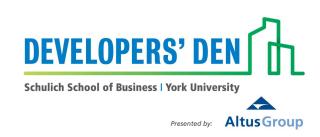


2019 Winners - Rotman School of Management

2020 SPONSORSHIP OPPORTUNITIES



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**.



PRELIMINARY ROUND February 2nd 2020

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.



THE FINAL ROUND March 6th 2020

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.

SEMI-FINAL ROUND March 6th 2020

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.

CULTIVATING FUTURE LEADERS

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 these leading schools.





















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

Awards Ceremony &

Reception Sponsor

\$5,000 SPCNSORSHIP (2 available)

Make your murk as a pivotal supporter of Developers Den 2020.

You'll receive highly-coveted branded ownership of the Awards Ceremony and Reception. You'll 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.





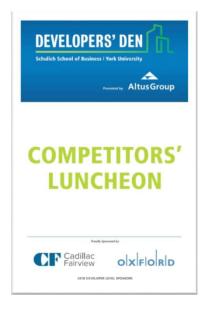
BENEFITS & RECOGNITION Hospitality & Three (3) guest passes to attend the Final Presentation Round, Awards Ceremony and Reception Engager During the Competition's Opening and Closing Remarks cognition Print/Digital Prominent signage (with logo) on all competition tables (2nd Recognition tier); exposure to industry professionals, judges, students and sponsors Digital logo displayed on the screens in the Final Presentation room, Awards Ceremony and Reception Prominent recognition (with logo) on the banners displayed at the Competition (2nd tier) Recognition (logo) on printed agenda for the day, showcasing sponsorship of the Awards Ceremony and Reception Extended Reach Prominent listing of logo 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**

Luncheon Sponsor

\$4,000 SPONSORSHIP (2 available)

You'll be featured or an event signage and receive special recognition at the Luncheon. We'll also recognize your support verbally and provide you with 2 VIP guest passes for the Awards Ceremony and Reception.



Sample 24x36 event signage.

BENEFITS & RECOGNITION Hospitality & Two (2) guest passes to attend the Final Presentation Round, Awards Ceremony and Reception ngageme During the Competition's Opening & Closing Remarks Print/Digital Signage (with logo) on tables in the Luncheon space showcasing sponsorship of the Luncheon; exposure to Recognition competitors and judges Digital logo displayed on the screens in the Final Presentation room and Awards Ceremony Recognition (with logo) on the banners displayed at the Competition (3rd tier) Recognition (logo) on printed agenda for the day, showcasing sponsorship of the Luncheon Prominent listing of logo listed on the Developers' Den Extended website in advance of event with live link to sponsor's Reach 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

Breakfast Sponsor

\$3,000 SPONSOPORIP (2 available)

Help kick-off the logers' Den 2020 as Brenkfast sponsor. Yearl receive special recognition throughout the event and "Yill" guest passes for the Awards Ceremony and Reception.



Sample 24x36 event signage.

ASSOCIATE LEVEL

\$1,500 SPONSORSHIP (10 available)

BENEFITS & RECOGNITION Hospitality & Two (2) guest passes to attend the Final Presentation Round, Awards Engagement Ceremony and Reception During the Competition's Opening & Closing Remarks Signage (with logo) on tables in the breakfast space and on the Print/Digita Recognition printed agenda for the day, showcasing sponsorship of the Breakfast; exposure to mainly student competitors Digital logo displayed on the screens in the Final Presentation room and Awards Ceremony Recognition (with logo) on the banners displayed at the Competition (4th tier) Listing of logo on the Developers' Den website in advance of event Extended with live link to sponsor's website Reach 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

BENEFITS & RECOGNITION		
Hospitality & Engagement	✓	One (1) guest pass to attend the Final Presentation Round, Awards Ceremony and Reception
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 on the Developers' Den website

SPONSOR RECOGNITION

Our generous sponsors are featured in every component of Developers' Den.



All sponsor logos will be featured in the CIBC Marketplace. Competitors, judges and audience members congregate here.



Gold Sponsor logos featured during the Semi-Finalist round.



Gold, Silver and Bronze Sponsors featured during final Round Competition in the 300-seat McEwen Auditorium.



Gold, Silver and Bronze Sponsors featured during the Awards Reception.

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.



BECOME A SPONSOR OF DEVELOPERS' DEN 2020 TODAY!

CONTACT I Chair 2020 of Sponsorship Committee Philip Ristevski, MBA '14 Director, Development at Cadillac Fairview Philip.ristevski@cadillacfairview.com Presented by:



Hosted by:



Schulich Real Property Alumni Association

