

**THE
ALABAMA
CCIM CHAPTER**



CERTIFIED COMMERCIAL INVESTMENT MEMBER

2007

SPONSOR GUIDE

*The Alabama CCIM Chapter is the largest and most active statewide organization of commercial and investment real estate practitioners.
The Chapter has over 300 members throughout the state of Alabama.*

INTRODUCTION

Dear Fellow CCIM Member:

Attached, you will find the 2007 Sponsorship Guide for the Alabama Chapter of CCIM. As you may know, a number of changes were made to the program during 2006 to offer increased opportunities to market your company and its products or services to our members.

Our chapter now offers a tiered sponsorship platform consisting of Silver, Gold, Platinum and Diamond sponsorship levels. Unless you upgraded your sponsorship level in 2006, all existing sponsors have automatically become Silver level sponsors. As an existing sponsor you still have the opportunity to upgrade your sponsorship level to either Gold or Platinum level, which offers increased benefits and marketing opportunities. The benefits and associated sponsorship dues are detailed in the following guide. Please note beginning January 1, 2007, the Platinum level tier will offer exclusivity to your particular industry segment (i.e., investment sales company, title company, leasing, appraisal, etc.). ***There is a limit of 7 Gold Sponsors and 3 Platinum sponsors and are available on a first come, first serve basis by submitting the enclosed registration form to Amy Adkins by email at amy@alabamaccim.com.*** Additionally, the chapter will offer one position as our Diamond sponsor. The Diamond Sponsor position is currently available for \$3,000.

The Board of Directors of our chapter certainly recognize the importance of our sponsors and the role they play, not only to the financial viability of our chapter but with the educational and entertaining experiences the sponsors facilitate on behalf of the members. As we are all aware, the commercial real estate industry is increasingly complex and requires many specialty services from all facets of our industry in order to "close the deal." The Alabama Chapter of CCIM offers you and your company a unique and invaluable networking opportunity. I have personally seen the positive benefits of involvement with our chapter and encourage your participation and involvement. Should you have any questions or comments regarding sponsorship opportunities, please contact me by phone at (205) 991-6700, extension 8190 or by e-mail at chad.hagwood@capmark.com. Your participation and involvement is greatly appreciated!

Chad Thomas Hagwood
Sponsorship Chairman
Alabama CCIM Chapter



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2007 SPONSOR BENEFITS

DIAMOND	PLATINUM	GOLD	SILVER
<ol style="list-style-type: none"> Limited to one company - total investment of \$3,000. Right of first refusal for annual renewal. Prominent placement of your company logo/advertisement in every issue of the chapter newsletter and special recognition as the Diamond sponsor at all events. Co-Event Sponsor of the Annual Market Review, the chapter's largest event. Full page ad in the Annual Membership Directory. Half page company profile in the Annual Directory. Four free admissions to all Chapter meetings and events. Four sets of membership mailing labels per year are available upon request. Table top display area for all meetings. Opportunity to be a co-host at one additional major event at no additional charge. Additionally, the representative from the Host company will be given the opportunity to introduce their company. Insertion in the chapter Web Site with Logo. Diamond sponsor may distribute promotional items to each chapter member in attendance. Receipt of three copies of the Chapter Membership Directory. Opportunity to submit article of interest for publication in Chapter Newsletter. 	<ol style="list-style-type: none"> Limited to 3 Sponsor companies – total investment of \$2,500. Right of first refusal for annual renewal. Prominent placement of your company logo/advertisement in every issue of the chapter newsletter. Full page ad in the Annual Membership Directory. Half page company profile in the Annual Membership Directory. Three free admissions to all Chapter meetings and events. Four sets of membership mailing labels per year are available upon request. Table top display area is available on a first come first serve basis for all meetings (reservations are required). Opportunity to be a co-host at one major event at no additional charge. Platinum Sponsor may distribute promotional items to each chapter member in attendance. Receipt of three copies of the Chapter Membership Directory. Insertion in the Chapter Web Site with Logo. Opportunity to submit article of interest for publication in Chapter Newsletter. 	<ol style="list-style-type: none"> Limited to 7 Sponsor companies – total investment of \$1,500. Right of first refusal for annual renewal. Placement of ad/logo in every issue of the chapter newsletter. Quarter page company profile in the Annual Directory. Two free admissions to all Chapter meetings and events. Two sets of membership mailing labels per year are available upon request. Table top display area is available on a first come first serve basis for all meetings (reservations are required). Opportunity to a co-host CE or CCIM Course at no additional charge. Receipt of two copies of the Chapter Membership Directory. Insertion in the Chapter Web Site with Logo. Opportunity to submit article of interest for publication in Chapter Newsletter. 	<ol style="list-style-type: none"> Total investment of \$750. Ad in every issue of the Chapter Newsletters. Quarter page ad in the Annual Directory. One free admission to all Chapter meetings and events. One set of membership mailing labels per year are available upon request. Table top display area is available on a first come first serve basis for all meetings, (reservations are required). Receipt of copy of the Chapter Membership Directory.

