

CORENET GLOBAL MID-ATLANTIC CHAPTER
2024 Annual Sponsorship
Program



CoreNet Global Mid-Atlantic Chapter

On behalf of the CNG MA Board of Directors, we invite your organization to become a CNG MA 2024 Annual Sponsor Partner. The annual sponsorship program and benefit packages have been carefully curated to deliver enhanced engagement value and an economic return through various tangible programming and event benefits delivered throughout the year.

The Executive Committee is further committed to providing our Annual Sponsor Partners access to the ideas and conversations that matter most to the Corporate Real Estate industry, and your sponsorship commitment positions your organization as a leading change agent and thought leader within our Chapter.

Come join us.



Megan Lantz
President
HITT



Jon Machiran
Vice President
GEICO



Patrick Flynn
Secretary
GEICO



Erin Figueroa
Treasurer
MGAC

About CoreNet Mid-Atlantic

- 350 corporate real estate and workplace executives, service providers, and economic developers from Baltimore to Richmond
- Dedicated to advancing the practice of corporate real estate, sharing knowledge, expanding networks, and advancing professional growth and opportunities for our members, volunteers, and sponsors
- A valuable resource focused on creating a sense of community for our Young Leaders and Sponsors to volunteer, champion, engage, and build trusted friends and business associates
- A wealth of connections to learn from and help grow your business

The Value of Sponsorship: End User Excellence

- Connect with local End User leaders who are recognized globally as industry thought leaders for delivering excellence in Corporate Real Estate.
- Utilize the available resources of Mid-Atlantic CRE CoreNet Global Pinnacle Leadership winners (2017, 2021 & 2023) and 9 finalists to brainstorm and enhance your service offerings.
- Access to exclusive CRE Round Table dinners for conversations about current issues, trends, and ideas that matter most to our End Users.
- Highlight your projects to national Senior CRE's who review, score, and select Mid-Atlantic Award of Excellence Winners.

