



**BOYS & GIRLS CLUBS  
OF GREATER WASHINGTON**

Celebrating **20** YEARS

# YOUTH & REAL ESTATE EVENT

**EXCLUSIVE  
"VIP"  
PRE-PARTY**

See sponsor  
benefits for  
details

**NOVEMBER 13, 2024**

**11:30 AM - 1:30 PM | MARRIOTT MARQUIS, WASHINGTON, DC**

## 2024 HONOREES



**SHALOM BARANES**  
Founding Principal  
*SHALOM BARANES ASSOCIATES*



**JOHN P. DREW**  
President, *DREW COMPANY*  
President & CEO, *TCMA*



**ROBERT C. KETTLER**  
Founder & CEO  
*KETTLER*



**2024 EVENT CHAIR**  
**RORY PILLSBURY**  
Senior Vice President, *ALTUS REALTY*

FOR MORE INFORMATION: Terri Johnson, [tjohnson@bgcgw.org](mailto:tjohnson@bgcgw.org)



**BOYS & GIRLS CLUBS**  
OF GREATER WASHINGTON

*Celebrating* **20** YEARS

**YOUTH & REAL ESTATE (YRE)**

## OUR HISTORY

In 2004, a small group of passionate individuals - BGCGW board members who were also in the real estate space - came together with a shared idea: to create an event that would provide a way to recognize the impactful work being done by their peers while simultaneously raising funds in support of the hundreds of youth served by Boys & Girls Clubs of Greater Washington.



At the heart of YRE are the many real estate professionals whose dedication and tireless efforts have brought us to this 20th anniversary celebration. We extend our deepest gratitude to our committees, sponsors and partners, whose unwavering support has made a positive impact on our kids. Year to date they have raised over \$10.5M!

## OUR FUTURE

We extend a warm invitation for you to join us in our ongoing efforts to positively influence the lives of our youth and families, and to foster stronger connections within the real estate community.

***Empowering Young Minds  
for a Brilliant Tomorrow***





**EVENT COMMITTEE**

- Rory Pillsbury, Chair**  
*Altus Realty*
- Amanda Benton**  
*Gould Property Company*
- Tiffany Butcher**  
*Elme*
- Jim Camlek**  
*DAVIS Construction*
- Walter Coker**  
*Berkadia*
- Ralph Crozier**  
*LOWE*
- Paul Deschamps**  
*Bank of America*
- John Drew**  
*Trade Center Management Associates*
- Austin Flajser**  
*Carr Companies*
- Jeffrey Keitelman**  
*Hogan Lovells*
- Bill Krokowski**  
*Requity Real Estate*
- Phil Mudd**  
*Cushman & Wakefield*
- Jim Murphy**  
*MRP Realty*
- Kristin Niver**  
*Thompson Coburn LLP*
- Debbie Ohlmacher**  
*CEI Realty LLC*
- Hilary Provinse**  
*Berkadia*
- Lacy Rice**  
*FCP*
- Julie Smith**  
*The Bozzuto Group*
- Skye Stansbury**  
*Walker & Dunlop*
- Jennifer Tatum**  
*Skanska*
- Phillip Thomas**  
*CBRE*
- Charlotte Troup Leighton**  
*Chicago Title Insurance Company*
- Wendy White**  
*Goulston Storrs PC*
- Roger Winston**  
*Ballard Spahr*
- David Zafirovic**  
*Resolution Capital Management*

**\$50,000 – BUILDER OF BCGCW**

*To thank you for your profound generosity, we offer the following benefits:*

- Company Executive to make remarks during opening welcome
- Company recognized in opening welcome
- Company logo on all event materials (sponsor video, website, collateral, etc.)
- Company logo and excerpt in event focused email (10k recipients)
- Full color ad (5”W x 8”L) on front or back cover of event program
- Company logo in Washington Business Journal post-event advertisement
- Two (2) pre-event and one (1) post-event dedicated social media post
- Three tables (30 tickets) to YRE networking reception and luncheon (November 13, 2024)
- Fifteen (15) tickets to 2024 VIP pre-party reception (October 16, 2024)

**\$25,000 – PILLAR OF SUCCESS**

*To recognize your meaningful contribution, we offer the following benefits:*

- Company recognized in opening welcome
- Company logo on all event materials (sponsor video, website, collateral, etc.)
- Company logo in event focused email (10k recipients)
- Full black and white ad (5”W x 8”L) in event program
- Company logo in Washington Business Journal post-event advertisement
- One (1) pre-event and post-event dedicated social media post
- Two tables (20 tickets) to YRE networking reception and luncheon (November 13, 2024)
- Ten (10) tickets to 2024 VIP pre-party reception (October 16, 2024)

**\$15,000 – PARTNER POWERING DEVELOPMENT**

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

- Company recognized in opening welcome
- Company logo on all event materials (sponsor video, website, collateral, etc.)
- Full black and white ad (5”W x 8”L) in event program
- Company logo in Washington Business Journal post-event advertisement
- One (1) pre-event and post-event dedicated social media post
- Two tables (20 tickets) to YRE networking reception and luncheon (November 13, 2024)
- Six (6) tickets to 2024 VIP pre-party reception (October 16, 2024)