CCIM SPONSOR MEMBER REGISTRATION

Name of Organization _____

Mailing Address Street/Box _____

City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

Primary Contact _____ Secondary Contact _____

Service or Product _____

Sponsorship Level (Select One and Diamond bid if applicable:)

Diamond Level (\$3,000)

Platinum Level (\$2,500)

Gold Level (\$1,500)

Silver Level (\$750)

ADVERTISING:

Standard 2 x 3 block ad that includes a word description of Sponsors' product(s) and or service(s). Select category i.e. architect, title services, financing, attorney, environmental etc.

Category _____

Contact (s) _____

Email Black & White camera ready 2 x 3 ad (in PDF format) to amy@alabamaccim.com.

Please submit your completed registration, include payment of sponsorship dues and call Amy Adkins at 977-3401 / amy@alabamaccim.com.

Make Checks Payable to: Alabama CCIM Chapter

Mail to:

Amy Adkins
Alabama CCIM Chapter
Post Office Box 43996
Birmingham, Alabama 35243
Phone: 977-3401 / Fax: 977-3401



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Education & The Institute

CCIMNet Listings

Site To Do Business

Member Services

CCIM Chapters

2007 CCIM CHAPTER SCHEDULE OF EVENTS

Jan

11th CCIM Directors Meeting at 8:30 a.m.

Feb

9th CCIM Directors Meeting at 8:30 a.m.

Mar

9th CCIM Directors Meeting at 9:00 a.m.

14th – 16th CI-Intro / Huntsville 8:30 – 5:30 p.m.

Apr

13th CCIM Directors Meeting at 8:30 a.m.

May

11th CCIM Directors Meeting 8:30 a.m.

14th – 18th CI-102/Birmingham 8:30 – 5:30 p.m.

Annual Spring Event – Date TBD

June

8th CCIM Directors Meeting at 8:30 a.m.

July

13th CCIM Directors Meeting at 8:30 a.m.

Annual Summer Event – Date TBD

August

10th CCIM Directors Meeting at 8:30 a.m.

September

14th CCIM Directors Meeting at 8:30 a.m.

October

12th CCIM Directors Meeting at 8:30 a.m.

3rd – 5th CI-Intro / Orange Beach, AL 8:30 – 5:30 p.m.

Annual Fall Event – Date TBD

November

9th CCIM Directors Meeting at 8:30 a.m.

16th CCIM/NAIOP Market Review – The Harbert Center 7:00 a.m.

December

14th CCIM Directors Meeting at 8:30 a.m.

