



NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

SAN FRANCISCO BAY AREA CHAPTER

17TH ANNUAL GOLF TOURNAMENT

ORINDA COUNTRY CLUB
MONDAY, JUNE 5, 2023

Sponsorship & Registration Packet

NAIOP San Francisco Bay Area Chapter
575 Market Street, Suite 400, San Francisco, CA 94105
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The NAIOP San Francisco Bay Area Chapter invites you to join us for the most popular event of the year, our annual golf tournament on **Monday, June 5, 2023**. This year, we're back at the Orinda Country Club! This tournament is always a sell-out, so sign-up early!

Individual player, twosome and foursome registrations, including those that come with sponsorship, include all greens fees, cart rental, breakfast, on course beverages and snacks, lunch, and hors d'oeuvres and beverage at the post-tournament reception.

SCHEDULE OF EVENTS

8:30 AM	Sponsor Arrival <i>(for those who have tables)</i>
9:30 AM – 10:30 AM	Registration / Breakfast
10:30 AM (SHARP)	Shotgun Start
4:30 PM – 6:30 PM	Reception <i>(heavy hors d'oeuvres will be provided)</i>
5:30 PM	Raffle Drawing

- Golf registration starts at 9:30 AM with a shotgun start at 10:30 AM SHARP.
- Raffle tickets will be available for purchase at registration and during the reception, prior to the raffle drawing. Tickets will be available at the following rates:
 - \$5 per ticket
 - \$20 for 5 tickets

*****Cash & credit cards will be accepted for payment. Exact change is appreciated. All proceeds will go to CREATE*****

- Mulligans will be available for purchase at 3 for \$10.
- Prizes will be available for the winners of the Hole-in-One, Longest Drive, and Closest to the Pin.

Prizes for the in-tournament contests and raffles may include gift certificates to local golf clubs or restaurants and golf equipment.

SPONSORSHIP OPPORTUNITIES

HEADLINE SPONSOR – \$4,000 (~~3 Available~~) **ONLY 1 LEFT!**

- One Tournament Foursome
- Hole Sponsorship
- Logo Recognition in Event Marketing Materials and Event Webpage
- Logo Recognition on Event Signage
- Recognition in the NAIOP Newsletter Post-Tournament
- Verbal Recognition During Post-Tournament Reception
- Giveaway Item in Attendee Bags with Company Logo
- Choice of Starting Hole
- Golf Advantage (5-point deduction to get you closer to the top)
- 10 Complimentary Raffle Tickets per Player
- Cart Decal with Company Logo on Sponsor's Player Carts

PREMIER HOLE SPONSOR – \$1,500 (~~2 Available~~) **ONLY 1 LEFT!**

- One Player
- Premier Hole Placement on Golf Course
- Tee Sign Recognition on Hole
- Opportunity to Set-up an Activity Table*
- Up to 2 Sponsor Representatives to Host the Activity Table
- Logo Recognition in Attendee Packet

HOLE-IN-ONE SPONSOR – \$1,250

Smaller hole-in-one prizes are offered at up to 3 Par 3 holes, in addition to the designated Hole-in-One grand prize hole. Please note if you select this option, you must have a representative at the hole to act as a witness.

- Tee Sign Recognition at the Designated Hole-in-One Hole and all Other Par 3 Holes
- Opportunity to Set-up an Activity Table or Theme**
- Up to 2 Sponsor Representatives to Host the Activity Table
- Logo Recognition in Attendee Packet

CONTEST HOLE SPONSOR – \$950

(Straightest Drive, Longest Drive, or Closest to the Pin)

- Tee Sign Recognition on Hole
- Opportunity to Set-up an Activity Table*
- Up to 2 Sponsor Representatives to Host the Activity Table
- Logo Recognition in Attendee Packet

HOLE SPONSOR – \$850

- Tee Sign Recognition on Hole
- Opportunity to Set-up an Activity Table*
- Up to 2 Sponsor Representatives to Host the Activity Table
- Logo Recognition in Attendee Packet

GIVEAWAY SPONSOR – \$750

- Opportunity to place (1) One giveaway item in attendee bags (i.e. water bottle; lip balm; golf towel, etc.). Sponsor is responsible for purchasing/providing the giveaway item.
- Up to 1 representative to join us during meal functions (*player fees will be added if the individual wants to play in the tournament*)
- Logo Recognition in Attendee Packet

ON-COURSE LUNCH SPONSOR – \$3,500

- One Tournament Foursome
- Logo Recognition on Event Signage
- Logo Recognition in Attendee Packet
- Verbal Recognition During Post-Tournament Reception
- 10 Complimentary Raffle Tickets per Player

FOOD TRUCK SPONSOR – \$3,500

- One Tournament Foursome
- Logo Recognition on Event Signage at Truck
- Logo Recognition in Attendee Packet
- Verbal Recognition During Post-Tournament Reception
- 10 Complimentary Raffle Tickets per Player

DRINK STATION HOLE SPONSOR – \$2,500 (2 Available)

- Your Choice of Drink Station at your Sponsored Hole (e.g., Margarita station, Arnold Palmers, etc.) – cost is covered by your sponsorship.
- One Tournament Foursome
- Logo Recognition on Event Signage at Hole
- Logo Recognition in Attendee Packet
- Verbal Recognition During Post-Tournament Reception

MEAL SPONSOR – \$2,000 (4 Available – (2) Breakfast, (2) Post-Tournament Reception)

- 10 Players
- Logo Recognition on Event Signage and Special Meal-specific signage
- Logo Recognition in Attendee Packet
- Verbal Recognition During Post-Tournament Reception

CART SPONSOR – \$2,000 (2 Available)

- 10 Players
- Logo Recognition on Golf Carts and on Event Signage
- Logo Recognition in Attendee Packet
- Verbal Recognition During Post-Tournament Reception

PLAYER & FOURSOME OPTIONS

- Member
 - Foursome – \$1,500
 - Single Player – \$400
- Non-Member
 - Foursome – \$1,700
 - Single Player – \$450

NON-PLAYER OPTIONS

Not interested in playing golf, but still want to join your NAIOP SFBA colleagues? Join us for the post-tournament reception. Reception tickets are just \$55/Member or \$75/Non-Members.

