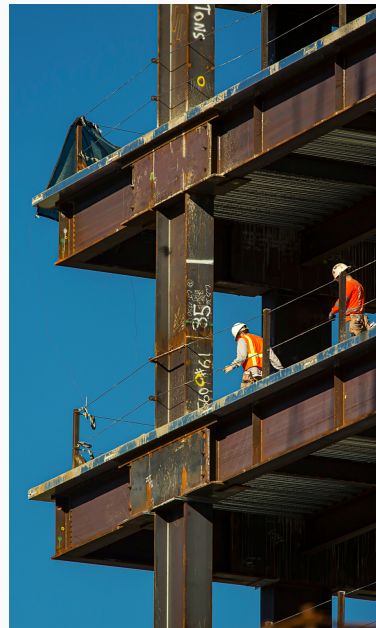


# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
SoCAL CHAPTER

# 2021 SPONSORSHIP

918 E. SANTA ANA BLVD. SANTA ANA, CA 92701  
TEL: (714) 550-0309 | FAX: (714) 550- 8003



BE A SPONSOR,  
PARTNER AND  
LEADER IN THE  
INDUSTRY WITH  
NAIOP SoCAL





MESSAGE FROM CEO AND PRESIDENT

# NAIOP SoCal CHAPTER

First and foremost, we hope you, your colleagues and families are healthy and safe.

We invite you to be a 2021 sponsor of NAIOP SoCal.

NAIOP, the Commercial Real Estate Development Association, is the premier national organization of developers, owners, and related professionals in office, industrial, retail and mixed-use real estate. The NAIOP SoCal Chapter serves Los Angeles and Orange Counties and is the second largest chapter in the United States. A NAIOP SoCal sponsorship provides access to more than 1,000 real estate professionals and 500 of the top commercial real estate firms in Southern California.

Our top priority remains to provide sponsors and members with relevant education, updates and opportunities to network even during this challenging time. Despite the disruption, NAIOP SoCal has accomplished much so far in 2020 including:

- 17 NAIOP U Zoom webinars including a dynamic “Resiliency and Recovery” series featuring leading experts in office, industrial, retail, mixed-use and capital markets
- Prominent recognition of all NAIOP SoCal Corporate Sponsors throughout the year
- Defeat SB 939, proposed legislation which would have negated all commercial leases and allowed tenants the unilateral right to walk away from signed lease agreements
- Launching a Diversity Task Force and NAIOP U Series focused on building and developing a more diverse and inclusive culture within the commercial real estate industry in the NAIOP SoCal Chapter
- Celebrating the 15th Anniversary of the NAIOP SoCal Young Professionals Group (YPG) program which has more than 500 alumni and 14 current Board members
- Spearheading the opposition to Proposition 15, which would dismantle decades-long tax protections for commercial real estate

In June we hired our first-ever CEO, Tim Jemal. Tim is focused on leading us through this challenging time and ensuring NAIOP SoCal will continue offering top-notch programs and networking to the membership. Tim will be leading our legislative advocacy to more deeply engage members not only to combat harmful legislation but build new bridges for our industry with key decision-makers from all levels of government.

We expect 2021 to be even more robust which includes the following sponsor benefits:

#### Marketing & Networking:

- Prominent recognition on all NAIOP SoCal marketing collateral, a brand-new Chapter website and at all Chapter programs and events.
- A return to carefully-planned in-person events including Night at the Fights, USC vs. UCLA Real Estate Challenge and annual Golf Tournaments.

#### Education & Community Service:

- Mentoring and training programs ranging from senior executive levels to young professionals.
- NAIOP-U educational workshops and in-depth industry programs.
- Support NAIOP SoCal's Diversity Initiative by creating strong partnerships colleges universities and high schools.

#### Legislative & Government Affairs:

- Bolstering member engagement in government and legislative affairs.
- Providing exclusive access to key decision-makers in LA and Orange Counties, Sacramento and Washington, D.C.

