



17<sup>TH</sup> ANNUAL

# YOUTH IN REAL ESTATE

SPONSORSHIP OPPORTUNITIES

TUESDAY, NOVEMBER 9 | 4 - 5 P.M.





**I AM THE FIRST BLACK STUDENT BODY PRESIDENT AT YALE UNIVERSITY. BGCGW PROVIDED THE FOUNDATION FOR MY “GREAT FUTURE”, AND I SUPPORT BGCGW SO CLUB KIDS HAVE THE SAME OPPORTUNITIES THAT I HAD GROWING UP—THE OPPORTUNITIES THAT GOT ME TO WHERE I AM TODAY.”**

**- KAHLIL GREENE**



**BOYS & GIRLS CLUBS  
OF GREATER WASHINGTON**

# THE POWER OF PARTNERSHIPS

Today and every day, we're doing whatever it takes to give kids a great future. As our partners, you enable us to continue this essential work amid a time when our youth's futures are more important than ever.

## SERVING OUR COMMUNITIES

### A SAFE SPACE FOR CHILDREN

33%



OF OUR MEMBERS IN WASHINGTON, D.C. COME FROM SINGLE PARENT/ LOW INCOME HOUSEHOLDS. AS PARENTS RETURN TO WORK, OUR CLUBS OFFER A PLACE FOR LEARNING AND GROWTH FOR THEIR CHILDREN.



SUMMER CAMPS ARE OPEN FOR IN PERSON AS OF JUNE 2021, WILL BE SERVING OVER 700 YOUTH ON A WEEKLY BASIS ACROSS THE REGION.

### PROGRAMMING

35%

OF LOW-INCOME FAMILIES DO NOT HAVE HIGH-SPEED INTERNET, YET WE SERVE NEARLY 300 MEMBERS DAILY THROUGH OVER 1,600 HOURS OF VIRTUAL AND IN-PERSON PROGRAMMING.



STARTING SUMMER 2021 WILL BE INCORPORATING 2 DAILY HOURS OF MATH TUTORING TO COMBAT LEARNING LOSS DUE TO COVID.



### NOURISHMENT

67%

OF OUR MEMBERS IN WASHINGTON, D.C. QUALIFY FOR FREE OR REDUCED LUNCH. WE PROVIDE MEALS TO OUR MEMBERS DAILY TO ENSURE THEY CAN FOCUS AND ENGAGE WITH OUR PROGRAM THAT KEEP THEM MENTALLY AND PHYSICALLY ACTIVE.

## ACHIEVING DREAMS

Your partnership directly impacts our commitment to our local youth. Together we leverage our unique strengths in the following areas:



### TRANSFORMATIVE PROGRAMMING

PROVIDES YOUTH WITH ESSENTIAL ACADEMIC, SOCIAL AND EMOTIONAL SKILLS



### CAPITAL INVESTMENT

ALLOWS FOR EFFECTIVE OPERATIONS AND CREATION OF BRIGHT, WELCOMING ENVIRONMENTS



### VISIONARY LEADERSHIP

ENSURES ADEQUATE FINANCIAL RESOURCES TO ENGAGE LEADERS WHO ADVANCE OUR MISSION

# 2021 CHAIR AND HONOREES

We are honored to recognize these distinguished leaders in the real estate industry. Please join us in welcoming our 2021 Youth in Real Estate Chair (below) and our 2021 Honorees (right).



**JULIE A. SMITH**

2021 Youth in Real Estate Chair  
Chief Administrative Officer  
The Bozzuto Group



**ANGELA D. ALSOBROOKS**

County Executive  
Prince George's County, Maryland



**SUZANNE HILLMAN**

President & CEO  
Southern Management



**DOUG FIRSTENBERG**

Founding Principal  
Stonebridge



**SUZANNE BRENNAN  
FIRSTENBERG**

Artist, Flash Sideways Studio

# YOUTH IN REAL ESTATE SPONSORSHIP OPPORTUNITIES

Together – we inspire and enable creating pathways for success and bridging the divide for kids who need us most.