End User Excellence



Chuck Bagocius
Head of Real Estate
Janny Montgomery Scott



David Kontra
Senior Director of Real Estate
Children's Hospital of Philadelphia



Katie Koncar
Manager Corporate Real Estate, Workplace Strategy
EY



Mark Watkins
Senior Director of Global Real Estate
Thermo Fisher Scientific

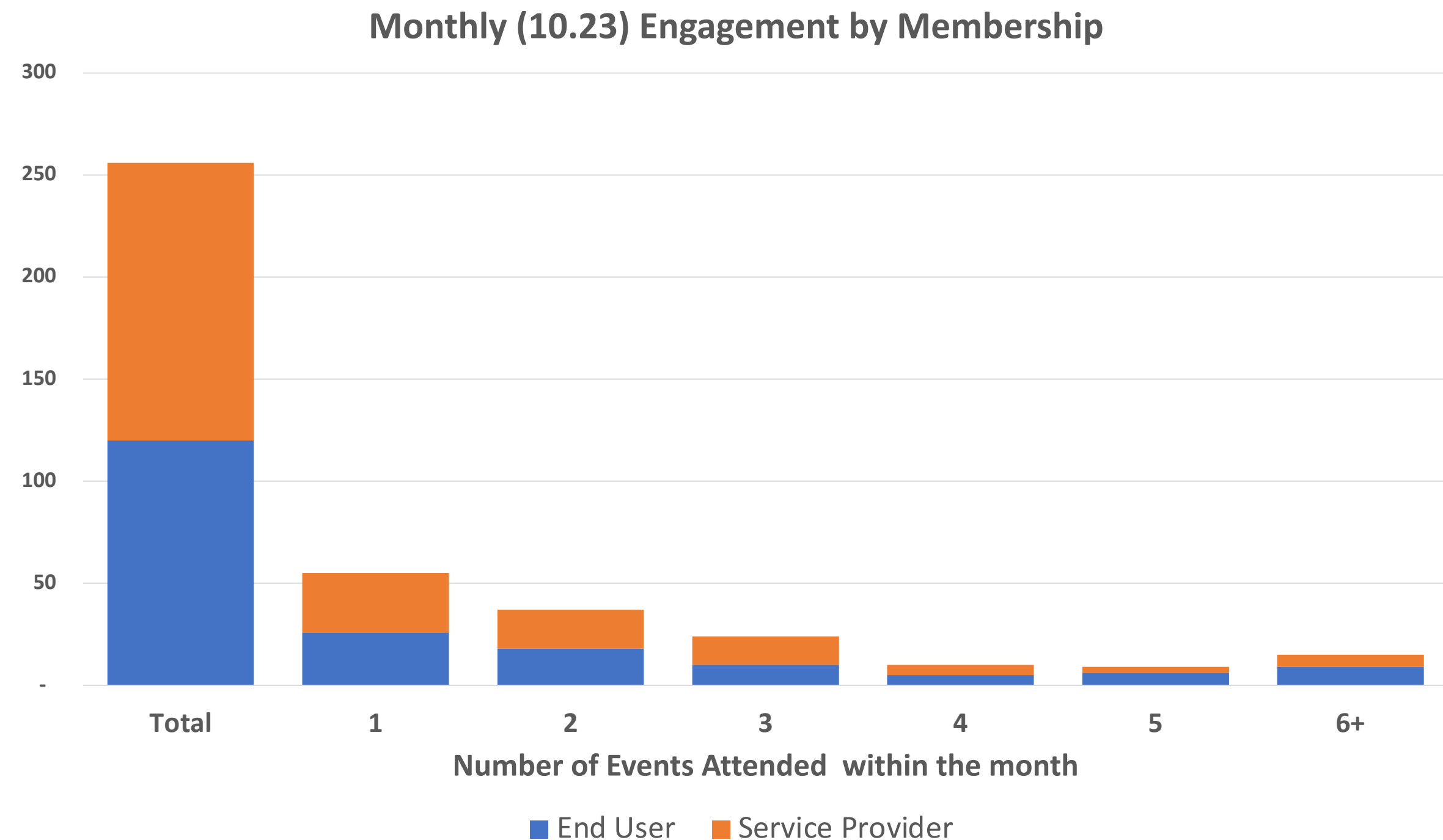


Martha Mahoney
Senior Project Manager
FUJIFILMS



The Value of Sponsorship: End User Engagement

- Network with End Users who represent nearly 40% of our membership.
- Multiple monthly opportunities to engage with CRE leaders who influence and procure services.



The Value of Sponsorship: Networking Opportunities

- Build relationships with CRE's and fellow service providers to expand your local network and help grow your business.
- Premier access to over 25 Chapter events annually.
- Invitation-only events are organized to foster relationship-building for sponsors and CRE Leaders.
- Priority volunteer positions to facilitate engagement and networking opportunities.

