

MAREMA

Mid Atlantic Real Estate Marketing Association

Presents **REAL GREEN: The Future of Commercial Real Estate** **Two Exciting Days of Networking and Educational Opportunities**

Friday, October 2, 2009 at the Hilton, 6550 Loisdale Road, Springfield, Virginia 22150
Agenda and Schedule as of September 18, 2009 (subject to change)

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| 700am-815am | Sponsor Table/St. Lucia Room Set-Up. Exhibitors to set-up by 930am. |
| 815am-9am | MAREMA Board meeting , St. Lucia Room. |
| 900-930am | MAREMA Election of Officers/Annual Meeting, St. Lucia Room. |
| 930am-10am | Registration, Coffee, Networking. Exhibits Open 930am-6pm, St. Lucia Room.
Panel Speakers meet with Denene Crabbs in St. Lucia Room for briefing/set-up. |
| 10am-10:15am | MAREMA President: Opening Remarks. St. Lucia Room. |
| 10:15am-11:45am | Energy Efficiency and Environmental Stewardship Panel: Chris Cheatham, LEED-AP Attorney; Ron Lamb, (pending final confirmation), National Assn. of Environmental Professionals; John Johansen, Deputy Director, Energy-Efficiency Partnership of Greater Washington, Rick Khan, Principal Deputy Regional Commissioner, GSA; Richard Silberman, LEED AP, Healthy Buildings International, Inc. Moderator: Denene Crabbs. St. Lucia Room. |
| 11:45am-Noon | Break, Exhibits Open. |
| 12:00am-1:45pm | Keynote Lunch “Developing A Sustainable Future” St. Martin Room
Speaker: Tom Mawson U.S. Green Building Council/NCR. (pending final confirmation) |
| 1:45pm-2pm | Break, Exhibits Open. |
| 2:00pm-3:00pm | Green Construction and Financing Panel: Gerald Baroudi, Vice President, Business Development, Mid-Atlantic Business Finance Company; Joe Justice, Clark Builders/Construction. Moderator: Denene Crabbs. St. Martin Room. |
| 3:00pm-3:15pm | Break, Exhibits Open |
| 3:15pm-5:00pm | Anatomy of a Green Deal – Case Studies and Roundtable Discussions with Industry Experts for Office, Retail, Multi-Family, and Industrial Properties. Analyze a Green Deal from Listing to Settlement. Team Package Presentations. St. Martin Room. |
| 5:00pm-6:00pm | Reception , Networking, “Haves and Wants” Exchange. St. Lucia Room |
| 6:00pm-8:00pm | MAREMA Awards Dinner in St. Martin Room. GDE sets up in St. Lucia Room. |
| 8:00pm-10:00pm | Green Winners Circle Celebration: TableTop Horse Racing and Dance Music by Group Dynamics Entertainment. St. Lucia Room. |

MAREMA REAL GREEN EVENT SPONSORSHIP OPPORTUNITIES & BENEFITS

As an **EVENT SPONSOR**, your Company will receive the following recognition:

- Company name announced from CONFERENCE PODIUM for event(s) sponsored.
- Company name listed on MAREMA WEBSITE <http://marema.com/ameeting.html> before and during conference.
- Company name announced at MAREMA MONTHLY MEETING(S) preceding conference.
- Company name on SIGNAGE at table(s) for sponsored events.
- Company name on EVENT GOODY BAGS for sponsorships of \$250 and above.
- Sponsorships are independent of registration fees except for Exhibitor Package.

EXHIBITOR PACKAGE: \$250 member / \$350 non-member

This Exhibitor Package includes all of above EVENT SPONSOR benefits plus:

- One 6' Display Table for promoting your business Friday Oct. 2, 9am-10pm.
- One complimentary registration for Friday day session and lunch.
- One complimentary registration for Friday evening Awards Dinner.
- One complimentary registration for Friday Green Winner Circle Celebration.
- Additional business associates receive 10% discount on daily registration.