Annual Christmas Holiday Party – Date TBD



2007 ALABAMA CCIM CHAPTER SPONSORS

<u>Sponsor</u>	<u>Company</u>	<u>Phone</u>
Jim Andrews	Commercial Property Directory of AL	205-910-1282
Chris Baker, CCIM	Baker Valuation, Inc.	205-940-9979
Dean Burgess	AmSouth Bank	205-326-5459
Adam Burst	Birmingham Business Journal	205-443-5622
Kathryn Carver	Liberty Title Company, LLC	205-298-8040
Tom Crawford	The Title Group, Inc.	205-251-8484
David Dees, CPA	Berk, Patterson, P.C.	205-969-1040
Neill Fox, CCIM	Compass Bank	205-297-3280
Foster Goodwin	LandAmerica Financial Group	205-868-1000
Chad Hagwood	Capmark Finance Inc.	205-991-6700
Phil Harden	Maxus Construction Company	205-733-1214
Jerry Kimbrough	Warren, Averett, Kimbrough & Marino	205-979-4100
Kevin Kynerd	Bradford Building Company	205-970-4975
Randolph Lanier	Balch & Bingham	205-226-3487
John Lauriello, CCIM	Southpace Properties	205-326-2222
Ken Madison	Saiia Construction	205-290-0400
Mike McCown	PPM Consultants, Inc.	205-836-5650
Dwight Mixson	Burr & Forman, LLP	205-458-5280
Mac Moncus	Corley Moncus, P.C.	205-879-5959
Sam Renta	Wachovia Small Business Capital	205-982-7900
John Segrest	Collateral Mortgage Capital, LLC	205-978-1842
William Silsbee	Laureate Capital	205-871-8146
Bill Thagard	Granger Thagard & Associates	205-930-0833
John Thornton	CIT Small Business	256-351-0913
Tony Truitt	Truitt Insurance Agency Inc.	205-254-3005
David Williamson	CapitalSouth Bank	205-803-5846
Al Wolnski	Gallet & Associates	205-943-5247



2007 ALABAMA CCIM CHAPTER BOARD OF DIRECTORS

<u>Name</u>	<u>Officer/Chairman</u>	<u>Company</u>	<u>Phone</u>
Donna Cox, CCIM	President	C. Banker Comm-Eyster Prop.	205-871-1940
Barbara Bushnell, CCIM	President-Elect	Eason, Graham & Sandner	205-939-4440
Chip Watts, CCIM	Vice President	Watts Realty Company	205-251-1267
John Hardin, CCIM	Secretary/Treasurer	Southpace Properties	205-326-2222
Amy Adkins	Chapter Administrator	Alabama CCIM Chapter	205-977-3401
Brent Falkenhagen, CCIM	Past President	Wachovia Bank	205-667-6202
Howard King, CCIM	Past President	Watts Realty Company	205-251-1267
Connie Harris, CCIM	Programs	Daniel Corporation	205-443-4500
George Lander, CCIM	Programs	Collateral Mortgage Capital	205-978-1942
Eugene Sak, CCIM	Membership	ProSouth Commercial Realty	256-349-0792
Wes Cline, CCIM	Membership	C. Banker Comm-Eyster Prop.	205-871-1940
Steve Coleman, CCIM	Educ./Scholar./Historian	Lawrence-Arendall-Humphries	205-423-3107
Rick Smith, CCIM	Designee Promo	Frederic Smith, Broker	205-531-7089
Julie Gieger, CCIM	Candidate Guidance	Southpace Properties	205-326-2222
Andrew Loveman, CCIM	Candidate Guidance	Southpace Properties	205-271-7222
David Ashford, CCIM	Tech/Data Resources	Southpace Properties	205-326-2222
Eric Higgins, CCIM	Legal/Legislative	Colonial Properties Trust	334-270-6700
Chad Hagwood	Sponsors/Affiliates	Capmark Finance Inc.	205-991-6700
Jim Andrews	Publications	Commercial Property Directory	205-910-1282
Jason Stinson, CCIM	At Large	Commercial Realty Services	256-549-1894
Dick Berliner, CCIM	At Large	UAB Office of Real Estate	205-934-7467



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