

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SoCAL CHAPTER

2021 MEMBERSHIP

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



IN THIS ECONOMY,
THERE'S NO BETTER
RETURN ON
INVESTMENT THAN
MEMBERSHIP IN
NAIOP SoCAL

MESSAGE FROM CEO AND PRESIDENT

NAIOP SoCAL CHAPTER

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

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. Becoming a sponsor or member with NAIOP SoCal 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
- 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 member benefits:

Marketing & Networking:

- 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 part of NAIOP SoCal 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



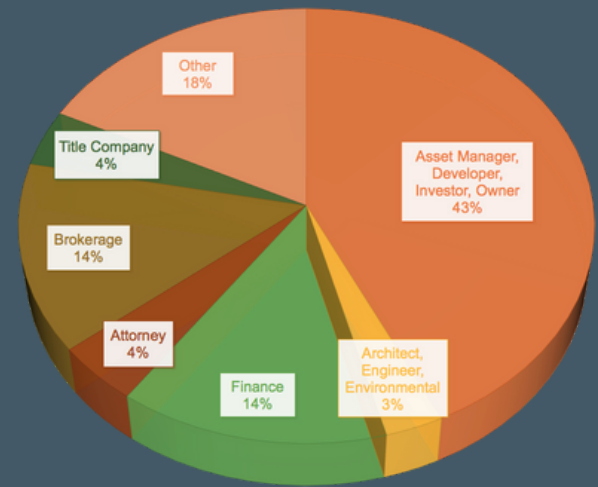
To shape and advocate public policy that supports the industry and contributes to a growing, strong and vigorous economy

NETWORKING



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 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

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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
Dermody 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
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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

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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
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 Metzger Development Services, LLC
 *Millie and Severson
 Mobilitie, LLC
 Morgan Stanley
 Morris, Inc.
 MUFJ Union Bank
 *The Muller Company
 MyOffice
 *Newmark Knight Frank
 Nikols Mortgage Fund LLC
 *Nixon Peabody, LLP
 *Norm Wilson & Sons, Inc.
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 NPV Advisors
 *Nuveen Real Estate
 Oaktree Capital Management, LLC
 Olen Properties
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 *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
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 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
 Uprite 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

MEMBERSHIP COMMITTEE 2021

NAIOP SoCAL CHAPTER

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SPONSORSHIP OPPORTUNITY

NAIOP SoCAL CHAPTER

FOR MORE INFORMATION,
PLEASE CONTACT
LEXI THOMPSON
LTHOMPSON@NAIOP
SOCAL.ORG

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	MEMBER \$7,500 Value
Membership Benefits	6 Memberships	4 Memberships	2 Memberships	1 Membership	YES
NAIOP University	Member Access	Member Access	Member Access	Member Access	YES
Committee Participation	Member Access	Member Access	Member Access	Member Access	YES
Legislative Action Updates	YES	YES	YES	YES	YES
Night at the Fights	15 Tickets	10 Tickets	5 Tickets	2 Tickets	Member Pricing
Real Estate Challenge	10 Tickets	5 Tickets	2 Tickets	1 Ticket	Member Pricing
Golf Tournaments	8 Tickets	6 Tickets	4 Tickets	2 Tickets	Member Pricing
Educational Programs and Networking Events	8 Tickets	6 Tickets	4 Tickets	2 Tickets	Member Pricing
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/

Mr Ms Mrs Dr Prof

NAME (First MI Last)

NICKNAME

TITLE

COMPANY

WEBSITE

BUSINESS ADDRESS

CITY

STATE/PROVINCE

ZIP/POSTAL CODE

PHONE

FAX

MOBILE

EMAIL

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

YES, please send *Development* magazine to my home.

Company Profile

Number of employees at my location: 1-10 11-40 41-75 76-100 101-150 Greater than 151

Area of Operations: Local Regional National International

Business Structure: (based on Federal tax purposes) Corporation Limited Liability Corporation Limited Liability Partnership Non-Profit Partnership
 Private REIT Public REIT Sole Proprietorship Sub Chapter

Areas of Involvement (select ALL that apply): Industrial Medical/Life Sciences Mixed-Use Multi-Family Office Retail

Square feet owned or managed: Less than 1 Million 1-2.5 Million 2.6-5 Million 5.1-7.5 Million 7.6-10 Million 10.1 Million or more

Corporate Scope of Business (select ONE):

PRINCIPAL Members are:

Asset Manager Investor Owner (Property)
 Developer

ASSOCIATE Members are:

Academician Communications Environmental Landscaper Supplier
 Accountant Consultant Financier Property Manager Telecomm
 Architect Contractor Insurance Public Official Title Company
 Attorney Economic Dev Interior Design Publisher Utility
 Broker Engineer Land Planner Service Provider

Member Profile

Specific areas in which I am primarily involved (select ALL that apply): Industrial Medical/Life Sciences Mixed-Use Multi-Family Office
 Retail Other

Personal Scope of Business (select ONE):

PRINCIPAL Members are:

Asset Manager Investor Owner (Property)
 Developer

ASSOCIATE Members are:

Academician Communications Environmental Landscaper Supplier
 Accountant Consultant Financier Property Manager Telecomm
 Architect Contractor Insurance Public Official Title Company
 Attorney Economic Dev Interior Design Publisher Utility
 Broker Engineer Land Planner Service Provider

Membership Category

Principal Full Member (First): \$845
 The first individual employed by an organization whose primary business is development, ownership, asset management or investment. (Dues that may not be deducted as a business expense: \$209.65)

Principal Affiliate Member (Second and Third): \$495
 You must be the second or third person from the principal member firm, within the same chapter (Dues that may not be deducted as a business expense: \$136.51)

Associate Full Member (First): \$845
 The first individual employed by an organization providing products and services. (Dues that may not be deducted as a business expense: \$209.65)

Associate Affiliate Member (Second and Third): \$495
 You must be the second or third person from the associate member firm, within the same chapter. (Dues that may not be deducted as a business expense: \$136.51)

Corporate Affiliate Member (Fourth and each additional): \$295
 The fourth and each additional person **within the same company and same chapter** qualify for this discount. (Dues that may not be deducted as a business expense: \$93.72)

Developing Leader Member: \$285
 To qualify, you must be 35 years of age or less (born 1984 or later). ***Proof of age must accompany this application or your membership cannot be fully activated.*** (Dues that may not be deducted as a business expense: \$83.77)

Student Member: \$50
 Any full-time student, not employed full-time, is eligible. ***A copy of your Student ID and current class schedule are required and must accompany this application before your membership can be fully activated.*** (Dues that may not be deducted as a business expense: \$18.84)

Academician Member: \$600
 Any full-time professor who is not otherwise employed in the commercial real estate industry. (Dues that may not be deducted as a business expense: \$187.13)

Public Official Member: \$475
 Any individual employed by a local, state, or federal government or non-profit organization. (Dues that may not be deducted as a business expense: \$126.88)

Public Official Affiliate Member: \$450
 You must be the second or subsequent person from the organization joining the same chapter as the Public Official member. (Dues that may not be deducted as a business expense: \$114.83)

How Did You Hear About Us?

- Local Chapter
- NAIOP Conference (event _____)
- NAIOP Website
- Member Referral (name _____)
- Direct Mail
- Phone Call
- Media
- Personal Research
- Social Media
- Other (_____)

Demographic Profile

The following questions are optional and your responses will be held in strict confidentiality. The information will only be used to assist NAIOP in the development of new products and services. NAIOP uses this information to track trends and ensure that the needs of our diverse membership are being met.

Birthdate : _____ Gender: Male Female
Month/Day/Year

Ethnic Background:

African American Asian, Pacific Islander or Native Hawaiian
 Hispanic American Indian or Native Alaskan
 Caucasian Other

Membership Agreement

NAIOP memberships are individual, not by company. However, your company may choose to transfer the membership to another individual at any time if the company paid for or reimbursed you for the membership.

Signature
By signing above, I acknowledge that I will accept emails, faxes, and other communications from NAIOP.

Payment Information

(from selected Membership Category)

NAIOP Dues \$ _____
 New Member Processing Fee (one-time) + \$20

Total Payment Authorized \$ _____

VISA MasterCard AMEX

Credit Card Number _____ Exp. Date _____

Name of Cardholder (please print) _____ CVV _____

Billing Address (if different from main contact information)

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.

Invoice me for my membership
Your membership will become active when payment is received and processed.

* NAIOP dues are for 12 months of membership. For Federal income taxes, NAIOP dues are not deductible as a charitable contribution. However, most of the dues amount may be deducted as a business expense.

* The \$20 processing fee is a one-time fee and will not appear on renewal notices.

* Questions about NAIOP's Refund Policy? Please call the Membership Department at 800-456-4144.

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