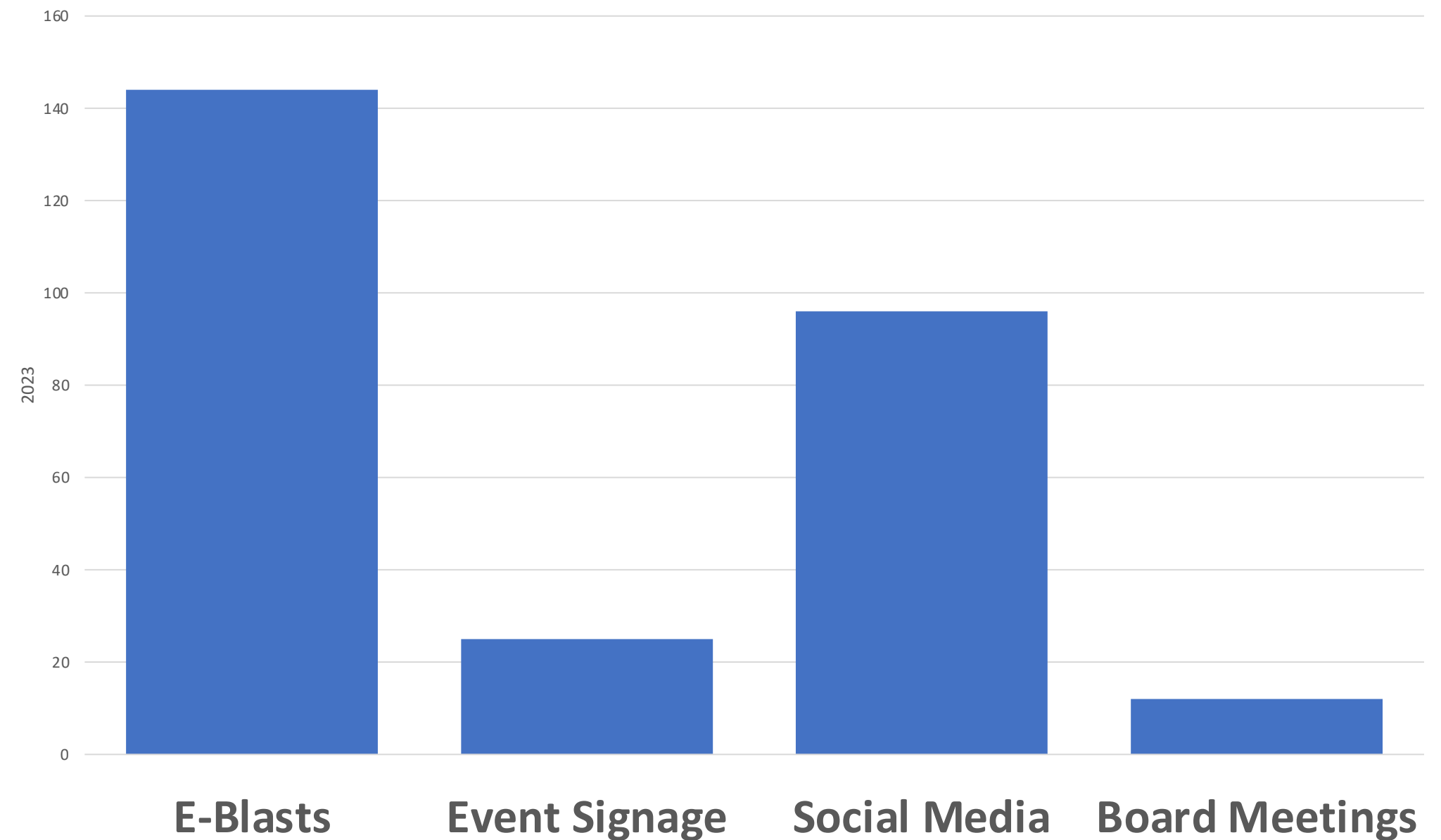


The Value of Sponsorship: Professional Development

- Augment your organizational culture by providing your employees with learning opportunities.
- Committee participation expands business acumen and skillsets, such as presenting, critical thinking, and team building.
- Participate in the Mentor / Mentee program for leadership development.

The Value of Sponsorship: Brand Awareness

- Build your brand through our extensive communication outreach, event promotion, and social media platforms.
- Over 275 branding moments per year.





CISCO
Premier Sponsor

CERAMI
Sponsor

The M Group
grouparchitects.com
Lanyard Sponsor

The 2023 Awards of Excellence Gala

Bar Sponsor

IA | INTERIOR ARCHITECTS

CORENET GLOBAL | Mid-Atlantic Chapter



This Week!



Towers Crescent
Tysons Corner, VA

Regi

Welcome to the 2024 CNG MA Sponsorship Program

The Mid-Atlantic Chapter 2024 Sponsorship program has been designed to deliver our sponsor partners the highest ROI at every sponsorship level. We are mindful of industry representation to enable the most outstanding brand recognition for our partners to leverage.

Each sponsorship level comes with a base package of benefits and the choice of two swap options to tailor the benefits to your interests and sponsorship outcome.

Come join us.



Jodi Paci
Sponsorship Co-Chair
DPR
Jodip@dpr.com



Brian Kaplan
Sponsorship Co-Chair
ORR Partners
Brian.Kaplan@orrpartners.com



Deane Edelman
Sponsorship Co-Chair
BlueHalo
Deane.Edelman@bluehalo.com

CoreNet Global Mid-Atlantic Chapter

2024 Sponsorship Benefit Packages



CNG MA Memberships	3
End User Dinners	4
Awards of Excellence Tickets	10
VIP Reception Tickets	5
Spring Golf Foursomes	1
Fall Golf Foursome	1
CNG MA Chapter General Event Registrations	10
Tech Symposium Registrations	2
Speaker Reception Registrations	2
Holiday Party Registrations	2
**Global Summit Registration Reimbursement	2
**Eastern Regional Symposium Registrations	2
Premier Branding	✓
Annual Sponsor Appreciation Happy Hour	✓

Sponsor Swaps

Option A: Swap One Summit Registration for Gala Evening Sponsor (2 Tickets)

Option B: Swap Sponsor Happy Hour for One (1) Additional Summit Registration

**All swaps MUST be selected by March 31st to be applied to the year's benefits.*

***Eastern Regional Symposium & Global Summit occur in alternating years. For example, in 2024, the benefit includes the Global Summit, hosted at the National Harbor in Maryland, and the Eastern Regional Symposium in New York in 2025 (location TBD).*

CNG MA Memberships	2
End User Dinners	2
Awards of Excellence Tickets	8
VIP Reception Tickets	4
Spring Golf Foursomes	1
Fall Golf Foursome	–
CNG MA Chapter General Event Registrations	8
Tech Symposium Registrations	2
Speaker Reception Registrations	1
Holiday Party Registrations	2
**Global Summit Registration Reimbursement	1
**Eastern Regional Symposium Registrations	1
Premier Branding	✓
Annual Sponsor Appreciation Happy Hour	–