We encourage you to contact us with questions and look forward to having you as a sponsor in 2021.


Sincerely,



Tim Jemal  
CEO  
NAIOP SoCal



Pamela Westhoff | Board President  
Partner  
Sheppard Mullin



Rob Antrobus | President-Elect  
Co-Chair, Sponsorship Committee  
Senior Vice President, Market Officer - Los Angeles  
Prologis

NAIOP SoCal CHAPTER OFFICE:

918 E. SANTA ANA BLVD. SANTA ANA, CA 92701 TEL: (714) 550-0309 FAX: (714) 550- 8003

MEMBERSHIP OPPORTUNITY

# NAIOP SoCal CHAPTER

## What A NAIOP SoCal Membership Can Do For You

Serving Los Angeles and Orange counties, NAIOP SoCal is the leading commercial real estate trade organization in Southern California with over 1,000 members. Our mission is to provide a unified voice to protect and enhance the commercial real estate industry and quality of life in Southern California.

“Since 2005, NAIOP SoCal has been an invaluable resource for my career growth and a vital tool for the companies I represent”

Emily Mandrup - VP Industrial Development,  
LBA Realty | LBA Logistics

### EDUCATION



To establish and promote our image as a leadership organization; a key provider of high value programs, products and services for our members.

### LEGISLATION



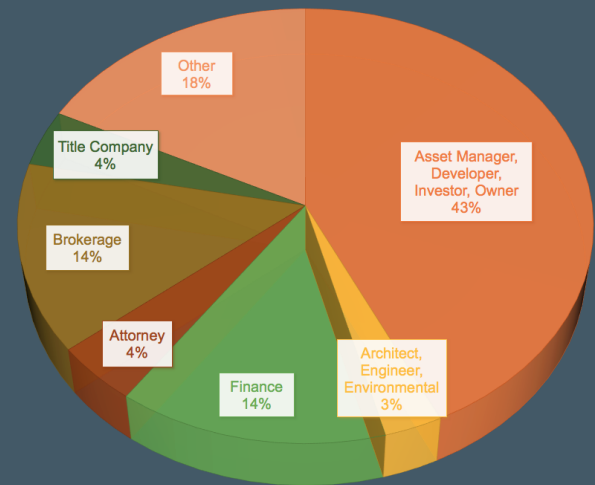
To shape and advocate public policy that supports the industry and contributes to a growing, strong and vigorous economy

### NETWORKING



To provide members and other key partners with exceptional opportunities to meet, network and develop both professionally and personally in an environment that is positive, supportive and effective.

They have the NAIOP SoCal advantage -  
What are YOU waiting for?



| MEMBER TYPE                                     | SOCAL MEMBERS | FIRMS |
|---|---------------|-------|
| Asset Manager<br>Developer<br>Investor<br>Owner | 430           | 233   |
| Architect<br>Engineer<br>Environmental          | 30            | 15    |
| Finance   | 139           | 47    |
| Attorney  | 44            | 44    |
| Brokerage                                       | 140           | 39    |
| Title Co.                                       | 42            | 8     |
| Other   | 177           | 125   |

NAIOP SOCAL CHAPTER OFFICE:

918 E. SANTA ANA BLVD. SANTA ANA, CA 92701 TEL: (714) 550-0309 FAX: (714) 550- 8003

## MEMBER COMPANIES

# NAIOP SoCAL CHAPTER

9th St. Partners LLC  
The Abbey Company  
AEW Capital Management, LP  
Albert A. Webb Associates  
\*Alere Property Group  
\*Allen Matkins  
Alliant Insurance Services  
\*American Realty Advisors  
Anderson Real Estate Group  
Ares Management LLC  
Arizona Commerce Authority  
Armour Properties  
\*Arnel & Affiliates  
ASD | SKY  
Aspect Real Estate Partners  
\*Avison Young  
\*Bank of America  
Bank of the West  
Barings  
Barnes & Thornburg LLP  
The Bascom Group  
BBVA  
BCC Contracting  
Beacon Capital Partners, Inc.  
Belay Investment Group  
\*Bellwether  
Enterprise Real Estate Capital, LLC  
The Bendetti Company  
Berkadia Commercial Mortgage, Inc.  
Biola University  
Birtcher Development, LLC  
\*Bixby Land Company  
BKM Capital Partners  
BKM Management Company  
\*Black Creek Group  
BlackRock Realty Advisors  
Brasa Capital Management  
Bremco Construction, Inc.  
\*Bridge Development  
Bridgeport Investments  
\*Brookfield Properties  
Buchalter  
Buchanan Street Partners  
\*Business Finance Capital  
\*C. J. Segerstrom & Sons  
Caliber Construction, Inc.  
California State University, Fullerton  
Camphor Partners  
Cannon Design  
Capital One Bank  
CapRock Partners  
CareTrust REIT, Inc.  
The Carlyle Group  
\*Carson Companies  
\*CBRE  
CDC Small Business Finance Corp.  
\*CenterPoint Properties  
CenterSquare Investment  
CertaPro Painters of Huntington Beach  
Chapman University  
Chartwell Real Estate Development

Chicago Title Company  
\*CIP Real Estate  
Citizens Bank  
City National Bank  
City of Moreno Valley  
City of Murrieta  
Clarion Partners  
Clayton CRE Group  
\*Coastal Pacific Construction, Inc.  
Cognizant Consulting  
\*Colliers International  
Comercial Inmobiliaria  
Commercial Builders, Inc.  
Commonwealth Land Title Insurance  
Comstock Realty Partners  
\*ConAm Building Co.  
Conceptual Design and Planning  
Condor Cold Storage  
\*Connect Media  
Conscious Communities  
Cordia Capital Management  
CoStar  
County of San Bernardino  
\*Cox, Castle & Nicholson LLP  
CRB | Engineering Architecture  
CREDE  
Crew Builders  
CRG  
Crow Holdings Industrial  
Crown Realty & Development  
CS Capital Management, Inc.  
CT Realty Investors  
\*Cushman & Wakefield  
DAUM Commercial Real Estate Services  
Davis Partners LLC  
Deacon Construction, LLC  
Dedeaux Properties  
Delijani Group  
Dempsey Construction  
Dermoddy Properties  
Diamond Development Group  
\*Donahue  
Schriber Realty Group  
\*Duke Realty  
Dunbar Real Estate Investment  
\*DWS  
\*Eastdil Secured  
EastGroup Properties  
\*Emmes Realty Services of California  
Empire Capital, LLC  
Endeavor College Prep  
\*EQOffice  
eSteel Design Build Group  
Exeter Property Group  
\*EY  
Faris Lee Investments  
\*FCL Builders  
Fidelity National Title  
Fiduciary Real Estate Services  
First American Exchange Company  
First American Title Insurance Company

