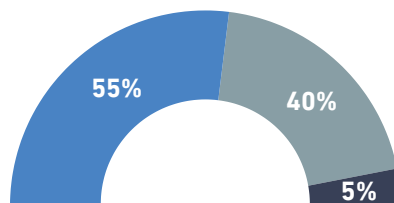
### CONFERENCE ATTENDEES BY BUSINESS SCOPE

- Brokers
- Developer/Investor/Owner
- Other



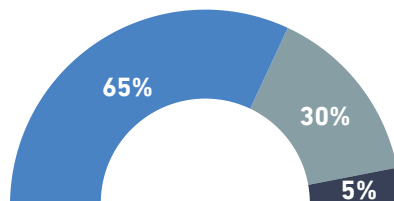
### CONFERENCE ATTENDEES BY JOB TITLE

- President/Principal/CEO
- Senior Management
- Other



### CONFERENCE ATTENDEES BY SPECIALIZATION

- Industrial
- Office
- Industrial & Office



### EXHIBIT HALL ATTENDANCE

**82% of attendees**

VISITED THE EXHIBIT HALL AT THE 2018 FALL WORLD CONFERENCE

DURING ANY GIVEN EXHIBIT HALL OPEN PERIOD, ATTENDEES SPEND AN AVERAGE OF

**40 minutes**

IN THE HALL

ATTENDEES SPEND AN AVERAGE OF

**8 minutes**

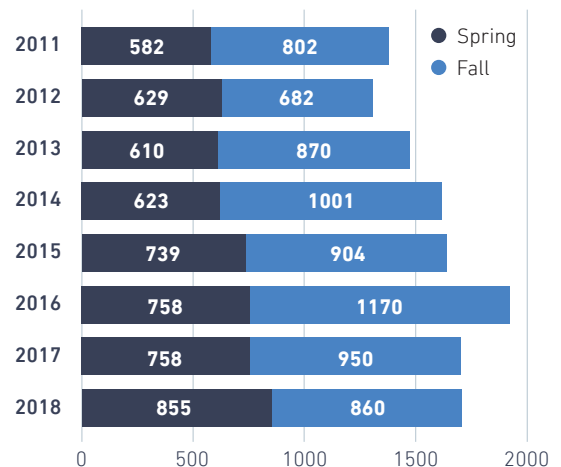
PER BOOTH

AN AVERAGE OF

**627 attendees**

ARE IN THE HALL DURING OPEN PERIODS

### CONFERENCE ATTENDANCE: 2011-2018



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# ENSURE YOUR PRESENCE

## Exhibit With SIOR

SIOR places the exhibit hall in a centrally located area to allow for maximum traffic and exposure. Don't miss out on this opportunity to promote your organization to the world's leading commercial real estate professionals.

### Benefits & Inclusions

- Two complimentary registrations per single booth
- Three complimentary registrations per double booth
- Over 50 percent discount on all additional registrations for company attendees
- Company profile on SIOR's conference website and in the conference mobile app
- Complimentary entry into the Exhibitor Raffle (gift provided by exhibiting company)
- Complimentary attendee email list pre- and post-conference
- Six-foot draped table and two chairs; nightly security
- Exhibitor ribbons for company attendees

### Exhibitor Raffle

Each exhibitor is encouraged to donate a quality gift to be awarded to conference attendees by way of a random drawing. Each attendee will be given a raffle card to complete. SIOR will promote the drawing and require attendees to have their raffle card marked by each participating exhibitor to qualify for the drawing. This is a great way to drive traffic to your booth.

### EXHIBIT BOOTH OPTIONS

#### Premium Booth

**\$7,000**

Be among the first exhibitors to choose your booth location in the hall.

#### Standard Booth

**\$6,500**

Choose booth location after premium exhibitors.

Companies who commit to exhibit at both conferences receive a discount.

For more information on exhibiting or sponsoring, please contact Vicki Cummins at [vcummins@sior.com](mailto:vcummins@sior.com) or 856.429.0100.

## **EXHIBIT TERMS & CONDITIONS**

### **Conditions of Participation**

The reservation form must be completed and signed by an authorized individual at which time the form becomes a contract. Booth assignments will not be guaranteed until payment is received. Assignments are handled on a first-come, first-served basis and in order of priority (premium booths choose before standard booths).

### **Attendee List Usage**

All exhibitors will receive one pre- and one-post conference attendee email list for one-time use. Prior to receiving the list, exhibitors must submit the piece that will be distributed to attendees to SIOR for approval. Approval will take approximately two (2) business days.

### **Entertainment Policy**

SIOR requires that no business, social or educational activity be scheduled at a time that competes with any scheduled SIOR function throughout the duration of the conference. If your company wishes to plan any events during the SIOR conference dates, including one day prior and one post, please contact SIOR to coordinate times.

### **Early Dismantling of Booths**

Exhibits are to remain set up until the dismantle time noted by show management. Any requests to dismantle early must be made and approved prior to the conference. Any exhibitor found to be dismantling before the close of show may lose access to the post-show attendee list.

### **Rules & Regulations**

All exhibitors are required to adhere to all exhibit rules and regulations noted on pages 16 and 17.

For more information on exhibiting or sponsoring, please contact Vicki Cummins at [vcummins@sior.com](mailto:vcummins@sior.com) or 856.429.0100.

# STAND OUT FROM THE CROWD

Choose from a variety of networking, educational, branding, and giveaway opportunities to find the sponsorship that works best for your organization.

