**2019 SPONSORSHIP OPPORTUNITIES**

**DEVELOPERS' DEN**

Schulich School of Business | York University

Presented by: **Altus Group**

# ABOUT DEVELOPERS' DEN

Students in Schulich's Real Estate and Infrastructure program, alongside teams of students from across North America, compete in an industry-specific case competition that hones real estate and business skills by immersing students in real-world scenarios.

Launched in 2011, Developers' Den is the brainchild of George Carras, founder of RealNet, and Andre Kuzmicki, Schulich School of Business. **Developers' Den now stands among the most successful and prestigious real estate case competitions in Canada and the United States**.



## COMPETITION FORMAT

### PRELIMINARY ROUND
#### February 1st 2019

More than 20 teams enter the preliminary round in hopes of being selected for the next stage of the competition. After being provided with the facts of the case, student competitors work in teams to prepare concise and compelling real estate proposals.



### SEMI-FINAL ROUND
#### March 29th 2019

12 qualifying teams arrive at the Schulich School of Business and are greeted with a case twist. This new information requires modifications to their original plan before presenting to a panel of industry experts. The top 3 teams move on to the Final Round.

### THE FINAL ROUND
#### March 29th 2019

Final round teams face the challenge of pitching their proposal to a group of Canada's top real estate experts, followed by an intense question and answer period. Teams compete for cash prizes ranging from $1,500 to $6,000, the admiration of their colleagues, and the coveted Developers' Den trophy.

# GAIN ACCESS TO THE FUTURE OF REAL ESTATE AND INFRASTRUCTURE

Expose your brand and connect with top students from across North America. Past competitions featured students from the following leading schools,

COLUMBIA GSAPP  |  IVEY Business School (WESTERN UNIVERSITY · CANADA)  |  TED ROGERS SCHOOL OF MANAGEMENT RYERSON UNIVERSITY  |  JOHNS HOPKINS CAREY BUSINESS SCHOOL  |  MIT MANAGEMENT SLOAN SCHOOL

Rotman UNIVERSITY OF TORONTO  |  NYU SPS Schack Institute of Real Estate  |  School of Urban and Regional Planning — Planning for people and places. It could be your future.  |  Queen's UNIVERSITY  |  Schulich School of Business | YORK UNIVERSITÉ UNIVERSITY

## CULTIVATING FUTURE LEADERS

Net proceeds from Developers' Den will go toward the **Real Estate and Infrastructure Student Experience Fund** which provides financial assistance for real estate and infrastructure students to attend and participate in case competitions, site visits, industry conferences, skills development and mentorship opportunities.

*An investment in Developers' Den is also an investment in promoting and enhancing the learning experience for Schulich students.*

# GOLD
## LEVEL

**$5,000 SPONSORSHIP**
(2 available)

Make your mark as a pivotal supporter of Developers' Den 2019.

**You will receive highly-coveted branded ownership of the Luncheon and Banquet.** You will be prominently featured every step of the way on signage, verbally and you'll have guest passes for 3 VIPs to mix and mingle with industry professionals and next generation talent.
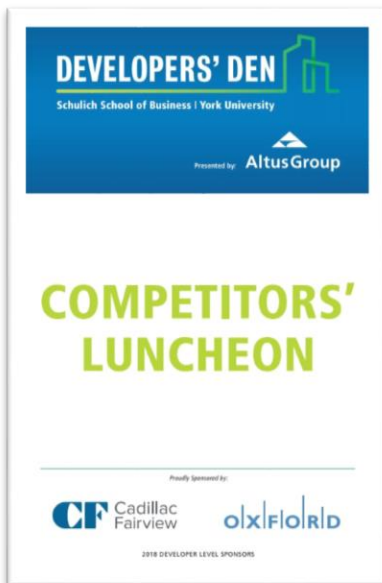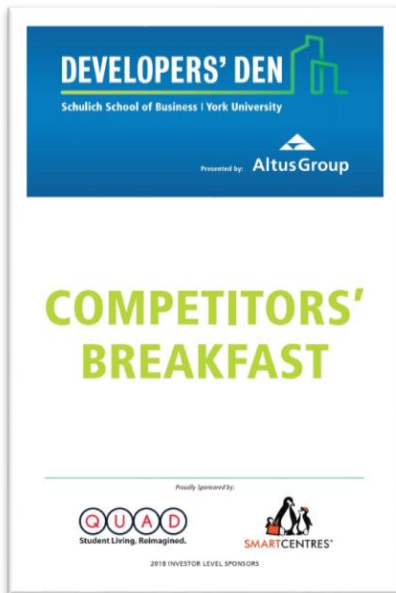


| BENEFITS & RECOGNITION | |
|---|---|
| Hospitality & Engagement | ✓ Three (3) guest passes to attend the Luncheon, Final Presentation Round, Awards Ceremony and Closing Banquet |
| Verbal Recognition | ✓ During the Competition's Opening and Closing Remarks |
| Print/Digital Recognition | ✓ Signage (with logo) on all luncheon/banquet tables |
| | ✓ Digital logo displayed on the screens in the Final Presentation room, Awards Ceremony and Closing Banquet |
| | ✓ Logo printed on the banners displayed at the Competition (2nd tier, prominent listing) |
| | ✓ Logo on the printed agenda for the day, showcasing sponsorship of the Luncheon and Banquet |
| Extended Reach | ✓ Prominent listing of logo listed on the Developers' Den website in advance of event with live link to sponsor's website |
| | ✓ Two custom tweets during event |
| | ✓ Sponsor mention in pre-event communications to delegates and Final Round guest list |
| | ✓ Recognition (text only) in a post-event article, featured in the Schulich Alumni e-newsletter and posted to the Schulich website and Developers' Den website |