First Bank  
First Choice Business Brokers  
FOCUS Real Estate LP  
Freddie Mac  
\*Fullmer Construction  
\*Gantry  
\*Gensler  
George Smith Partners, Inc.  
GGLO  
\*Goodman  
Grand Pacific Financing Corp  
Grandbridge Real Estate Capital  
Granite Properties  
\*Greenlaw Partners LLC  
\*Guthrie Development  
H. Hendy Associates  
Hager Pacific Properties  
The Happiest Headquarters  
Harbor Associates  
HarborWest Commercial Lending  
Harvest CREF  
Harvest Small Business Finance  
Haskell & White, LLP  
Healthpeak Life Science Properties,  
Herdman Architecture + Design, Inc.  
Highland Commercial Roofing  
Hillwood Investment Properties  
\*Hines  
HITT Contracting  
HKA Elevator Consulting, Inc.  
HMWC CPAs & Business Advisors  
Howard Building Corporation  
HSBC Bank USA, N.A.  
\*Hudson Pacific Properties  
IBC Realty Partners  
Idea Hall  
IDI Logistics  
Invesco Real Estate  
Investment Ally  
\*Irvine Company Office Properties  
\*JLL  
JPI  
\*J.P. Morgan – Real Estate Banking  
JSB Development, Inc.  
\*KBS Realty Advisors, Inc.  
Kearny Real Estate Company  
The Kelemen Company  
Keller Williams Silicon Beach  
Kheiron Commercial Real Estate  
\*Kidder Mathews  
Kimley-Horn and Associates  
The Klabin Company  
Kobre Companies - Trojan Storage  
\*The Koll Company  
\*KPRS Construction Services, Inc.  
Kristy Noochlaor  
Langan Engineering & Environmental  
Latitude West Investment Partners, Inc.  
Laughlin Falbo Levy & Moresi LLP  
LAWA  
\*LBA Realty

## NAIOP SoCAL CHAPTER OFFICE:

918 E. SANTA ANA BLVD. SANTA ANA, CA 92701 TEL: (714) 550-0309 FAX: (714) 550- 8003



# NAIOP SoCAL CHAPTER



Ledo Capital Group  
 Lee & Associates  
 Lee & Sakahara Architects AIA,  
 Lendlease  
 Liberty Property Trust  
 \*Lincoln Property Company  
 \*Link Industrial Properties  
 LoanCore Capital LLC  
 Los Angeles County Development  
 \*LOWE  
 Lowell Herbco  
 \*LPA, Inc.  
 \*Madison Marquette  
 Magellan Group  
 \*Majestic Realty Co.  
 Manatt, Phelps & Phillips, LLP  
 Manufacturers Bank  
 Manulife Investment Management  
 Marcus & Millichap  
 Mark IV Capital, Inc.  
 Marshall School of Business USC  
 Matthews Real Estate Investment  
 MBL Properties Co.  
 MCA Realty Inc.  
 McCarthy Building Companies, Inc.  
 McDonald Property Group  
 \*McShane Companies (The)  
 Melia Homes  
 Mesa West Capital  
 MetLife Investment Management  
 MetLife Real Estate Investors  
 MetroGroup Realty Finance  
 Metzger Development Services, LLC  
 \*Millie and Severson  
 Mobilitie, LLC  
 Morgan Stanley  
 Morris, Inc.  
 MUFG Union Bank  
 \*The Muller Company  
 MyOffice  
 \*Newmark Knight Frank  
 Nikols Mortgage Fund LLC  
 \*Nixon Peabody, LLP  
 \*Norm Wilson & Sons, Inc.  
 Northwestern Mutual Real Estate  
 NPV Advisors  
 \*Nuveen Real Estate  
 Oaktree Capital Management, LLC  
 Olen Properties  
 Olive Hill Group, LLC  
 \*Oltmans Construction Co.  
 Operon Group  
 Opus Bank  
 Orange Coast College  
 \*ORION Property Partners, Inc.  
 OUE Limited  
 \*Overton Moore Properties  
 Pacific Industrial