## World Conferences Sponsorship Opportunities

### OVERVIEW

Sponsorship opportunities at SIOR conferences allow participating companies ongoing exposure before, during and after each conference. SIOR offers a wide range of opportunities so you can pick the best option to meet your marketing needs.

Sponsoring companies have prominent visibility throughout SIOR conferences and are seen in support of SIOR by the membership. SIORs are loyal and support those who support them.

### Benefits of Sponsoring

- Complimentary conference registrations or reduced rate registrations based on the level of sponsorship
- Logo placement on signage throughout the conference (logo size dependent upon sponsorship level)
- Thank you from SIOR President and logo shown on screens during a general session
- Logo on SIOR website and conference mobile app with company listing
- Invitation to President's VIP Reception
- 1 page insert in conference bag/registration packet (insert provided by sponsoring company)
- Sponsor ribbons for company attendees

### SPONSORSHIP TERMS & CONDITIONS

#### Conditions of Participation

The reservation form must be completed and signed by an authorized individual. Sponsorships will not be confirmed until full payment is received. All sponsorships are handled on a first-come, first-served basis.

#### Attendee List Usage

All sponsors will receive one pre- and one-post conference attendee email list for one time use. Prior to receiving the list, sponsors must submit the piece that will be distributed to attendees to SIOR for approval. Approval will take approximately two (2) business days.

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## Entertainment Policy

SIOR requires that no business, social or educational activity be scheduled at a time that competes with any scheduled SIOR function throughout the duration of the conference. If your company wishes to plan any events during the SIOR conference dates, including one day prior and one post, please contact SIOR to coordinate times.

## SPONSORSHIP TIERS

### Sponsorship Recognition Tiers

SIOR will recognize sponsors based on total conference spend (sponsorship items and exhibit space) based on a system of six tiers. Tiers are per conference and not determined by cumulative spend for the year.

- **Diamond / \$70,000 & above**
- **Platinum / \$50,000–\$69,999**
- **Gold / \$25,000–\$49,999**
- **Silver / \$15,000–\$24,999**
- **Bronze / \$7,500–\$14,999**
- **Supporter / \$5,000–\$7,499**

Each level of sponsorship includes standardized benefits. Depending on items sponsored, additional benefits may apply, as noted on the following pages.

\*To qualify as a sponsor, you must purchase at least one sponsorship item. The purchase of an exhibit booth alone is not considered a sponsorship.

## Deepen Your Partnership

### INDUSTRY PARTNER PROGRAM

Looking for a long-term opportunity to position your organization among the leaders in commercial real estate? SIOR's Industry Partner Program establishes synergistic relationships between SIOR and a highly select number of industry, for-profit companies to address key CRE issues, align on common interests, brand the partnership, and drive positive change across the commercial real estate industry.

#### Benefits:

Promoted not only as a major sponsor, but as an organizationally aligned and trusted Industry Partner. The relationship is fostered and promoted in the following ways:

- **Year-Round recognition as an Industry Partner** that includes but is not limited to the following:
  - **SIOR Website:** Year-round exposure and alignment with SIOR on the SIOR website.
  - **SIOR Magazine:** Quarterly exposure in *SIOR Report* magazine in the form of an ad or position statement that aligns the two organizations.
  - **SIOR E-News:** Monthly exposure in the SIOR digital E-News CRE communication.
- **World Conference:** Listed above all sponsors, in every possible conference sponsorship promotional area, as an "Industry Partner".
- **Industry Impact:** Together with SIOR, review issues that impact the industry, convene, take a position, and, when appropriate, jointly release press statements throughout the year.
- **Industry Outreach:** Industry partners are briefed first and provided opportunities to participate in efforts that drive impactful change in the CRE industry.

#### Partnership Program Investment:

\$75,000 annually with SIOR Global, with a two-year commitment. Note: A multi-year commitment is required to adequately position/brand the partnership in the industry.

For more information on SIOR's Industry Partner Program, please contact Vicki Cummins at [vcummins@sior.com](mailto:vcummins@sior.com) or 856.429.0100.

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## Sponsorship Benefits & Recognition

### DIAMOND / \$70,000 AND ABOVE

- Premium double (8x20) exhibit booth
- 10 complimentary conference registrations
- 10 invitations to President's VIP reception
- Diamond Sponsor signage in exhibit booth
- Logo in attendee emails
- 1 insert in conference registration packets

### PLATINUM / \$50,000–\$69,999

- Premium single (8x10) exhibit booth
- 8 complimentary conference registrations
- 8 invitations to President's VIP reception
- Platinum Sponsor signage in exhibit booth
- Logo in attendee emails
- 1 insert in conference registration packets

### GOLD / \$25,000–\$49,999

- Premium single (8x10) exhibit booth
- 6 complimentary conference registrations
- 6 invitations to President's VIP reception
- Gold Sponsor signage in exhibit booth
- Logo in attendee emails
- 1 insert in conference registration packets

### SILVER / \$15,000–\$24,999

- Upgrade to premium exhibit booth, if exhibiting
- 3 complimentary conference registrations
- 3 invitations to President's VIP reception
- Silver Sponsor signage in exhibit booth, if exhibiting
- 1 insert in conference registration packets

### BRONZE / \$7,500–\$14,999

- Upgrade to premium exhibit booth, if exhibiting
- 2 complimentary registrations
- 2 invitations to President's VIP reception
- Bronze Sponsor signage in exhibit booth, if exhibiting
- 1 insert in conference registration packets

### SUPPORTER / \$5,000–\$7,499

- 1 complimentary registration
- 1 invitation to President's VIP reception
- 1 insert in conference registration packets
- Supporter Sponsor signage in exhibit booth, if exhibiting

## Social & Networking Events

*Note: The pricing listed below is per conference.*

### FRIDAY NIGHT PARTY (SPRING)

**\$63,000**

This social event, open to all attendees, is themed around the conference location and features dinner, cocktails and live entertainment. It is a great way for your company to make a splash at the conference.