## THE IMPORTANCE OF PARTNERSHIP SUPPORT

We believe every child should have what they need to reach their full potential—fueling our drive to deliver the highest-quality Club experience for each of them. Our partnerships within the real estate industry align the critical work being done in Clubs throughout greater Washington, D.C. with business and corporate social responsibility objectives. The generosity, passion and commitment of you, our mission-aligned partners, is undeniable, and the impact of your contributions is felt in our communities.

The following partnership opportunities are available to you in support of this year's Youth in Real Estate event.

## \$50,000 – BUILDER OF BGCGW

As a Builder of BGCGW, you help support over 30 annual memberships for Joe's Kids Fund. Named in honor of Joseph Stettinius, Jr., a long-time supporter and dedicated member of the BGCGW family, the Fund will help to offset the membership costs for a youth to attend the Club. A founding member of the Youth in Real Estate Luncheon, a past honoree, and member of the BGCGW Metro Board of Directors for 15 years, Joe was a caring, compassionate advocate of the Club mission.

To thank you for your profound generosity, we are pleased to offer you the following:

- Company executive to make remarks during opening welcome
- Company recognized in opening welcome
- Company logo on all event materials (website, collateral, etc.)
- Company logo and excerpt in event focused network email
- Company logo in Washington Business Journal post-event advertisement
- Two (2) pre-event dedicated social media posts and one (1) post-event dedicated social media post (Facebook and Twitter)
- Thirty (30) tickets which include:
  - Access to event livestream
  - Happy hour food and beverages for up to thirty (30) guests
- Six (6) tickets to 2021 in person patron party with 2021 Honorees (September)

## \$25,000 – PILLAR OF SUCCESS

Partnering with us as a Pillar of Success supports the cost of providing critical resources such as two meals a day for 2,500 Club members, allowing them to maintain their energy and ability to focus on learning and the programs we offer, instead of worrying about a packed lunch or when they will eat next.

To recognize your meaningful contribution, please accept the following offerings:

- Company recognized in opening welcome
- Company logo on all event materials (website, collateral, etc.)
- Company logo in event focused network email
- Company logo in Washington Business Journal post-event advertisement
- One (1) pre- and post-event dedicated social media post (Facebook and Twitter)
- Twenty (20) tickets which include:
  - Access to event livestream
  - Happy hour food and beverages for up to twenty (20) guests
- Four (4) tickets to 2021 in person patron party with 2021 Honorees (September)

## \$15,000 – PARTNER POWERING DEVELOPMENT

Your contribution as a Partner Powering Development will help us provide items like winter coats, gloves and hats for 100 members this winter—providing warmth and comfort during their travels to and from the Clubs and allowing their families to use their resources towards other essential items.

In exchange for your generous support, we offer you the following:

- Company recognized in opening welcome
- Company logo on all event materials (website, collateral, etc.)
- Company logo in Washington Business Journal post-event advertisement
- One (1) pre- and post-event dedicated social media post (Facebook and Twitter)
- Twenty (20) tickets which include:
  - Access to event livestream
  - Happy hour food and beverages for up to twenty (20) guests
- Four (4) tickets to 2021 in person patron party with 2021 Honorees (September)

# YOUTH IN REAL ESTATE SPONSORSHIP OPPORTUNITIES

Together – we inspire and enable creating pathways for success and bridging the divide for kids who need us most.

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## \$10,000 – FRAMEWORK SUPPORTER

As a Framework Supporter, your partnership supports the ability to supply the Clubs with state-of-the-art equipment such as 12 new computers for a Club learning lab, helping us eliminate the technology gap for youth and continue investing in modernized technology equipment and systems for organizational alignment.

In recognition of your thoughtful donation, please accept the following offerings:

- Company name listed on all event materials (website, collateral, etc.)
- Company name in Washington Business Journal post-event advertisement
- One (1) pre- and post-event dedicated social media post (Facebook and Twitter)
- Ten (10) tickets which include:
  - Access to event livestream
  - Happy hour food and beverages for up to ten (10) guests
- Three (3) tickets to 2021 in person patron party with 2021 Honorees (September)

## \$7,500 – FOUNDATIONAL TEAMMATE

Our Foundational Partners enable BGCGW to provide engaging resources as part of their educational programs such as 150 at-home robotic STEM kits for our members, providing exposure to skillsets and career paths in science, technology, engineering and math skillsets that they may have never otherwise explored.