Pacific Life Insurance Company  
 Pacific Newport Properties  
 Pacific Oak  
 Pacific Premier Bank  
 Pacifica Hotels  
 Painting Unlimited, Inc.  
 Panattoni Development Company  
 Partner Engineering & Science, Inc.  
 Partners Capital Group  
 Penwood Real Estate Investment  
 \*PeopleSpace  
 Pepper Hamilton LLP  
 Pepperdine University  
 Periferel  
 PNC Bank  
 PNC Real Estate  
 Prism Realty Corporation  
 Private Business Capital A Division of  
 Proficiency Capital LLC  
 \*Prologis  
 Promontory Investments  
 PS Business Parks  
 Q10 | Westcap  
 Quantum Capital Partners, Inc.  
 Real Estate Development Associates,  
 Realterm  
 Redmond Jepsen Realty Advisors,  
 \*Regency Centers  
 \*RETS Associates  
 Rexford Industrial Realty, Inc.  
 Rialto Capital  
 RiverRock Real Estate Group, Inc.  
 \*Rockefeller Group  
 Roofing Southwest  
 RSG  
 \*Rutan & Tucker LLP  
 \*Ryan  
 SAA Interiors + Architecture  
 Saint-Gobain  
 San Diego State University  
 \*SARES-REGIS Group  
 Saunders Construction, Inc.  
 Savills Studley  
 SC Consulting  
 Securitas Security Services USA  
 Seefried Industrial Properties  
 Sentinel Net Lease  
 Servco, Inc.  
 Seventh Street Development  
 \*Shea Properties  
 \*Sheppard Mullin  
 Slater Builders Inc.  
 \*Snell & Wilmer LLP  
 \*Snyder Langston  
 South Coast Plaza – Office Division  
 Space Investment Partners  
 \*Squar Milner  
 St. Clair Commercial Real Estate

Staley Point Capital  
 Starboard Realty Advisors, LLC  
 Starpointe Ventures  
 \*SteelWave  
 Stego Industries, LLC  
 Stradling Yocca Carlson & Rauth  
 Strategis Tax Management Group, Inc.  
 \*Stream Realty Partners, LP  
 Stuart Kane LLP  
 Summit Development Corporation  
 Sunny Hills Management Co., Inc.  
 Sunstone Properties Trust  
 Sunwest Bank  
 Surf Management Inc.  
 Talonvest Capital, Inc.  
 \*Thrifty Oil Co.  
 \*Tiarna Real Estate Services, Inc.  
 Tigor Title Company  
 Tidemark Capital, Inc.  
 Tishman International Companies  
 Topside Real Estate  
 \*Trammell Crow Company  
 \*Transwestern  
 Transwestern Development Company  
 TRC  
 Turner Real Estate Investments  
 \*U.S. Bank  
 UCLA  
 Unire Real Estate Group, Inc.  
 United Pacific  
 University of California Irvine  
 University of Southern California  
 Upright Construction Corp  
 Urbaneer Investment Partners  
 \*USAA Real Estate Company  
 Vantage Property Investors  
 ViaWest Group  
 \*Voit Real Estate Services  
 Vollebregt Law  
 W.L. Butler Construction, Inc.  
 \*Walker & Dunlop  
 \*Ware Malcomb  
 Warmington Properties  
 Waterford Property Company  
 \*Watson Land Company  
 \*Waypoint Real Estate Group  
 WCL Consulting  
 \*Wells Fargo  
 West Harbor Capital  
 Westcore  
 Western Realco  
 Westport Properties, Inc.  
 William Warren Group  
 Withee Malcolm Architects, LLP  
 Worthe Real Estate Group  
 WPT Industrial REIT  
 Xebec  
 \* = Sponsors