- Welcome address at the party
- Cocktail napkins with company logo
- Access to VIP area for you and your invited guests
- Signage at event with company logo

### THURSDAY OPENING COCKTAIL PARTY (FALL)

**\$63,000**

We all love a good party! Held on the first night of the fall conference, this is your chance to be a part of the festivities and be the name people see all night. Open bar with heavy hors d'oeuvres—this is the event everyone attends.

- Welcome address at the party
- Cocktail napkins with company logo
- Access to VIP area for you and your invited guests
- Signage at event with company logo

### BULL 'N' BEER RECEPTION (SPRING & FALL) **\$27,500, or Co-Sponsorship (2 total) \$15,000 ea.**

Get great exposure during this popular networking event. At the close of the trade show on Friday, names are drawn for the exhibitor raffle. This is a lively event that draws crowds.

- Welcome address from the stage
- Cocktail napkins with company logo
- Signage at event with company logo
- Draw names and announce the winners of the exhibitor raffle prizes

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## Social & Networking Events *(continued)*

Note: The pricing listed below is per conference.

### **THURSDAY EXHIBIT HALL CRAWL (SPRING)** **\$31,500 or co-sponsorship (7 total) at \$5,000 ea.**

The Exhibit Hall Crawl and Reception, after the first full day of sessions, is where attendees continue their networking and mingle with exhibitors while enjoying complimentary cocktails and hors d'oeuvres.

- Cocktail napkins with company logo
- Signage at event with company logo

### **NETWORKING LUNCH (SPRING & FALL)** **\$20,000**

Networking lunches, held on the first day of the spring and fall conferences and the second day of the fall conference, is for all attendees ensuring maximum exposure during your event.

- Cocktail napkins with company logo
- Signage at event with company logo

### **LEADERSHIP RECEPTION (SPRING & FALL)** **\$35,000**

This is your opportunity to network with and get in front of SIOR's board of directors, committee and member group chairs and vice chairs, and chapter leaders. This event, held on Wednesday evening, is by invitation only.

- Welcome address at the reception
- Cocktail napkins with company logo
- Signage at event with company logo

### **PRESIDENT'S VIP RECEPTION (SPRING & FALL)** **\$11,000**

This reception, hosted by the SIOR President, is by invitation only. This is your opportunity to network with and get in front of SIOR's VIPs.

- Welcome table at reception entrance
- Cocktail napkins with company logo
- Signage at event with company logo

### **YOUNG PROFESSIONALS & NEW MEMBER RECEPTION (SPRING & FALL)** **\$11,000**

Welcome young professionals and new members to the conference at this invitation only reception.

- Welcome table at reception entrance
- Cocktail napkins with company logo
- Signage at event with company logo

### **FRIDAY BREAKFAST (SPRING & FALL)** **\$10,000**

Breakfast with the exhibitors is held on Friday of the conference, a great opportunity to expose all attendees to your company brand.

- Cocktail napkins with company logo
- Signage at event with company logo

### **NEW MEMBER LUNCHEON (SPRING & FALL)** **\$11,000**

This is a unique opportunity to put your company in front of new SIORs during their formal welcome luncheon.

- Logo giveaway item
- Brief podium time
- Company logo on invitations
- Signage at event with company logo

### **MEMBER GROUP EVENTS (SPRING & FALL)** **\$7,000–\$11,000**

Sponsor an event for a targeted group of SIOR members. Additional information on functions can be found starting on page 10.

- Cocktail napkins with company logo
- Signage at event with company logo

### **NETWORKING BREAKS (SPRING & FALL)** **\$7,200**

Networking breaks held in the exhibit hall at various times through each conference are a great opportunity to expose all attendees to your company brand.

- Cocktail napkins with company logo
- Signage at event with company logo

For more information on exhibiting or sponsoring, please contact Vicki Cummins at [vcummins@sior.com](mailto:vcummins@sior.com) or 856.429.0100.

## Education Programs

Note: The pricing listed below is per conference. All include an opportunity to introduce the session or speaker.

### FRIDAY GENERAL SESSION (SPRING & FALL) \$75,000

Sponsoring a keynote presentation from a nationally recognized speaker or industry expert places your organization in front of all attendees.

- Introduction of speaker
- Participation in selection of speaker
- Signage at event with company logo
- Post-session invitation-only meet and greet with speaker

### OPENING GENERAL SESSION (SPRING & FALL) \$30,000

The Opening General Session kicks off the conference on the first day and always fills the room. Show your company's support as an industry leader and problem solver for today's most timely topics.

- Introduction of speaker
- Signage at event with company logo

### CLOSING GENERAL SESSION (SPRING & FALL) \$22,000

This is an excellent opportunity for your company to receive maximum exposure at the last official event of the conference. Your company will be the final impression on attendees.