**Contributions in excess of \$125 per event attendee are tax-deductible.**

**\*ADS AND LOGOS: PDF, PNG OR JPEG (300 DPI) | SUBMISSION DEADLINE: COB OCTOBER 25, 2024**

## SPONSORSHIP OPPORTUNITIES

### \$10,000 – FRAMEWORK SUPPORTER

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

- Company logo on all event materials (sponsor video, website, collateral, etc.)
- Half page, black and white ad (5"W x 4"L) in event program
- Company name in Washington Business Journal post-event advertisement
- One (1) pre-event and post-event dedicated social media post
- One table (10 tickets) to YRE networking reception and luncheon (November 13, 2024)
- Four (4) tickets to 2024 VIP pre-party reception (October 16, 2024)

### \$7,500 – FOUNDATIONAL TEAMMATE

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

- Company name listed on all event materials (sponsor video, website, collateral, etc.)
- Half page, black and white ad (5"W x 4"L) in event program
- One (1) pre-event and post-event dedicated social media post
- One table (10 tickets) to YRE networking reception and luncheon (November 13, 2024)
- Two (2) tickets to 2024 VIP pre-party reception (October 16, 2024)

### \$1,800 – JOE'S KIDS DONATION

*In recognition of your thoughtful donation, one Club member will receive access to life-changing programs, opportunities and experiences for one year.*



The Joseph Stettinius, Jr. Kids Fund (**Joe's Kids**) was formed to pay tribute to a dedicated volunteer, founding member of the Youth & Real Estate event, a past honoree and a 15-year member of the BCGW Metropolitan Board of Directors.

Joe's Kids plays a crucial role in mitigating the actual expense of yearly Club memberships, \$1,800. Our families only pay \$50, ensuring that no child is turned away for the inability to pay. By doing so, **Joe's Kids** extends opportunities to more children, granting them access to transformative experiences.



# GREATER TOGETHER

Contributions in excess of \$125 per event attendee are tax-deductible.

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BOYS & GIRLS CLUBS  
OF GREATER WASHINGTON

# The World is Complicated.

Helping kids is simple.



## PowerHour

Power Hour is a homework help and tutoring program encouraging youth to become self-directed learners.

## MoneyMatters

Money Matters is a teen financial literacy program promoting fiscal responsibility and independence.

## SmartGirls

Smart Girls is a health and self-esteem empowerment program for girls.

## Keystone

Keystone Club is a character, leadership development and community service program.

## TriplePlay

Triple Play is a comprehensive health and wellness program that aims to improve and increase physical activity, good nutrition and health relationships.

## PassportToManhood

Passport to Manhood teaches responsibility to boys ages 11 to 14 with sessions that focus on a specific aspect of character and manhood through highly interactive activities.

## diplomas2Degrees

diplomas2Degrees (d2D), a college readiness program, provides a range of services to guide Club members as they work toward high school graduation and prepare for post-secondary education and career success.

## DIYSTEM

DIY STEM is a hands-on, activity-based STEM curriculum which connects youth to science themes they encounter regularly.

**& much, much more!**

## Our Programs Make An

# IMPACT

**100%**  
of Club kids  
graduate from  
high school on  
time

**95%**  
of seniors  
continue on to  
college

**65%**  
state that the  
Club saved  
their life

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Email: \_\_\_\_\_

### I wish to support at the following level:

- |                                                                 |                                                                             |
|-----------------------------------------------------------------|-----------------------------------------------------------------------------|
| <input type="checkbox"/> \$50,000: Builder of BGCGW             | <input type="checkbox"/> \$1,800: Joe's Kids Donation                       |
| <input type="checkbox"/> \$25,000: Pillar of Success            | <input type="checkbox"/> \$1,000: Individual Ticket                         |
| <input type="checkbox"/> \$15,000: Partner Powering Development | <input type="checkbox"/> \$300: Young Professional Ticket (35 yrs. & under) |
| <input type="checkbox"/> \$10,000: Framework Supporter          | <input type="checkbox"/> I cannot attend. Please accept my Joe's Kids       |
| <input type="checkbox"/> \$7,500: Foundational Teammate         | donation of \$ _____                                                        |

To pay online please contact Cassie Meltzer, [cmeltzer@bgcgw.org](mailto:cmeltzer@bgcgw.org).

Please make check made payable to:  
BGCGW | Attn: Cassie Meltzer  
4103 Benning Road, NE | Washington, DC 20019

Please send an invoice.

**Payment Method:**

Credit Card #:	Exp. Date:	CVC #:	Billing Zip:
_____	_____	_____	_____

I agree to contribute the amount noted above to BGCGW. Payments shall be paid by check, credit card, electronic funds transfer, stocks or other securities or other acceptable methods. Contributions of readily marketable securities will be values at the current market value on the date of transfer to BGCGW. I intend to submit payment by November 6, 2024.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_