## SPONSORSHIP OPPORTUNITY

# NAIOP SoCAL CHAPTER

|   | PLATINUM<br>\$16,250<br>\$35,000 Value | GOLD<br>\$12,750<br>\$25,000 Value | SILVER<br>\$7,750<br>\$19,000 Value | BRONZE<br>\$4,750<br>\$13,500 Value |
|---|--|------------------------------------|-------------------------------------|-------------------------------------|
| Membership Benefits   | 6 Memberships                          | 4 Memberships                      | 2 Memberships                       | 1 Membership                        |
| NAIOP University  | Member Access                          | Member Access                      | Member Access                       | Member Access                       |
| Committee Participation   | Member Access                          | Member Access                      | Member Access                       | Member Access                       |
| Legislative Action Updates  | YES                                    | YES                                | YES                                 | YES                                 |
| Night at the Fights   | 15 Tickets                             | 10 Tickets                         | 5 Tickets                           | 2 Tickets                           |
| Real Estate Challenge   | 10 Tickets                             | 5 Tickets                          | 2 Tickets                           | 1 Ticket                            |
| Golf Tournaments  | 8 Tickets                              | 6 Tickets                          | 4 Tickets                           | 2 Tickets                           |
| Educational Programs and Networking Events  | 8 Tickets                              | 6 Tickets                          | 4 Tickets                           | 2 Tickets                           |
| Corporate Recognition: Events / Invitations   | Listing and Logo                       | Listing Only                       | Listing Only                        | Listing Only                        |
| Corporate Recognition: Event Badges, Website (logo & direct link), Newsletter, NAIOP eNews, Social Media Publications | YES                                    | YES                                | YES                                 | YES                                 |
| Premium Event Seating   | YES                                    | YES                                | —                                   | —                                   |
| Priority Consideration for YPG  | YES                                    | YES                                | —                                   | —                                   |
| Complimentary access: (4) EXCLUSIVE gatherings with industry influencers and political decision-makers                | 2 Tickets                              | 1 Ticket                           | —                                   | —                                   |

NAIOP SoCAL CHAPTER OFFICE:

918 E. SANTA ANA BLVD. SANTA ANA, CA 92701 TEL: (714) 550-0309 FAX: (714) 550- 8003



SPONSORSHIP COMMITTEE 2021

# NAIOP SoCAL CHAPTER



## Rob Antrobius, Co-Chair

Prologis  
2141 Rosecrans Ave., Ste. 1151 | El Segundo, CA 90245  
562.345.9211  
rantrobius@prologis.com

## Greg May, Co-Chair

Newmark  
18401 Von Karman Ave., Ste 150 | Irvine, CA 92612  
949.608.2101  
gmay@ngkf.com

## Pamela Westhoff, Advisor

Sheppard Mullin  
333 S. Hope Street, 43rd Floor | Los Angeles, CA 90071  
213.617.4254  
pwesthoff@sheppardmullin.com

---

## Brian Baker

Bank of America  
520 Newport Center Dr., Ste. 1100 | Newport Beach, CA 92660  
949.287.0449  
bbaker6@bofa.com

## Jeffrey Moore

CBRE  
3501 Jamboree Rd., Ste. 100 | Newport Beach, CA 92660  
949.725.8600  
jeff.moore@cbre.com

## Steven Bellitti

Colliers International  
2855 E Guasti Rd., Ste. 401 | Ontario, CA 91761  
909.612.2617  
steve.bellitti@colliers.com

## Bob O'Neill

CapRock Partners, LLC  
1300 Dove St., Ste. 200 | Irvine, CA 92660  
949.342.8000 (114)  
boneill@caprock-partners.com

## Christopher Cooper

Avison Young  
555 S. Flower St., Ste. 3200 | Los Angeles, CA 90071  
213.935.7435  
chris.cooper@avisonyoung.com

## Christopher Tipre

Trammell Crow Company  
3501 Jamboree Rd., Ste. 230 | Newport Beach, CA 92660  
949.342.8000 (114)  
ctipre@trammellcrow.com

## John Cornuke

Nuveen Real Estate  
4675 MacArthur Ct., Ste. 1100 | Newport Beach, CA 92660  
949.809.2607  
john.cornuke@nuveen.com

## Darren Foster

Birtcher Anderson & Davis  
31920 Del Obispo St., Ste. 260 | San Juan Capistrano, CA 92675  
949-500-9935  
darren.foster@davispartners.com

NAIOP SoCAL CHAPTER OFFICE:

918 E. SANTA ANA BLVD. SANTA ANA, CA 92701 TEL: (714) 550-0309 FAX: (714) 550- 8003

# NAIOP SoCAL CHAPTER



Serving Los Angeles and Orange Counties to monitor, alert, and advocate on your behalf. In today's world, an essential element for the success of commercial real estate!