As a token of our appreciation for your kind gift, please accept the following:

- Company name listed on all event materials (website, collateral, etc.)
- One (1) pre- and post-event shared social media post (Facebook and Twitter)
- Ten (10) tickets which include:
  - Access to event livestream
  - Happy hour food and beverages for up to ten (10) guests
- Two (2) tickets to 2021 in person patron party with 2021 Honorees (September)

## \$6,000 – GROUND-BREAKING ADVOCATE

As a Ground-Breaking Advocate, you create untold possibilities for our youth. Your financial partnership allows BGCGW the opportunity to make investments in the future of their members such as college scholarships for the Youth of the Year leadership program finalists, helping us foster a new generation of leaders, fully prepared to live and lead in a diverse, global and integrated world economy.

To thank you for your generous support, we are delighted to extend the following offerings:

- Company name listed on all event materials (website, collateral, etc.)
- Ten (10) tickets which include:
  - Access to event livestream
  - Happy hour food and beverages for up to ten (10) guests

## TICKET OPTIONS

Similar to our private or corporate partners, donor-advised funds help further BGCGW's mission by facilitating gifts from individuals who want to invest in the success of our nation's youth, providing the blueprint for them to thrive.

In exchange for supporting BGCGW, we are delighted to extend the following offerings:

[For a gift of \\$500, please accept our Ticket for Two package:](#)

- Access to event livestream
- Happy hour food and beverages for two (2) guests

[For a gift of \\$300, please accept our Ticket for One package:](#)

- Access to event livestream
- Happy hour food and beverages for one (1) guest

# JOE'S KIDS SUPPORT OPPORTUNITIES

Together – we inspire and enable creating pathways for success and bridging the divide for kids who need us most.

## THE IMPORTANCE OF PARTNERSHIP SUPPORT

The Joe's Kids Fund was formed to pay tribute to Youth In Real Estate founding member and BGCGW Metro Board member, Joseph Stettinius, Jr., in support of youth membership costs. The Fund will help to offset the membership costs for a youth to attend the Club. A founding member of the Youth in Real Estate Luncheon, a past honoree, and member of the BGCGW Metro Board of Directors for 15 years, Joe was a caring, compassionate advocate of the Club mission. An annual membership for the school year costs BGCGW \$1,500, but families are only charged \$50. BGCGW never turns a family away due to inability to pay, and the Joe's Kids fund allows BGCGW to provide annual memberships to more youth in the Greater Washington Area.

In addition to your sponsorship, will you consider a \$1,500+ donation allowing more kids access to academic enrichment, workforce readiness and healthy life skills?

## JOE'S KIDS DONATION LEVELS AND BENEFITS

### \$7,500+

- Name included in fourth annual thank you letter to Stettinius family
- Name listed as a Joe's Kids Donor in Youth in Real Estate Event virtual and printed collateral
- End of Year Letter from BGCGW Joe's Kid
- Invitation for Private Club Tour with BGCGW Joe's Kid
- Invitation to attend Club activity with BGCGW Joe's Kid
- Two (2) tickets to attend Joe's Kids Celebration event

### \$6,000

- Name included in fourth annual thank you letter to Stettinius family
- Name listed as a Joe's Kids Donor in Youth in Real Estate Event virtual and printed collateral
- End of Year Letter from BGCGW Joe's Kid
- Invitation for Private Club Tour with BGCGW Joe's Kid
- Invitation to attend Club activity with BGCGW Joe's Kid

### \$3,000

- Name included in fourth annual thank you letter to Stettinius family
- Name listed as a Joe's Kids Donor in Youth in Real Estate Event virtual and printed collateral
- End of Year Letter from BGCGW Joe's Kid
- Invitation for Private Club Tour with BGCGW Joe's Kid

### \$1,500

- Name included in fourth annual thank you letter to Stettinius family
- Name listed as a Joe's Kids Donor in Youth in Real Estate Event virtual and printed collateral
- End of Year Letter from BGCGW Joe's Kid

### \$750

- Name included in fourth annual thank you letter to Stettinius family
- Name listed as a Joe's Kids Donor in Youth in Real Estate Event virtual collateral

### \$500

- Name included in fourth annual thank you letter to Stettinius family
- Name listed as a Joe's Kids Donor in Youth in Real Estate Event virtual collateral

### \$125

- Name included in fourth annual thank you letter to Stettinius family

\* Joe's Kids Donations are 100% Tax Deductible.

