

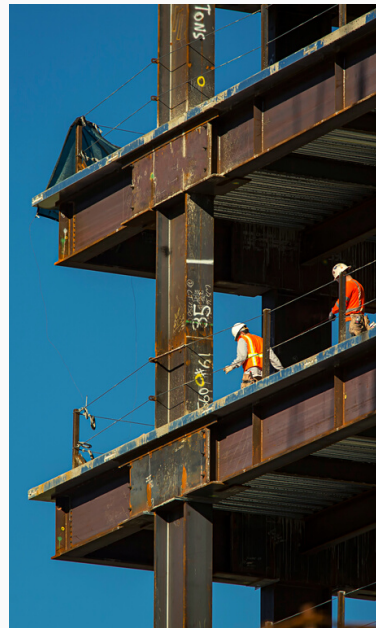
NAIOP

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.

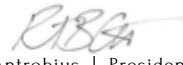
Sincerely,



Tim Jemal
CEO
NAIOP SoCal



Pamela Westhoff | Board President
Partner
Sheppard Mullin



Rob Antrobis | 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

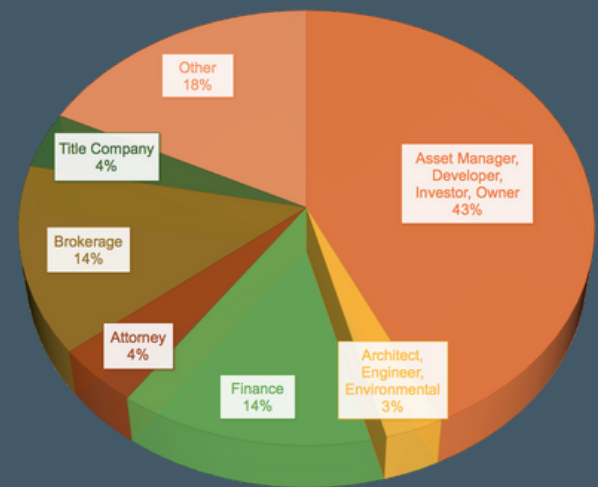


To shape and advocate public policy that supports the industry and contributes to a growing, strong and vigorous economy

NETWORKING



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



MEMBER TYPE	SOCAL MEMBERS	FIRMS
Asset Manager Developer Investor Owner	390	211
Architect Engineer Environmental	26	15
Finance	108	44
Attorney	31	14
Brokerage	128	43
Title Co.	46	6
Other	231	138

NAIOP SOCAL CHAPTER OFFICE:

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

NAIOP SoCAL CHAPTER

- 5 Ronin LLC
- 9th St. Partners, LLC
- AAA Facility Services
- The Abbey Management Company LLC
- AEW Capital Management LP
- Agile Capital
- Albert A. Webb & Associates
- * Alere Property Group
- * Allen Matkins
- Alliant Insurance Services
- * American Realty Advisors
- Aries Capital, LLC
- Arizona Commerce Authority
- Armour Properties
- * Arnel Commercial Properties
- Aspect Real Estate Partners
- * Baker Tilly US, LLP
- * Bank of America
- Barings Real Estate
- Barnes & Thornburg LLP
- The Bascom Group
- BBVA Compass
- BCC Contracting, Inc.
- Beacon Capital Partners
- Belay Investment Group
- The Bendetti Company
- Bentall Green Oak
- BET Networks (A Viacom Subsidiary)
- Biola University
- Birtcher Anderson & Davis
- Birtcher Development
- * Bixby Land Company
- BKM Capital Partners
- BKM Management Company
- * Black Creek Group
- BlackRock Realty Advisors, Inc.
- Blue Sky Basin Realty Partners
- Bolour Associates
- Boston National Title Agency
- Brasa Capital Management
- Bremco Construction Inc
- Bridge Development Partners
- Bridgeport Investment Company Inc.
- * Brookfield Properties
- The Brookhollow Group
- Buchanan Street Partners
- * Business Finance Capital
- * C. J. Segerstrom & Sons
- California State University, Fullerton
- Cannon Designs
- Capital One Bank
- CapRock Partners LLC
- Care Trust REIT Inc.
- * Carson Companies
- * CBRE
- CDC Small Business Finance Corp.
- * CenterPoint Properties
- CenterSquare Investment Management
- Chapman University
- Chartwelll Real Estate Development
- Chicago Title Company
- * CIP Real Estate
- City National Bank
- City of Moreno Valley
- City of Murrieta
- Clarion Partners
- Clayton CRE Group
- Coastal Pacific Construction, Inc.
- * Colliers International
- Commonwealth Land Title
- Compass Real Estate
- Conceptual Design and Planning Company
- Condor Cold Storage
- Conor Commercial Real Estate
- Conscious Communities
- Cordia Capital Management
- Cornerstone Construction
- County of San Bernardino
- * Cox, Castle & Nicholson LLP
- CRB | Engineering Architecture
Construction Consulting
- CREDE
- Crest Insurance Group, LLC
- Crow Holdings Industrial
- CS Capital Management, Inc.
- CT Realty Investors
- Curt Pringle & Assoc.
- * Cushman & Wakefield
- DAUM Commercial Real Estate Services
- Deacon Construction, LLC
- Delijani Group
- Dempsey Construction
- Dermoddy Properties
- Diamond Development Group
- * Duke Realty
- Dunbar Real Estate Investments Management
- Dune Real Estate Partners
- * DWS
- * Eastdil Secured
- EastGroup Properties
- Echo Mountain Capital
- * ECM Management
- El Camino College
- Empire Capital, LLC
- * EQ Office
- Esplanade
- eSteel Design Build Group
- Exeter Property Group
- * FCL Builders
- Fidelity National Title
- First American Title Insurance Company
- First Bank
- Focus Real Estate LP
- Fortress Investment Group
- Freddie Mac
- * Fullmer Construction
- Fusco Engineering
- * Gantry
- Gensler
- George Smith Partners, Inc.
- GLP
- * Goodman
- Grandbridge Real Estate Capital
- Granite Properties
- * Greenlaw Partners
- Hager Pacific Properties
- Harbor Associates
- Harbor West Commercial Lending
- Harvest Small Business Finance, LLC
- Haskell & White LLP
- Healthpeak Life Science Properties, Inc.
- Helio Group
- Herdman Architecture + Design, Inc.
- Hillwood Development Company, LLC
- Hillwood Investment Properties
- Hines
- HITT Contracting
- HKA Elevator Consulting, Inc.
- HMWC
- HSBC Bank USA, N.A.
- * Hudson Pacific Properties
- Humanscale
- IBC Realty Partners
- IDEA HALL
- IDI Logistics
- IRA Capital
- Irvine Company Office Properties
- * J.P. Morgan
- * JLL
- JSB Development
- Kairos Investment Management Company
- * KBS Realty Advisors Inc.
- Kearny Real Estate Company
- The Kelemen Company
- Kheiron Commercial Real Estate
- Kimley-Horn Associates
- The Klabin Company
- Kleinfelder
- * The Koll Company
- * KPRS Construction Services
- Lake Creek Industrial
- Land Acquisition Analyst
- Landscape Development, Inc.
- Langan Engineering & Environmental Services
- LBA Logistics
- * LBA Realty
- Lee & Associates
- Lee & Sakahara Architects, Inc.
- LeuCo Realty
- * Lincoln Property Company
- * LINK Industrial Properties
- Los Angeles Business Journal
- * LOWE
- * LPA, Inc.
- Luminous Capital Management
- * Madison Marquette
- The Magellan Group
- * Majestic Realty Co.
- Manulife Real Estate
- Marcus & Millichap
- Mark IV Capital, Inc.

NAIOP SoCAL CHAPTER



Marsh Risk & insurance Services
* Martin Harris Construction
Matthews Real Estate Investment Services
mbl properties co
* MCA Realty, Inc.
McDonald Property Group
* McShane Construction Company
Mesa West Capital
Metcalf Consulting
MetLife Investment Management
Metzger Development Services, LLC
* Millie and Severson, Incorporated
Morgan Stanley
Morris, Inc.
MTN Capital LLC
* The Muller Company
Newcastle Partners, Inc.
* Newmark
Nikols Mortgage Fund LLC
Nixon Peabody, LLP
* Norm Wilson & Sons Inc.
North Palisade Partners
Northridge
NorthSouth GIS LLC
Northwestern Mutual Real Estate Investments
NPV Advisors
* Nuveen Real Estate
Oaktree Capital Management LLC
* Oltmans Construction Co.
Operon Group
ORION Property Partners, Inc.
* Overton Moore Properties
Pacific Life Insurance Company
Pacific Newport Properties, Inc.
Pacific Oak Capital
Pacific Premier Bank
Painting Unlimited Inc.
Panattoni Development Company
Partner Engineering and Science
Penwood Real Estate Investment Management
Pepperdine University
PNC Bank
PNC Real Estate
Port of Los Angeles
Portland State University
Prism Realty Corporation
Private Business Capital
Proficiency Capital LLC
* Prologis
Promontory Investments