Sponsor Swaps

Option A: Swap Spring Golf Foursome for three (3) Additional VIP Gala Tickets

Option B: Swap One (1) Membership for an Upgrade to a Table of Ten (10) for the Awards Gala

** All swaps MUST be selected by March 31st to be applied to the year's benefits.*

***Eastern Regional Symposium & Global Summit occur in alternating years. For example, in 2024, the benefit includes the Global Summit, hosted at the National Harbor in Maryland, and the Eastern Regional Symposium in New York in 2025 (location TBD).*

CNG MA Memberships	1
End User Dinners	–
Awards of Excellence Tickets	4
VIP Reception Tickets	0
Spring Golf Twosome	✓
Fall Golf Twosome	✓
CNG MA Chapter General Event Registrations	6
Tech Symposium Registrations	1
Speaker Reception Registrations	1
Holiday Party Registrations	1
Global Summit Registration Reimbursement	–
Eastern Regional Symposium Registrations	–
Premier Branding	✓
Annual Sponsor Appreciation Happy Hour	–

Sponsor Swaps

Option A: Swap Membership for One (1) CRE Roundtable Dinner

Option B: Swap Spring Golf for Four (4) Tickets to Awards Gala VIP Reception

** All swaps MUST be selected by March 31st to be applied to the year's benefits.*

CNG MA Memberships	–
End User Dinners	–
Awards of Excellence Tickets	4
VIP Reception Tickets	0
Spring Golf	1 Golfer
Fall Golf	–
CNG MA Chapter General Event Registrations	6
Tech Symposium Registrations	1
Speaker Reception Registrations	1
Holiday Party Registrations	1
Global Summit Registration Reimbursement	–
Eastern Regional Symposium Registrations	–
Premier Branding	✓
Annual Sponsor Appreciation Happy Hour	–

Sponsor Swaps

Option A: Swap Golf Outing for Additional Player for One (1) VIP Ticket to Awards Gala

Option B: Swap Half Table for Two (2) Tickets at the Awards Gala and a \$500 Contribution Towards One (1) Membership

** All swaps MUST be selected by March 31st to be applied to the year's benefits.*

CNG MA Memberships	\$200*
End User Dinners	–
Awards of Excellence Tickets	2
VIP Reception Tickets	0
Spring Golf	1 Golfer
Fall Golf	–
CNG MA Chapter General Event Registrations	4
Tech Symposium Registrations	1
Speaker Reception Registrations	0
Holiday Party Registrations	1
Global Summit Registration Reimbursement	\$200*
Eastern Regional Symposium Registrations	–
Premier Branding	✓
Annual Sponsor Appreciation Happy Hour	–

Sponsor Swaps

Option A: Swap Summit Contribution for Additional Player at Spring Golf Tournament

Option B: Swap Golf Registration for One (1) VIP Ticket at Awards of Excellence Gala

**The \$200.00 for one (1) CNG MA Membership will be reimbursed once the receipt has been submitted to the chapter administrator.*

** The \$200.00 reimbursement for one (1) CoreNet Global Summit registration will be reimbursed once the receipt has been submitted to the chapter administrator.*

**All swaps MUST be selected by March 31st to be applied to the year's benefits.*

CNG MA Memberships	\$200*
End User Dinners	–
Awards of Excellence Tickets	1
VIP Reception Tickets	0
Spring Golf	–
Fall Golf	–
CNG MA Chapter General Event Registrations	2
Tech Symposium Registrations	1
Speaker Reception Registrations	0
Holiday Party Registrations	1
Global Summit Registration Reimbursement	–
Eastern Regional Symposium Registrations	–
Premier Branding	✓
Annual Sponsor Appreciation Happy Hour	–

Sponsor Swaps

Option A: Swap Membership Contribution for VIP Ticket to Awards Gala

Option B: Swap Awards Gala Ticket for Additional Player at Fall Golf and Increase to Eight (8) Chapter General Event Registrations

** The \$200.00 for one (1) CNG MA Membership will be reimbursed once the receipt has been submitted to the chapter administrator.*

**All swaps MUST be selected by March 31st to be applied to the year's benefits.*

About CoreNet Global

- A non-profit association representing 10,000 executives with strategic responsibility for the real estate assets of large corporations
- Advancing the practice of corporate real estate through professional development opportunities, publications, research, conferences, designations, and networking
- The voice of workplace services and the corporate executives, developers and service providers who advance and innovate the industry