- Introduction of speaker
- Signage at event with company logo

### BREAKOUT SESSIONS (SPRING & FALL) \$5,000 each

Concurrent sessions allow a brief company "commercial" and the opportunity to introduce the session.

- Logo giveaway item
- Signage at event with item company logo

## Giveaways & Other Sponsorships

Note: The pricing listed below is per conference. The cost of the giveaway item is included in the sponsorship fee, unless otherwise noted.

### CONFERENCE TOTE BAGS \$8,300

### CONFERENCE LANYARDS \$9,000

### HOTEL KEY CARDS \$12,000

### CONFERENCE WI-FI \$11,000

### CHARGING STATION AND LOUNGE \$11,000

### CONFERENCE NOTEPAD & PEN \$7,500

### CONFERENCE SURVIVAL KIT \$12,000

### ROOM DROP – *Item Provided by Sponsor* \$6,000

### WATER BOTTLES \$12,000

#### SUPPORT THE OVERALL EVENT - \$3,500

General sponsors receive: a complimentary registration, an invitation to the President's VIP reception, an insert in conference registration packets, and signage noting your support in your booth, if exhibiting.

#### DESIGN YOUR OWN SPONSORSHIP

Have a specific idea or budget in mind, but can't find the perfect sponsorship listed? Contact Vicki Cummins at [vcummins@sior.com](mailto:vcummins@sior.com) or 856.429.0100.

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# MEMBER GROUP SPONSORSHIPS

Do you have a targeted group of attendees you'd like to network with? The following provides further detail on member group specific sponsorships.

## SIOR Independent Broker Group (IBG) Sponsorship

The SIOR Independent Broker Group (IBG) is an SIOR member specialty group that provides a network of highly qualified independent SIOR brokers around the world who collaborate, share information and enhance business opportunities for independent SIOR members.

Sponsoring the IBG at an SIOR world conference provides companies ongoing exposure before, during and after each conference.

The IBG will host events at the 2019 SIOR World Conferences:

- **IBG Networking Reception on Thursday, April 11 in Washington, DC** (attendance 150–175 SIOR members)
- **IBG Breakout Session on Thursday, April 11 in Washington, DC** (attendance 200 SIOR members)
- **IBG Networking Dinner or Reception on Friday, October 18 in Portland, Oregon** (attendance 125–150 SIOR members)
- **IBG Breakout Session (date TBA) in Portland, Oregon** (attendance 200 SIOR members)

### All sponsorships include:

- Two (2) tickets to the IBG Networking Event

### IBG Specific Recognition

- Opportunity to address networking event attendees
- Recognition on event specific marketing and signage

### Post-Conference

- Paired with an IBG Ambassador to connect with SIORs after the conference

### BRONZE SPONSORSHIP

**\$10,000 Per Conference**

#### Additional Benefits:

- 2 complimentary conference registrations
- 2 additional tickets to IBG Dinner
- 2 invitations to President's VIP Reception
- 1 insert in conference registration packets
- Upgrade to premium exhibit booth (if exhibiting)
- Opportunity to address breakout session attendees
- Recognition as a Conference Bronze Sponsor

### SUPPORTER SPONSORSHIP

**\$7,000 Per Conference**

#### Additional Benefits:

- 1 complimentary conference registration
- 1 invitation to President's VIP Reception
- 1 insert in conference registration packets
- Recognition as a Conference Supporter Sponsor

For more information on exhibiting or sponsoring, please contact Vicki Cummins at [vcummins@sior.com](mailto:vcummins@sior.com) or 856.429.0100.

## SIOR Young Professionals Member Group

The SIOR Young Professionals Member Group is comprised of SIOR's under the age of 46. The YP Member Group provides a network of highly successful next-generation brokers, the future of the commercial real estate industry.

The SIOR Young Professionals will host several events during the 2019 SIOR World Conferences:

- **Young Professionals Evening Out on Wednesday, April 10 in Washington, DC** (attended by 100 SIOR members)
- **Young Professional & New Member Reception on Thursday, April 11 in Washington, DC** (attended by 100 SIOR members)
- **Young Professionals Evening Out on Wednesday, October 16 in Portland, Oregon** (attended by 100 SIOR members)
- **Young Professional & New Member Reception on Friday, October 18 in Portland, Oregon** (attended by 100 SIOR members)

### All Young Professional Event Sponsorships Include:

- Recognition as a Conference Bronze Sponsor
- Upgrade to premium exhibit booth (if exhibiting)
- 2 complimentary conference registrations
- 2 invitations to President's VIP Reception
- 1 insert in conference registration packet

#### YOUNG PROFESSIONALS EVENING OUT (SPRING & FALL)

**\$10,000 Per Conference**

##### Additional Benefits:

- Signage at event with company logo
- Cocktail napkins with company logo

#### YOUNG PROFESSIONAL & NEW MEMBER RECEPTION (SPRING & FALL)

**\$11,000 Per Conference**

##### Additional Benefits:

- Welcome table at reception entrance
- Cocktail napkins with company logo
- Signage at event with company logo

For more information on exhibiting or sponsoring, please contact Vicki Cummins at [vcummins@sior.com](mailto:vcummins@sior.com) or 856.429.0100.

# SIOR Office Member Group Sponsorship

The SIOR Office Member Group is an SIOR member specialty group that provides a network of highly qualified SIOR office specialists around the world who collaborate, share information and enhance business opportunities for SIOR office specialists.

