

2018 NAIOP Northern Virginia Bus Tour May 3, 2018

To: NAIOP Northern Virginia Members
Date: January 19, 2018
From: Eric Dobson, NAIOP Northern Virginia
Subject: **Request for 2018 Bus Tour Sites**

The 2018 NAIOP Northern Virginia Bus Tour is **THURSDAY, MAY 3, 2018**. The tour this year features properties “Outside the Beltway” – Fairfax and Loudoun markets such as Tysons, Westfields, Reston, Herndon, and Route 28. If you have available space in this market, you need to be involved in the Bus Tour. Office and industrial projects, new construction, approved projects, and major blocks of new or relet space of **40,000 contiguous square feet or more** will be the highlights of the tour.

If you have a project within this area and would like to have it considered for inclusion in the script for the Bus Tour, please fill in the attached form and return it by Wednesday, February 28, 2018.

You should also consider having a booth at the **Bus Tour Trade Show**. This is an over two-hour networking extravaganza where you can meet with the key players in the region and talk with them about your project and services. For information on exhibiting at the Trade Show, please contact Kathleen D’Amato at 703-845-7080 or email kdamato@naiopva.org.

Another great way to highlight your project is to advertise in the **Bus Tour Guidebook**. The guidebook is a comprehensive snapshot of the market today. It features the route and all the properties on the route. The Guidebook also features articles on key issues facing the region and industry as well as articles on the submarkets and communities along the 2018 route. A range of advertising opportunities are available to fit your budget. For more information on advertising in the guidebook, please contact Haley Yeager at 703-845-7080 or email hyeager@naiopva.org. Advertising packages are available on our website.

The NAIOP Northern Virginia Bus Tour is not only *the* premier Bus Tour covering Northern Virginia but it is also recognized as one of the most successful commercial real estate bus tours in the United States, thanks to the great work of our members. If you want to play a key role in making the 2018 Bus Tour a success, consider joining the **Bus Tour Committee**. If interested in helping guide the Bus Tour program for 2018, contact Eric Dobson at 703-845-7080 or email edobson@naiopva.org.



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Return no later than February 28, 2018 to:
NAIOP Northern Virginia
Fax: 703-845-7081 or email edobson@naiopva.org

Here is the site I would like to have considered for the 2018 NAIOP Northern Virginia Bus Tour.

Please include the following site on the Bus Tour (submit a form for each site):
(Please provide as much information as possible.)

Project Name: _____

Submarket: _____

Project Address: _____

Number of Buildings: _____ RBA: _____ Typical Floor Size: _____

SF Available: _____ Rental Rate: _____

Status: Existing Under Construction Proposed

Type of Building: Office Industrial Flex

Owner/Developer: _____

Broker Company/Phone: _____

Delivery/Status: _____

Comments: _____

Submitted by (Name/Company): _____

E-mail: _____ Phone: _____

I would also like to have more information on:

- Advertising in the Guidebook
- Sponsorship Opportunities
- Trade Show Booth
- Bus Tour Committee Membership