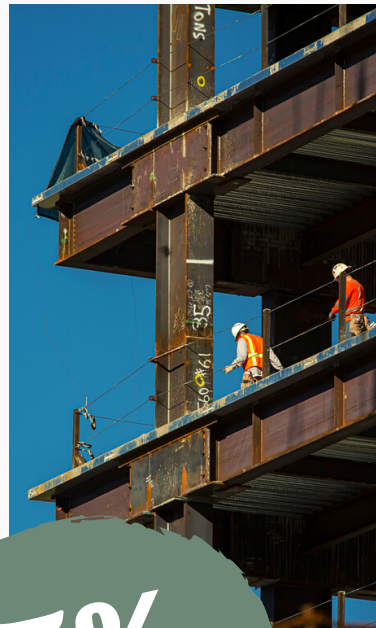


NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SoCAL CHAPTER

2021 SPONSORSHIP

918 E. SANTA ANA BLVD. SANTA ANA, CA 92701
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5%
DISCOUNT
WHEN YOU JOIN BY
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BE A
SPONSOR,
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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

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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

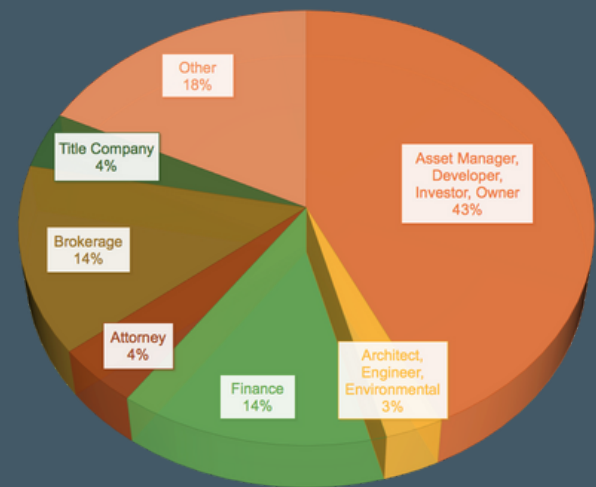


To shape and advocate public policy that supports the industry and contributes to a growing, strong and vigorous economy

NETWORKING



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



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

NAIOP SOCAL CHAPTER OFFICE:

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MEMBER COMPANIES

NAIOP SoCAL CHAPTER

9th St. Partners LLC
The Abbey Company
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*Allen Matkins
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*American Realty Advisors
Anderson Real Estate Group
Ares Management LLC
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Armour Properties
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ASD | SKY
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*Bixby Land Company
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BKM Management Company
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Exeter Property Group
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Harvest Small Business Finance
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Herdman Architecture + Design, Inc.
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 *Trammell Crow Company
 *Transwestern
 Transwestern Development Company
 TRC
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 *U.S. Bank
 UCLA
 Unire Real Estate Group, Inc.
 United Pacific
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 University of Southern California
 Upright Construction Corp
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 *USAA Real Estate Company
 Vantage Property Investors
 ViaWest Group
 *Voit Real Estate Services
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 *Ware Malcomb
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 Waterford Property Company
 *Watson Land Company
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SPONSORSHIP OPPORTUNITY

NAIOP SoCAL CHAPTER

Sponsor by December 4th, 2020 and Receive ~~3%~~ 5% off!

	PLATINUM \$16,250 \$35,000 Value	GOLD \$12,750 \$25,000 Value	SILVER \$7,750 \$19,000 Value	BRONZE \$4,750 \$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	—	—

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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), working in concert with the Corporate organization (www.naiop.org) and California Business Properties Association (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/

Sponsor Level - SAVE by joining early! ~~3% off~~ 5% off when you sign up by Nov. 30th, 2020

Platinum

Gold

Silver

Bronze

Company Profile

NAME OF COMPANY

SPONSOR CONTACT

TITLE

ADDRESS (Street address, Ste. #, City, State/Province, Zip/Postal Code)

PHONE

FAX

EMAIL

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

Signature

Billing Address (if different from contact information)

Authorized Amount

Date

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

SoCAL CHAPTER

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