Sponsoring the SIOR Office Member Group at an SIOR world conference provides companies ongoing exposure before, during and after each conference.

The Office Member Group will host the following networking events at the 2019 SIOR World Conferences:

- **Office Welcome Reception on Wednesday, April 10** (attendance 100 SIOR members) **and Office Networking Reception on Thursday, April 11 in Washington, DC**
- **Office Welcome Reception on Wednesday, October 16** (attendance 100 SIOR members) **and Office Networking Reception on Friday, October 18 in Portland, Oregon**

## Overall Benefits:

- Two (2) tickets to each reception/event
- Opportunity to address attendees at the networking events
- Recognition on event specific marketing and signage
- Paired with an office broker member to serve as an ambassador
- Company logo on event cocktail napkins
- Signage at event with company logo

## BRONZE SPONSORSHIP

**\$10,000 per Conference**

### Additional Benefits:

- 2 complimentary conference registrations
- 2 additional tickets to the office networking events
- 2 invitations to President's VIP Reception
- 1 insert in conference registration packets
- Upgrade to premium exhibit booth (if exhibiting)
- Recognition as a Conference Bronze Sponsor

## SUPPORTER SPONSORSHIP

**7,000 Per Conference**

### Additional Benefits:

- 1 complimentary conference registration
- 1 invitation to President's VIP Reception
- 1 insert in conference registration packet
- Recognition as a Conference Supporter Sponsor

For more information on exhibiting or sponsoring, please contact Vicki Cummins at [vcummins@sior.com](mailto:vcummins@sior.com) or 856.429.0100.

## SIOR Investment Member Group Sponsorship

The SIOR Investment Member Group is an SIOR member specialty group that provides a network of highly qualified SIOR designees around the world who specialize in office and industrial investment transactions and collaborate, share information and enhance business opportunities.

Sponsoring the SIOR Investment Member Group at an SIOR world conference provides companies ongoing exposure before, during and after each conference.

The Investment Member Group will host the following events at the 2019 SIOR Spring World Conference, April 10-13, 2019 in Washington, DC:

- **Investment Networking Lunch & Learn on Thursday, April 11**
- **Investment Breakout Session on Thursday, April 11**

The Investment Member Group will host the following events at the 2019 SIOR Fall World Conference, October 17-19, 2019 in Portland, Oregon:

- **Investment Networking Lunch & Learn on Friday, October 18**
- **Investment Breakout Session (date TBD)**

### Overall Benefits:

- Recognition on conference signage
- Thanked by SIOR President at a general session
- Opportunity to address reception/luncheon/breakout session attendees, depending on sponsorship selected.

### LUNCHEON BRONZE SPONSORSHIP

**\$7,500**

#### Additional Benefits:

- Upgrade to premium exhibit booth, if exhibiting
- 2 complimentary registrations
- 2 invitations to President's VIP reception
- Bronze Sponsor signage in exhibit booth, if exhibiting
- 1 insert in conference registration packets
- Recognition as reception or luncheon sponsor, depending on conference

### BREAKOUT ONLY SUPPORTER SPONSORSHIP

**\$5,000**

#### Additional Benefits:

- 1 complimentary registration
- 1 invitation to President's VIP reception
- Supporter Sponsor signage in exhibit booth, if exhibiting
- 1 insert in conference registration packets

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# WHO PARTICIPATES?

The following is a sample of some of the sponsors and exhibitors from past SIOR World Conferences. If your competition is participating, shouldn't you?

## Partial List of Participants

Advanced GeoEnvironmental	Cushman & Wakefield Pyramid Brokerage Company	Montoni Group
Agracel, Inc.	Dermody Properties	NAI Global
Apto	Duff & Phelps	National Association of REALTORS Commercial
ARCO Design/Build	Duke Realty	North Central Illinois Economic Development
Astro Applications	East Central Indiana Regional Partnership	Panattoni Development Co.
ATISA Industrial	ElmTree Funds	Prologis
AXIS Insurance Services	Engrain	RealNex
Bank of America Merrill Lynch	Environmental Logic LLC	Rockefeller Group
Becknell Industrial	Exeter Property Group	San Joaquin Partnership / Team California
BH Properties	FCL Builders	Scannell Properties
Biproxi	First Industrial Realty Trust	SVN International Corp.
BlueScope Properties Group	GCP-Ductilcrete	Tejon Ranch Company
Brennan Investment Group	Greater Des Moines Partnership	Ten-X Commercial
Brinkmann Constructors	Hollingsworth Cos.	USAA Real Estate Company
Buildout	IDI Logistics	VanTrust Real Estate, LLC
Bullhorn	IMPLAN	VTS
CenterPoint Properties	Indiana Economic Development Corporation	West Virginia Development Office
ci design, inc.	JLL	Westwood Net Lease Advisors
Commercial Development Company	Lee & Associates	Wonderful Real Estate Development
CompStak	Liberty Property Trust	Xceligent
CORFAC International (Corporate Facility Advisors)	Mericle Commercial Real Estate Services	Zions Bank
CoStar Group	Mohr Capital	
Crexi		
CRG		

For more information on exhibiting or sponsoring, please contact Vicki Cummins at [vcummins@sior.com](mailto:vcummins@sior.com) or 856.429.0100.