****See samples of what you could do at your activity table on page 6. Note – outside catering may be brought in as well; however, arrangements must be made at least 2 weeks in advance.**

REGISTRATION FORM

Return this form to admin@naiopsfba.org or fax to (415) 764-4933. You may mail a completed form with check payment to NAIOP SFBA, 575 Market Street, Suite 400, San Francisco, CA 94105.

Yes! I would like to take advantage of the following sponsorship opportunities:

- | | |
|--|---|
| <input type="checkbox"/> Headline Sponsor – \$4,000 | <input type="checkbox"/> Hole-in-One Sponsor – \$1,250 |
| <input type="checkbox"/> On-course Lunch – \$3,500 | <input type="checkbox"/> Closest to the Pin Hole Sponsor – \$950 |
| <input type="checkbox"/> Truck Sponsor – \$3,500 | <input type="checkbox"/> Longest Drive Hole Sponsor – \$950 |
| <input type="checkbox"/> Drink Station Hole Sponsor – \$2,500 | <input type="checkbox"/> Straightest Drive Hole Sponsor – \$950 |
| <input type="checkbox"/> Meal Sponsor – \$2,000 | <input type="checkbox"/> Hole Sponsor – \$850 |
| <input type="checkbox"/> Cart Sponsor – \$2,000 | <input type="checkbox"/> Giveaway Sponsor – \$750 |
| <input type="checkbox"/> Premier Hole Sponsor – \$1,500 | |

~~Yes! I would like to take advantage of the following player opportunities:~~

- | | |
|---|--|
| <input type="checkbox"/> (#) ___ NAIOP Member Foursome \$1,500 | <input type="checkbox"/> (#) ___ NAIOP Member Single Player \$400 |
| <input type="checkbox"/> (#) ___ Non-Member Foursome \$1,700 | <input type="checkbox"/> (#) ___ NAIOP Non-Member Single Player \$450 |

Yes! Sign me up for just the post-tournament reception. *(the reception is included for all golf participants)*

- | | |
|---|---|
| <input type="checkbox"/> (#) ___ NAIOP Member Reception ONLY \$55 | <input type="checkbox"/> (#) ___ Non-Member Reception ONLY \$75 |
|---|---|

Hole Sponsor

Indicate the activity or theme at your table: _____

Premier Hole Sponsor

Indicate your preferred beverage station/snacks: _____

BILLING / CONTACT INFORMATION

Sponsor Company Name: _____

Company Address: _____

Contact Person: _____ Phone: (____) _____

Email: _____ Credit card type: _____

Name on Card: _____ Credit Card #: _____

Exp. Date: _____ Signature: _____

PLAYER REGISTRATION

Player 1: _____ Company Name: _____

Phone: (____) _____ Email: _____

Player 2: _____ Company Name: _____

Phone: (____) _____ Email: _____

Player 3: _____ Company Name: _____

Phone: (____) _____ Email: _____

Player 4: _____ Company Name: _____

Phone: (____) _____ Email: _____

ACTIVITY/THEME STATION DESCRIPTIONS

Below are **sample ideas** of activities and themes you may have at your table; however, sponsors are more than welcome to create their own. Themes and activities are not required. Activity and theme supplies are the responsibility of the sponsor. Please note that all themes and activities are subject to approval by NAIOP SFBA.

Pot-of-Gold (par-3 hole)

There's nothing like the potential of a pot-of-gold at the end a rainbow, but in this case, at the end of the fairway! On a par-3 hole, a circle will be placed around the hole. The goal is for the golfer to hit their tee-shot within the circle. Sponsor representatives may encourage players to bet raffle tickets on themselves to hit their tee-shot within the circle. If the player hits their tee shot within the circle, the golfer will receive a 2-1 return on their raffle ticket bet.

One Club Hole

Each player in the foursome selects one club, which they must use for the entire play at the hole. Sponsors can award a prize to the player with the lowest score.

Beat the Resident Expert

Do you have an expert golfer within your organization, or do you have ties to Tiger Woods or recent Masters champion, Jordan Spieth? Then invite them to compete against our players. If one of our NAIOP SFBA Tournament players happens to beat your expert at your assigned hole, then sponsors may provide a prize or at the very least, a pat on the back!

A Game of Horseshoe or Corn Hole (par-3 hole)

Entertain players while they wait their turn and set-up a casual game of corn hole or horseshoe.

Food & Snack Tables

After a few hours in the sun, food is always appreciated. Sponsors are encouraged to provide snacks, desserts, or other food options to players at their table. Outside catering is permitted.

Vegas Baby!

Bring a taste of Las Vegas to Orinda! Allow players to play a round of blackjack or poker while they wait their turn. Players can bet money and win double their the raffle tickets. (i.e. \$10 win = 2 raffle tickets).

Hawaiian

Welcome players to your table with a lei and fresh pineapple juice, or have on hand a hula dancer to teach them a few moves before they take their turn.

Work out the Knots

Offer the service of a chair massage to allow players to loosen up before they take their swing.

Double Your Tickets

On a par-3 hole, sponsors can sell raffle tickets. If a player purchases raffle tickets and then hits the green, they receive double the number of tickets purchased.