# OUR 2020 MISSION-ALIGNED PARTNERS

Join the greater Washington, D.C. real estate community in delivering life-changing programs to the young people we serve.

## BUILDER OF BCGW



## PILLAR OF SUCCESS



## PARTNER POWERING DEVELOPMENT



## 2020 MISSION-ALIGNED PARTNERS

### FRAMEWORK SUPPORTER

- Alpha Corporation
- Arent Fox LLP
- Avalon Bay Communities
- Bank of America
- Beltway Cleaning Services
- B.F. Saul Company
- The Bozzuto Group
- Carr Companies
- CIM Group
- Clark Enterprises
- Colonial Parking
- Fidelity National Title – DC
- Giant Food
- Goulston & Storrs PC
- Grunley Construction
- Klingman & Associates
- The Meridian Group
- PNC
- United Bank

### FOUNDATIONAL TEAMMATE

- Avison Young
- Burke & Herbert Bank
- Chicago Title – NCS DC
- CIVITAS Commercial Real Estate Services Kastle Systems
- Newmark
- Toole, Katz & Roemersma LLP
- Venable LLP

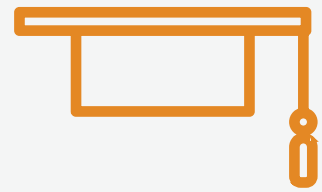
### GROUND-BREAKING ADVOCATE

- Baker DC
- Beacon Capital Partners
- Bear Advisors
- Beyer Blinder Belle
- Brookfield Properties
- Carr Properties
- CBRE
- CREW DC
- Davis Construction
- Fairfield Properties
- First Washington Realty
- Greenstein Delorme & Luchs, P.C Gould I Oxford Partnership
- Iron Point Partners
- JLL
- Kaplan, Gewirz & Small Families KPMG
- LOWE
- Marcus Partners
- Minkoff Company, Inc.
- Morris, Manning & Martin LLP MRP Realty
- National Government Properties Realterm Properties
- Roadside Development
- Rockefeller Group
- Ruppert Companies
- Skanska
- Stroock
- US Bank
- WashREIT



# BUILDING BRIGHT FUTURES

Your support directly impacts the futures of boys and girls of all backgrounds, especially those who need us most, build confidence, develop character and acquire the skills needed to become productive, civic-minded, responsible adults.

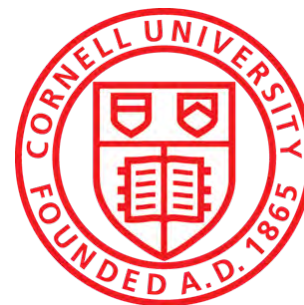


**99%** OF OUR HIGH SCHOOL SENIORS GRADUATED ON TIME



**100%** ARE PURSUING A COLLEGE EDUCATION

**UPON GRADUATING AND PARTING WAYS WITH OUR CLUBS, BCGW MEMBERS ARE NOW ATTENDING TOP UNIVERSITIES ACROSS THE NATION SUCH AS:**





“

FOR MORE THAN 135 YEARS SERVING D.C., BCGW HAS NEVER BEEN MORE RELEVANT THAN IT IS TODAY. IT IS TIME WE ALL INVEST MORE IN OUR YOUTH BY INVESTING MORE IN BCGW. OUR STRATEGIC PLAN OUTLINES OUR ENORMOUS POTENTIAL IF WE ALL PULL TOGETHER. I'M 100% ALL IN AND VERY EXCITED.”

- LACY RICE, MANAGING PARTNER, FCP



**BOYS & GIRLS CLUBS**  
OF GREATER WASHINGTON

[bgcgw.com](http://bgcgw.com)