# 2019 SIOR World Conferences

## SPONSORSHIP & EXHIBIT CONTRACT

### COMPANY INFORMATION (as it will appear on the website and mobile app):

COMPANY NAME: \_\_\_\_\_ WEBSITE: \_\_\_\_\_  
 STREET ADDRESS: \_\_\_\_\_ PHONE: \_\_\_\_\_  
 CITY: \_\_\_\_\_ STATE/PROV/ZIP: \_\_\_\_\_

PRE-CONFERENCE CONTACT: \_\_\_\_\_ PHONE: \_\_\_\_\_  
 \_\_\_\_\_ EMAIL: \_\_\_\_\_

ONSITE CONTACT: \_\_\_\_\_ CELL PHONE: \_\_\_\_\_  
 \_\_\_\_\_ EMAIL: \_\_\_\_\_

### OPTION A: SPRING & FALL\*

EXHIBIT BOOTH PRICING:	Standard Booth Pricing		Premium Booth*	
Single Booth	US \$12,500	Spring: \$6,500 Fall: \$6,000	US \$13,500	Spring: \$7,000 Fall: \$6,500
Double Booth	US \$19,500	Spring: \$10,000 Fall: \$9,500	US \$20,500	Spring: \$10,500 Fall: \$10,000

### OPTION B: SPRING ONLY OR OPTION C: FALL ONLY

EXHIBIT BOOTH PRICING:	Standard Booth Pricing	Premium Booth*
Single Booth	US \$6,500	US \$7,000
Double Booth	US \$10,000	US \$11,000

\*Once booth assignments are made, premium booths are no longer available.

### SPONSORSHIP RESERVATION

#### OPTION A: SPRING & FALL

SPONSORSHIP ITEMS: \_\_\_\_\_ FEE: \_\_\_\_\_

#### OPTION B: SPRING ONLY OR OPTION C: FALL ONLY

SPONSORSHIP ITEMS: \_\_\_\_\_ FEE: \_\_\_\_\_

**I have read and agreed to all terms and conditions.**

DATE: \_\_\_\_\_  
 PRINT NAME: \_\_\_\_\_  
 TITLE: \_\_\_\_\_  
 SIGNATURE: \_\_\_\_\_

Invoice      Mastercard      Visa      AmEx

SPONSORSHIP FEE: \_\_\_\_\_  
**3% PROCESSING FEE (credit card only):** \_\_\_\_\_  
**TOTAL DUE (USD):** \_\_\_\_\_

CARD #: \_\_\_\_\_  
 EXP DATE: \_\_\_\_\_ CW#: \_\_\_\_\_  
 SIGNATURE: \_\_\_\_\_

Please submit form to Vicki Cummins at [vcummins@sior.com](mailto:vcummins@sior.com) or fax to 856.494.1660. If paying by check, please include a copy of the form and mail to Society of Industrial & Office Realtors, 1201 New York Ave., NW Ste.350, Washington DC 20005-6126.

All Sponsors and Exhibitors, by submission of their application, agree to abide by the following regulations:

1. **CONDITION OF PARTICIPATION:** This Contract must be completed and signed by an authorized individual. When payment is received, your exhibit space or sponsorship reservation will be made and a confirmation will be sent to the pre-conference contact listed. Reservations and booth assignments will not be confirmed until full payment is received. Booth assignments are handled on a first-come, first-served basis. If full payment is not received prior to the conference, you will not be able to set up your booth until payment has been received.
2. **CODES AND AGREEMENTS:** The Exhibitor or Sponsor hereby agrees to be bound by the "Rules and Regulations" set forth in this document.
3. **SPACE ASSIGNMENTS:** Booth and event sponsor requests will be addressed in order of receipt of applications and payment. Exhibitor locations will be assigned to booths based on best fit. Society of Industrial and Office REALTORS (SIOR) reserves the right to make final assignments. Within these rules, decisions regarding space are solely at the discretion of SIOR.
4. **EXHIBIT HOURS:**

**Set up:** Wednesday, April 10, 1-5pm  
*There is NO set-up on Thursday, April 11.*

**Exhibit Hall Hours:** Thursday, April 11: 11:45am-1:15pm,  
2:45-3:45pm, 5:15-6:15pm;  
Friday, April 12: 8-9:15am, 11:00am-12 noon

**Breakdown:** Friday, April 12, 12:15-2:30pm

**Hours are subject to change.**
5. **USE OF SPACE:** The Exhibitor shall not sublet or share the booth space provided by SIOR, nor shall the Exhibitor assign the booth space in whole or in part without written notice to and approval from SIOR. The Exhibitor, as specified in these rules and regulations, will forfeit space not occupied by the close of the installation period (5pm April 10, 2019). The space may be resold, reassigned, or used by the exhibit management.
6. **EARLY DISMANTLING OF BOOTHS:** Exhibits may not be dismantled before the close of the show. Any exhibitor found breaking down their booth before the close of the show may lose access to the post-show attendee list. Exhibits must be removed by the exhibitors from the premises no later than the time indicated in the official Exhibitor Service Manual.
7. **SHIPPING OF BOOTHS:** It is the exhibitor's responsibility to arrange shipping of booth and/or materials from the exhibit floor. An official service contractor will be on-site to assist in this effort. Please note, should you choose not to use our official service contractor for shipping, all of your exhibit items must be removed from the floor before the close of breakdown hours. Should any items be left behind for any reason, show management is required to "Force Ship" those items.
8. **EXCLUSION:** SIOR reserves the right to exclude or require modification of any display or demonstration which, in its sole discretion, it considers unsuitable or not in keeping with the character of the show. SIOR shall have the right to prohibit use of amplifying equipment or music, which, in its sole discretion, it considers objectionable. SIOR reserves the right to demand modification of the appearance of dress or person used in connection with displays or demonstrations.
9. **SAFETY REGULATIONS:** The use or storage of flammable liquids, gases or solids will not be permitted. Only a safety film can be used. Video presentation must be arranged so that aisles are not blocked and sound does not negatively impact the surrounding booths. Exhibitors must adhere to all municipal and state laws, rules and regulations. No combustible decorations are allowed and other material must comply with fire department regulations.