REAL GREEN Conference TITLE SPONSOR \$1,500

- EVENT SPONSOR benefits plus Logo on Post Cards
- Logo or Name Recognition in Press Releases
- Logo or Name Recognition on Promotional Emails
- Banner Ad on <http://marema.com> for one year

FRIDAY KEYNOTE LUNCH ~ Oct. 2, 12:00 pm – 1:30 pm	
Individual lunch (Speaker or Guest)	\$50 Non-Member/\$35 Member
Table of 10	\$500 Non-Member/\$350 Member
FRIDAY RECEPTION ~ Oct. 2, 5:00 pm – 6:00 pm Sponsor	\$500
Co-Sponsor	\$250
FRIDAY AWARDS DINNER ~ Oct. 2, 6:00 pm – 8:00 pm	
Individual Dinner (Speaker or Guest)	\$100
Table of 10	\$1,000
GREEN WINNER CIRCLE CELEBRATION	\$500
<ul style="list-style-type: none"> • All EVENT SPONSOR benefits plus • Company Name on TableTop Horse Racing Entertainment Guide. 6 Horses x 4 Races. • Company Name announced by D.J. prior to Races • A Race Horse named to promote your Company 	
HORSE SPONSOR	\$100 Non-Member/\$50 Member
SATURDAY GREEN DESIGNATION LUNCH	\$500 (for up to 20 participants)
Co-Sponsor	\$250
DOOR PRIZES (Marema will buy door prizes.)	\$25, \$50, \$75, \$100, or \$200

MAREMA Presents REAL GREEN: The Future of Commercial Real Estate

October 2-3, 2009 at the Hilton, 6550 Loisdale Road, Springfield, Virginia 22150

REGISTRATION AND SPONSORSHIP FORM

Contact Name _____ Company _____

Address _____ City/State/Zip _____

Phone (Day) _____ (Eve) _____

Email: _____ MAREMA Member Yes No Applied

Please circle the event(s) you plan to attend. Exhibits open 9:30am-6pm Friday, October 2.

Friday, October 2 – Saturday October 3:	Member	Non-Member	Spouse
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2-DAY CONFERENCE SPECIAL (no hotel)	\$275	\$395	\$199
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ONE DAY REGISTRATION OPTIONS:

Friday, October 2, Day 1

REAL GREEN Conference 9am-10pm	\$150	\$250	\$ 99
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Includes admission to MAREMA Election,
General Sessions, Lunch, Reception, Awards Dinner,
Green Winners Circle Celebration.

Saturday, October 3, Day 2	\$159	\$179	\$159
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REAL GREEN Conference: NAR/NVAR
Commercial Elective Course required for
GREEN Designation (Real Estate Licensee Continuing Ed)
Non-licensees welcome to participate.

SPONSORSHIP Type(s): _____ \$ _____ \$ _____ \$ _____

_____ \$ _____ \$ _____ \$ _____

Horse Name (if applicable) _____

TOTAL Check or cash payable to MAREMA \$ _____ \$ _____ \$ _____

Make check payable to MAREMA. Mail check and registration form to Stephanie Reger, Samson Commercial Realty LLC, 14526 Lee Road, Suite 100, Chantilly, VA 20151.

Overnight Hilton Hotel Rooms (single or double) \$79 + Tax \$119 and up + tax.
Make hotel reservations direct with Renata Gjorgjievska under MAREMA Conference.
Email: Renata.gjorgjievska@hilton.com or 703-971-8900.

Please circle Night(s) you intend to stay: Oct 1 Oct 2 Oct 3 Other _____

Questions? Call Denene Crabbs 202-487-4949 or Stephanie Reger 703-593-3037.

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REAL GREEN: The Future of Commercial Real Estate
October 2-3, 2009 at Hilton Springfield, Virginia

AWARDS!

The evening of Friday, October 2 will feature a Reception & Dinner, during which time we will present a few awards to outstanding MAREMA members. Please take a moment to submit your candidates for the following awards:

ROOKIE OF THE YEAR: _____

- This award is intended to recognize a rising star in Commercial Real Estate or Business Brokerage. The recipient should be an individual who has obtained their license within the last 2 years.

MOST MAREMA TRANSACTIONS: _____

- This recipient of this award should be the MAREMA member who completed the most transactions with other MAREMA members (Jan. 2008 – Oct 2009).

GREEN ACHIEVEMENT AWARD: _____

- The recipient of this award should be a MAREMA member who was involved in the sale/lease of environmentally-sustainable properties.

ASSOCIATE MEMBER OF THE YEAR: _____

- The recipient of this award should be a MAREMA Associate Member who distinguished him/herself, i.e. through individual deals, referrals, support of membership, etc.