# SILVER
## LEVEL

**$3,500 SPONSORSHIP**
(2 available)

Help fuel the talent of tomorrow with **branded ownership of the Developers' Den Breakfast.** Your support enables the future of the industry to perform at their best.

| BENEFITS & RECOGNITION | |
|---|---|
| Hospitality & Engagement | ✓ Two (2) guest passes to attend the Final Presentation Round, Awards Ceremony and Closing Banquet |
| Verbal Recognition | ✓ During the Competition's Opening & Closing Remarks |
| Print/Digital Recognition | ✓ Signage (with logo) on tables in the breakfast space |
| | ✓ Digital logo displayed on the screens in the Final Presentation room and Awards Ceremony |
| | ✓ Logo printed on the banners displayed at the Competition (3rd tier listing) |
| | ✓ Logo on the printed agenda for the day, showcasing sponsorship of the Breakfast |
| Extended Reach | ✓ Prominent listing of logo listed on the Developers' Den website in advance of event with live link to sponsor's website |
| | ✓ Two custom tweets during event |
| | ✓ Sponsor mention in pre-event communications to delegates and Final Round guest list |
| | ✓ Recognition (text only) in a post-event article, featured in the Schulich Alumni e-newsletter and posted to the Schulich website and Developers' Den website |

# BRONZE LEVEL

**$2,750 SPONSORSHIP**
(2 available)

Help celebrate the Developers' Den champions in-person with **branded ownership of the Awards Ceremony.**



| BENEFITS & RECOGNITION | | |
|---|---|---|
| Hospitality & Engagement | ✓ | Two (2) guest passes to attend the Final Presentation Round, Awards Ceremony and Closing Banquet |
| Verbal Recognition | ✓ | During the Competition's Closing Remarks |
| Print/Digital Recognition | ✓ | Digital logo displayed on the screens in the Final Presentation room and Awards Ceremony |
| | ✓ | Logo printed on the banners displayed at the Competition (4th tier listing) |
| | ✓ | Logo on the printed agenda for the day, showcasing sponsorship of the Awards Ceremony |
| Extended Reach | ✓ | Prominent listing of logo listed on the Developers' Den website in advance of event with live link to sponsor's website |
| | ✓ | Sponsor mention in pre-event communications to delegates and Final Round guest list |
| | ✓ | Recognition (text only) in a post-event article, featured in the Schulich Alumni e-newsletter and posted to the Schulich website and Developers' Den website |

# ASSOCIATE LEVEL

**$1,500 SPONSORSHIP**
(10 Available)

| BENEFITS & RECOGNITION | | |
|---|---|---|
| Hospitality & Engagement | ✓ | One (1) guest pass to attend the Final Presentation Round, Awards Ceremony and Closing Banquet |
| Verbal Recognition | ✓ | During the Competition's Closing Remarks |
| Print/Digital Recognition | ✓ | Digital logo displayed on the screens in the Final Presentation room and Awards Ceremony |
| Extended Reach | ✓ | Listing of logo listed on the Developers' Den website |

# ABOUT THE BROOKFIELD CENTRE IN REAL ESTATE & INFRASTRUCTURE

The Brookfield Centre in Real Estate and Infrastructure has established a global leadership role for the School in the expanding and evolving fields of real estate and infrastructure, and the increasingly important intersections between them. First announced in 2016 and made possible by a generous $4 million donation from Timothy R. Price (Hon. LLD '09) and his wife, Frances Price, together with the Brookfield Partners Foundation, the Brookfield Centre is well positioned to become a globally renowned and sought-after real estate and infrastructure education and applied research hub at Schulich.

Since creating the MBA specialization in Real Estate in 1991, Schulich has always been ahead of the curve in helping students build their careers in the industry. In 2010, Schulich expanded the specialization by becoming the first business school in the world to offer a specialization in Infrastructure. In January 2017, Schulich welcomed the inaugural class of its new Master of Real Estate & Infrastructure– the first of its kind. Real Estate & Infrastructure education at Schulich provides real world skills connected to current industry trends while maintaining a unique emphasis on experiential hands-on learning.



## TO PARTNER WITH US:

### CONTACT | Jamil Damji, MBA '15

Chair, 2019 Sponsorship Committee

Developers' Den 2015 Champion

Analyst, Graywood Developments

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**Proudly Presented By:**  Schulich Real Property Alumni Association   Brookfield Centre in Real Estate & Infrastructure   Schulich School of Business | YORK UNIVERSITÉ UNIVERSITY