10. **LIABILITY:** Exhibitor shall be fully responsible to pay for any and all damages to property owned by Omni Shoreham (Hotel), its owners or managers, which results from any act or omission of Exhibitor. Exhibitor agrees to defend, indemnify and hold harmless Hotel, its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, SIOR Staff and show management, from any damages or charges resulting from Exhibitor's use of the property. Exhibitor's liability shall include all losses, costs, damages or expenses arising from or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arise from or out of the Exhibitor's occupancy and use of the exhibition premises, the Hotel or any part thereof. Exhibitor agrees to adhere to any Hotel rules and regulations and local and state requirements/laws.
11. **GUARD SERVICE:** SIOR will provide guard service when the exhibit hall is closed and exercise reasonable care for the protection of Exhibitors' material and display. Beyond this, SIOR, its officers, agents, employees, subsidiaries, affiliates, contractors, and members (separately or collectively) cannot accept responsibility for any damage to or for the loss or destruction of an exhibit or for the property of an exhibitor either from fire, theft, accidents or other causes.
12. **FOOD & BEVERAGE:** If you plan on distributing food and/or beverages from your booth, you must receive prior approval from SIOR. Any additional fees that are levied by the Hotel will be your sole responsibility. Please contact SIOR prior to the event to determine the costs associated with your consumable giveaway.
13. **MINIMUM AGE FOR ENTRY:** To maintain a business environment, children under the age of 16 will not be permitted to enter the exhibit hall. Toddlers in strollers may be allowed access to the exhibit hall but must remain in the stroller and be accompanied by an adult at all times.
14. **OFFICIAL SERVICE CONTRACTOR:** To assure orderly and efficient installation, operation and removal of the displays, and to minimize confusion by the presence or solicitation of unknown or unqualified firms, the official service contractor is GES. The official service contractor will send all confirmed exhibitors a service kit containing information on furnishings, electrical, signs, labor, booth cleaning, display rental, telephone, audio/visual, photography, computer rental and recommended transportation carriers.
15. **AMENDMENT OF RULES:** Any and all matters or questions not specifically covered by the preceding rules and regulations shall be subject solely to the decision of SIOR and the Hotel. These rules and regulations may be amended at any time by SIOR and the Hotel. All amendments shall be binding on Exhibitors.
16. **CANCELLATION/REFUND:** Once your exhibit fee is received and SIOR has reserved a booth space in your company's name, it is considered a contract. Cancellations for the 2019 Spring World Conference prior to February 11, 2019, will incur a 50% penalty, which is non-refundable and if not already paid, due regardless of participation. After February 11, all exhibit fees become non-refundable if paid, or due in full if not paid at the time of cancellation. Cancellations must be made in writing.
17. **ENTERTAINMENT POLICY:** SIOR requires that no business, social or educational activity be scheduled at a time that competes with any scheduled SIOR function throughout the duration of the conference. If your company wishes to plan any events during the SIOR conference dates, please contact SIOR to gain approval and coordinate times.
18. **ATTENDEE LIST USAGE:** All Exhibitors will receive one pre- and one post- conference attendee email list. Prior to receiving the lists, Exhibitors must submit to SIOR for approval the piece that will be distributed to attendees and agree to the terms of use. Approval will take approximately 2 business days.

*The foregoing regulations have been formulated for the best interest of all parties.*

**I have read and agree to the terms and conditions set forth.**

INITIAL: \_\_\_\_\_ DATE: \_\_\_\_\_

All Sponsors and Exhibitors, by submission of their application, agree to abide by the following regulations:

1. **CONDITION OF PARTICIPATION:** This Contract must be completed and signed by an authorized individual. When payment is received, your exhibit space or sponsorship reservation will be made and a confirmation will be sent to the pre-conference contact listed. Reservations and booth assignments will not be confirmed until full payment is received. Booth assignments are handled on a first-come, first-served basis. If full payment is not received prior to the conference, you will not be able to set up your booth until payment has been received.
2. **CODES AND AGREEMENTS:** The Exhibitor or Sponsor hereby agrees to be bound by the "Rules and Regulations" set forth in this document.
3. **SPACE ASSIGNMENTS:** Booth and event sponsor requests will be addressed in order of receipt of applications and payment. Exhibitor locations will be assigned to booths based on best fit. Society of Industrial and Office REALTORS (SIOR) reserves the right to make final assignments. Within these rules, decisions regarding space are solely at the discretion of SIOR.
4. **EXHIBIT HOURS:**

**Set up:** Wednesday, October 16: 1–5pm;  
Thursday, October 17: 7:30-10:30am

**Exhibit Hall Hours:** Thursday, October 17: 11am–12:45pm, 3–4pm;  
Friday, October 18: 8:30–9:45am, 11:30am-1pm,  
4:30-5:30pm