PS Business Parks
Q10 | Westcap
Quantum Capital Partners, Inc.
Real Estate Development Associates
REALTERM
Regent Properties
Rexford Industrial Realty, Inc.
Rialto Capital
Rising Realty Partners
RiverRock Real Estate Group, Inc.
* Rockefeller Group
Roofing Southwest
Rose Paving
* Rutan & Tucker LLP
* Ryan
SAA interiors + architecture
Sabikan Capital
Saiful Bouquet Structural Engineers
Sanders and Wohrman Corporation
* SARES.REGIS Group
Saunders Construction Inc.
Saxe Doernberger & Vita, P.C.
SC Consulting
Selective Real Estate Investments
Sentinel Net Lease
SERVCO Builders
Seventh Street Development
* Shea Properties
* Sheppard Mullin
Shryock Search Partners, Inc.
SIOR
Slater Builders Inc.
* Snell & Wilmer
Snyder Langston
Space Investment Partners
St. Clair Commercial Real Estate
Staley Point Capital
Starboard Realty Advisors
Starpointe Ventures
Stego Industries
Stradling Yocca Carlson & Rauth
Strategis Tax Management Group Inc.
Stratheon
* Stream Realty Partners L.P.
Stuart Kane LLP
Summit Development Corporation
Sunny Hills Management Co., Inc.
Sunstone Properties Trust
Sunwest Bank

Surf Management Inc.
Talonvest Capital Inc.
Tanco General Contractors
Tauro Capital Advisors
* Thrifty Oil Co.
* Tiarna Real Estate Services, Inc.
Ticor Title National Commercial
Tidemark Capital
Topside Real Estate
* Trammell Crow Company
Transtar Commercial Real Estate Services
TRC
Turner Real Estate Investments
* U.S. Bank
* Union Bank
Unire Real Estate Group, Inc.
United Pacific
University of California Berkeley
University of California Irvine
University of California Los Angeles
University of Southern California
Upright Construction Corp
Urban Crossroads, Inc.
* USAA Real Estate Company
Vantage Property Investors
Versity Investments
View Inc.
Vivo Investment Group
* Voit Real Estate Services
W.L. Butler Construction, Inc.
* Walker & Dunlop
Wallace P Johnson Plumbing & Heating, Inc.
* Ware Malcomb
Washington Capital
Waterford Property Company
* Watson Land Company
* Waypoint Property Group
* Wells Fargo Bank
West Harbor Capital
Westcore Properties
Western Realco
Westport Properties Inc.
WFG National Title Company
Withee Malcolm Architects, LLP
World Class Logistics Consulting
WPT Industrial REIT
Xebec Realty Partners
Yellow Iron Investments



MEMBERSHIP COMMITTEE 2021

NAIOP SoCAL CHAPTER

Andy Bratt, Chair

Gantry
1400 Bristol Street, Ste. 150 | Newport Beach, CA 92660
949.356.6678
abratt@gantryinc.com

Steve Pearson, Advisor

DAUM Commercial Real Estate Services
4400 MacArthur Blvd., Ste. 950 | Newport Beach, CA 92660
949.242.1703 · FAX 949.242.1063
steve.pearson@daumcommercial.com

Dain Court

Harvest Small Business Finance, LLC
P.O. Box 71 | Huntington Beach, CA 92648
714.402.5096
dcourt@harvestcref.com

Ivan Kustic

MetroGroup Realty Finance
1001 Dove Street, Ste. 200 | Newport Beach, CA 92660
949.833.2238
ikustic@metrogroupfinance.com

Barbie Hendon

Commonwealth Land Title / Lawyers Title
4100 Newport Place, Ste. 120 | Newport Beach, CA 92660
949.724.3161
bhendon@cltic.com

Peter Park

Shea Properties
130 Vantis, Ste. 200 | Aliso Viejo, CA 92656
949.389.7118
peter.park@sheaproperties.com

Steven Hillgren

Kearny Real Estate Company
1875 Century Park East, Ste. 380 | Los Angeles, CA 90067
310.203.1861
shillgren@kearny.com

Maria Reyes

Ware Malcomb
10 Edelman | Irvine, CA 92618
949.788.4058
mreyes@waremalcomb.com

Christine Johnson

480.789.1102
cjohnson7614@gmail.com

Brian Roberts

Union Bank
18300 Von Karman Avenue, Ste. 340 | Irvine, CA 92612
949.553.7150
brian.roberts@unionbank.com

Paul King

CBRE
3501 Jamboree Rd., Ste. 100 | Newport Beach, CA 92660
949.725.8472
paul.king2@cbre.com

Chris Yamashita

City National Bank
555 Flower Street | Los Angeles, CA 90071
213.514.1556
chris.yamashita@cnb.com

Lillian Kuo

Shea Properties
130 Vantis, Ste. 200 | Aliso Viejo, CA 92656
949.389.7115
lillian.kuo@sheaproperties.com

NAIOP SoCAL CHAPTER OFFICE:

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

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	—	—	—

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), 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/



COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

2021 MEMBERSHIP APPLICATION

SoCal Chapter

☐ 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

Complete this application and return it to NAIOP via email bezell@naiopsocal.org.
You may also complete an application online at www.naiopsocal.org.

naiopsocal.org

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.

Please email both pages of your completed application (and any accompanying documentation) to: bezell@naiopsocal.org
Mail application with payment (and any accompanying documentation) to:
NAIOP SoCal, 918 E. Santa Ana Blvd., Santa Ana, CA 92701

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