



PA/NJ/DE
CCIM Chapter



PA/NJ/DE Partnership Packet

Who We Are

CCIMs exceed their peers in terms of transaction volume by 42%

Our award-winning Chapter brings together 150 brokers, developers and property managers from Pennsylvania, New Jersey and Delaware. We are committed to driving sustainable long-term value for chapter partners and members with our programming

and education leveraging unmatched investment expertise. Annually, we are proud to feature more than 15 member events, including thoughtful sessions on development in the local market, in addition to forums for dealmakers to connect and share strategic intel.



150 / **Members**

15+ / **Yearly Events**

4X / **CCIM Chapter
of Excellence**

CCIMs Are

- brokers
- property managers
- leasing professionals
- developers
- investment counselors
- institutional investors
- asset managers
- commercial lenders
- CRE executives
- appraisers
- attorneys
- bankers
- other allied professionals



Real Estate's Premier Organization

Founded over a half century ago, CCIM Institute created the language of global real estate investment. Today, the organization, through its 50-plus chapters, continues to innovate best practices and elevate the commercial real estate professional through its core designation program to earn the CCIM pin — real estate's most coveted credential — and its real-world education courses offered through the Ward Center for Real Estate Studies.

Today, almost 70 percent of designees hold the title of owner, partner, principal, or president, representing an exclusive worldwide referral network of 13,000 members in 30 countries. Ultimately, CCIM represents a larger vision of the commercial real estate provider, leveraging investment analysis, opinions of value and underwriting to become a leader in sourcing capital, building a cash-flow vehicle and ultimately creating value.



Partnership Opportunities

We are proud to feature more than 15 member events annually, with at least one event per month throughout Pennsylvania, New Jersey, and Delaware. Key events include:

Breakfast Club & City Events

Welcome to our own Breakfast Club! Every quarter, meet up with us in Philly and Pittsburgh to start the day with a cup of coffee, the chance to catch up with colleagues and receive up-to-date commercial real estate news. These morning get-togethers are also an idea exchange that culminates in events and educational offerings, like a tour of Bakery Square - home to Pittsburgh's historic Nabisco Factory and now a leading mixed-use development.

Economic Forecast

Our largest annual event attracts over 200 attendees and kicks off every year with an in-depth look at market drivers. Speakers include nationally recognized experts like Dr. Peter Linneman, Professor Emeritus of Real Estate, Finance and Business Policy at the Wharton School of Business, K.C. Conway, CCIM Institute Chief Economist, and Lauren Gilchrist, Managing Director - Research, Longfellow Real Estate Partners!



Marquee Events

Breakfast Club & City Events
Economic Forecast
Social/Sporting Events
Lunch & Learns

Partnership Opportunities

Social/Sporting Events

Once a year, we take a step back and build relationships in a more relaxed environment. Past events include a day clay shooting in Hummelstown, honing shotgun skills and eating barbecue with new friends.



Lunch and Learns

An exclusive opportunity to partners. Use our platform to host a virtual lunch-and-learn on a topic of your choice. Recently we hosted a range of educational webinars including a Federal Legislative Update, Opportunity Zones and 3.0 University Place, and CRE Opportunities: The Resurgence of Secondary Markets, in regional partnership with CCIM Institute.



CCIM

PA/NJ/DE CCIM

Partner Packages

Gold Partner \$6,000

Includes

- Three Affiliate Memberships in chapter
- Three complimentary tickets to all non-education chapter events
- Listed as Gold Partner on chapter website with logo placement and link to partner website (7,500 unique pageviews annually)
- Listed as Gold Partner on event and education e-blasts, with link to partner website (average 10/month; 25,000 opens annually)
- Listed as Gold Partner on all printed advertising (12 editions of Mid-Atlantic Real Estate Journal; 20,000 subscribers)
- Recognized as Gold Partner at all chapter events
- Opportunity to place marketing materials on partner table at all events
- One partner-featured event to promote your company with corresponding advertising via e-blast (4-5 marketing pieces to an audience of 1,200)
- Opportunity to write two, 200-word articles on the topics of your choosing for our chapter's quarterly newsletter
- Opportunity to introduce your company (up to three minutes) at two events of your choosing
- Education scholarship presented in name of partner
- Recognized as Gold Partner on social media channels

Total Value: \$13,850

Silver Partner \$4,000

Includes

- Two Affiliate Memberships in chapter
- Two complimentary tickets to all non-education chapter events
- Listed as Silver Partner on chapter website with logo placement and live link to partner website (7,500 unique pageviews annually)
- Listed as Silver Partner on event and education e-blasts, with live link to partner website (average 10/month; 25,000 opens annually)
- Recognized as Silver Partner at all chapter events
- Opportunity to place marketing materials on partner table at all events
- One partner-featured event to promote your company with corresponding advertising via e-blast (4-5 marketing pieces to 1,200 people)
- Opportunity to write one, 200-word article on the topic of your choosing for our chapter's quarterly newsletter
- Recognized as Silver Partner on social media channels

Total Value: \$6,850

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Partner Packages

Bronze Partner \$2,000

Includes

- One Affiliate Membership in chapter
- One complimentary ticket to all non-education chapter events
- Listed as Bronze Partner on chapter web site with logo placement and live link to partner website (7,500 unique pageviews annually)
- Listed as Bronze Partner on event and education e-blasts, with live link to partner website (average 10/month; 25,000 opens annually)
- Recognized as Bronze Partner at all chapter events
- Recognized as Bronze Partner on social media channels

Total Value: \$3,350

Event Partner

Includes

- \$500 to partner on event
- \$1,000 to exclusively partner on event
- Benefits: Opportunity to help create event with partner as the focus; included on all event marketing



Partner With Us

Yes, I want to partner with the PA/NJ/DE CCIM Chapter

Company _____

Main Contact _____

Position _____

Phone _____

Email _____

Address _____

City, State, Zip _____

Specialization Areas _____

Job Functions _____

Indicate Payment Method Below:

- ☐ **Send me an invoice**
- ☐ **Check for \$ _____ enclosed**

Payable to: PA/NJ/DE CCIM Chapter

Mail to: Harry Young

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United States

Questions?

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