**Breakdown:** Friday, October 18: 5:30–8 p.m

*Hours are subject to change.*
5. **USE OF SPACE:** The Exhibitor shall not sublet or share the booth space provided by SIOR, nor shall the Exhibitor assign the booth space in whole or in part without written notice to and approval from SIOR. The Exhibitor, as specified in these rules and regulations, will forfeit space not occupied by the close of the installation period (10:30am, October 17, 2019). The space may be resold, reassigned, or used by the exhibit management
6. **EARLY DISMANTLING OF BOOTHS:** Exhibits may not be dismantled before the close of the show. Any exhibitor found breaking down their booth before the close of the show may lose access to the post-show attendee list. Exhibits must be removed by the exhibitors from the premises no later than the time indicated in the official Exhibitor Service Manual.
7. **SHIPPING OF BOOTHS:** It is the exhibitor's responsibility to arrange shipping of booth and/or materials from the exhibit floor. An official service contractor will be on-site to assist in this effort. Please note, should you choose not to use our official service contractor for shipping, all of your exhibit items must be removed from the floor before the close of breakdown hours. Should any items be left behind for any reason, show management is required to "Force Ship" those items.
8. **EXCLUSION:** SIOR reserves the right to exclude or require modification of any display or demonstration which, in its sole discretion, it considers unsuitable or not in keeping with the character of the show. SIOR shall have the right to prohibit use of amplifying equipment or music, which, in its sole discretion, it considers objectionable. SIOR reserves the right to demand modification of the appearance of dress or person used in connection with displays or demonstrations.
9. **SAFETY REGULATIONS:** The use or storage of flammable liquids, gases or solids will not be permitted. Only a safety film can be used. Video presentation must be arranged so that aisles are not blocked and sound does not negatively impact the surrounding booths. Exhibitors must adhere to all municipal and state laws, rules and regulations. No combustible decorations are allowed and other material must comply with fire department regulations.
10. **LIABILITY:** Exhibitor shall be fully responsible to pay for any and all damages to property owned by Hilton Portland (Hotel), its owners or managers, which results from any act or omission of Exhibitor. Exhibitor agrees to defend, indemnify and hold harmless Hotel, its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, SIOR Staff and show management, from any damages or charges resulting from Exhibitor's use of the property. Exhibitor's liability shall include all losses, costs, damages or expenses arising from or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arise from or out of the Exhibitor's occupancy and use of the exhibition premises, the Hotel or any part thereof. Exhibitor agrees to adhere to any Hotel rules and regulations and local and state requirements/laws.
11. **GUARD SERVICE:** SIOR will provide guard service when the exhibit hall is closed and exercise reasonable care for the protection of Exhibitors' material and display. Beyond this, SIOR, its officers, agents, employees, subsidiaries, affiliates, contractors, and members (separately or collectively) cannot accept responsibility for any damage to or for the loss or destruction of an exhibit or for the property of an exhibitor either from fire, theft, accidents or other causes.
12. **FOOD & BEVERAGE:** If you plan on distributing food and/or beverages from your booth, you must receive prior approval from SIOR. Any additional fees that are levied by the Hotel will be your sole responsibility. Please contact SIOR prior to the event to determine the costs associated with your consumable giveaway.
13. **MINIMUM AGE FOR ENTRY:** To maintain a business environment, children under the age of 16 will not be permitted to enter the exhibit hall. Toddlers in strollers may be allowed access to the exhibit hall but must remain in the stroller and be accompanied by an adult at all times.
14. **OFFICIAL SERVICE CONTRACTOR:** To assure orderly and efficient installation, operation and removal of the displays, and to minimize confusion by the presence or solicitation of unknown or unqualified firms, the official service contractor is GES. The official service contractor will send all confirmed exhibitors a service kit containing information on furnishings, electrical, signs, labor, booth cleaning, display rental, telephone, audio/visual, photography, computer rental and recommended transportation carriers.
15. **AMENDMENT OF RULES:** Any and all matters or questions not specifically covered by the preceding rules and regulations shall be subject solely to the decision of SIOR and the Hotel. These rules and regulations may be amended at any time by SIOR and the Hotel. All amendments shall be binding on Exhibitors.
16. **CANCELLATION/REFUND:** Once your exhibit fee is received and SIOR has reserved a booth space in your company's name, it is considered a contract. Cancellations for the 2019 Fall World Conference prior to August 22, 2019, will incur a 50% penalty, which is non-refundable and if not already paid, due regardless of participation. After August 22, all exhibit fees become non-refundable if paid, or due in full if not paid at the time of cancellation. Cancellations must be made in writing.
17. **ENTERTAINMENT POLICY:** SIOR **requires** that no business, social or educational activity be scheduled at a time that competes with any scheduled SIOR function throughout the duration of the conference. If your company wishes to plan any events during the SIOR conference dates, please contact SIOR to gain approval and coordinate times.
18. **ATTENDEE LIST USAGE:** All Exhibitors will receive one pre- and one post- conference attendee email list. Prior to receiving the lists, Exhibitors must submit to SIOR for approval the piece that will be distributed to attendees and agree to the terms of use. Approval will take approximately 2 business days.

*The foregoing regulations have been formulated for the best interest of all parties.*

**I have read and agree to the terms and conditions set forth.**

INITIAL: \_\_\_\_\_ DATE: \_\_\_\_\_