NAIOP is a nationally recognized, powerful grassroots organization that provides representation at ALL levels of government for developers, owners, investors, asset managers and other professionals in industrial, office and mixed-use commercial real estate. NAIOP SoCal ([www.naiopsocal.org](http://www.naiopsocal.org)), working in concert with the Corporate organization ([www.naiop.org](http://www.naiop.org)) and California Business Properties Association ([www.cbpa.com](http://www.cbpa.com)), plays a key role at the local, state and federal level to represent a unified voice to protect and enhance the commercial real estate community.

NAIOP SoCal is a member of the NAIOP State Council under the auspices of CBPA. The State Council brings together six California NAIOP chapters, ensuring that the voice of commercial real estate plays a leadership role in CBPA programs and activities. The coalition is represented on the CBPA board and takes an active role on issues at the State level.

## Our mission:

To shape and advocate public policy that supports the commercial real estate industry in our region and the state, and supporting policies that contributes to a growing, strong and vigorous economy.

## Our priorities:

- Defeating Any Split Roll Tax Effort
- Opposing Eviction Moratoriums
- Defeating Any Local Tax and Fee Increase Efforts (parcel taxes, DIFs, linkage fees, etc.)
- Transportation, Goods Movement and Mobility issues
- Relief from Regulatory Agency Controls (air quality control boards, CARB, etc.)
- Local and Regional Land Use Planning issues/plans
- Adequate Water Supply and MS4 permits with three Regional Water Quality Control Boards (Los Angeles, Santa Ana, and San Diego)
- Green and Sustainable Building Policies as well as Climate Action Plans in priority jurisdictions
- State Legislation Impacting Commercial Real Estate
- Focus on regional and county boards, commissions, councils, etc., and on engaging Los Angeles and Orange County members in the legislative process

For More Information: [www.naiopsocal.org/legislative-update/](http://www.naiopsocal.org/legislative-update/)



## Sponsor Level

☐ Platinum
 ☐ Gold
 ☐ Silver
 ☐ Bronze

## Company Profile

|   |                 |         |
|---|-----------------|---------|
| NAME OF COMPANY   | SPONSOR CONTACT | TITLE   |
| ADDRESS (Street address, Ste. #, City, State/Province, Zip/Postal Code) |                 |         |
| PHONE   | FAX             | WEBSITE |

**Please include the following with your application to be featured on NAIOP SoCal's website and other event recognition:**

- 1) A brief paragraph, 200 words or less, describing your organization
- 2) Your logo in vector-based Adobe Illustrator or an EPS
- 3) The e-mail address of the company representative delegated to receive inquiries from viewers

| SPONSOR MEMBERS | ADDRESS / CITY / STATE / ZIP | PHONE | EMAIL |
|-----------------|------------------------------|-------|-------|
| 1.              |                              |       |       |
| 2.              |                              |       |       |
| 3.              |                              |       |       |
| 4.              |                              |       |       |
| 5.              |                              |       |       |
| 6.              |                              |       |       |

Reminder: Platinum = 6 Memberships, Gold = 4 Memberships, Silver = 2 Memberships, Bronze = 1 Membership

## Payment Information

☐ VISA
 ☐ MasterCard
 ☐ AMEX
 ☐ Discover

☐ **Check Enclosed (payable to NAIOP)**

*Please include application with check. Do not fax application and/or copy of check as it will not be processed without actual payment.*

|   |           |
|---|-----------|
| Credit Card Number                                      | Exp. Date |
| Name of Cardholder                                      | CVV       |
| Billing Address (if different from contact information) |           |

Signature

Authorized Amount

Date

# NAIOP

---

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

---

**SoCAL CHAPTER**

## NAIOP SoCAL CHAPTER OFFICE:

918 E. SANTA ANA BLVD. SANTA ANA, CA 92701

TEL: (714) 550-0309 | FAX: (714) 550- 8003