

**NAIOP**  
COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
SoCAL CHAPTER

# 2022 MEMBERSHIP

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

We invite you to join NAIOP SoCal.

Despite the challenges of COVID-19, NAIOP SoCal has maintained a laser focus on providing value to our sponsors and members. We are emerging strong from the strict COVID protocols thanks in large part to our members and sponsors. Joining NAIOP SoCal returns over double its retail value in benefits. Equally important, NAIOP SoCal provides ongoing value through personal and business relationships that can last a lifetime.

NAIOP SoCal is the premier association representing commercial real estate in Los Angeles and Orange Counties. More than 1000 real estate professionals and 500 of the top commercial real estate firms in Southern California are part of the powerful NAIOP SoCal network.

Our top priorities remain providing sponsors and members with relevant education, networking and a strong, unified voice on critical legislative and policy issues facing the commercial real estate industry. With your support, we have accomplished much so far in 2021 including:

## 2021 Accomplishments

- Approximately 1000 attendees at a spectacular “Night at Fights” event at the Orange County Fairgrounds.
- Over 500 attendees at in-person networking dinners and receptions in Orange and LA County.
- Over 300 attendees at our sold-out Golf Tournament and Networking dinner at the Coto de Caza Golf Club.
- A highly successful UCLA vs. USC Real Estate Challenge marking the first time in the event’s 23-year history that an all-female team (UCLA) won the challenge.
- Successful launch of the 2022 YPG class. The YPG program added a new instructor and there is much excitement for the impressive class of 2022.
- Spearheaded efforts to defeat AB 255 which would have allowed the state to alter existing contracts between property owners and tenants.
- 6 NAIOP University education programs including adapting to market impacts of COVID, women leaders in commercial real estate, trends in lab, R&D and entertainment spaces and adaptive reuse in office and retail.
- Developed and deepened partnerships with colleges and universities across Southern California to foster a more diverse pipeline of talent into commercial real estate.
- Spearheaded a broad coalition to oppose the indirect source rule to tax and regulate on warehouses. While the rule passed, SoCal elevated its profile as a leader and industry spokesperson.

And more is planned for the remainder of 2021 including a 2nd USC vs. UCLA Real Estate Challenge, a virtual Career Day for students featuring 15 industry professionals across multiple disciplines, a beach clean-up day in partnership with Surfrider Foundation and our Los Angeles Golf Tournament and Networking Dinner at Old Ranch Country Club.

We are bullish on 2022 where we will again provide superior networking events, industry education, engagement in our committees and a robust legislative affairs program with NAIOP SoCal as the primary voice for the commercial real estate industry.

We hope to earn your support in 2022. Our #1 priority is to serve and provide value to members and sponsors.

We encourage you to contact any of us with questions and look forward to having you join NAIOP SoCal in 2022.

Sincerely,



Tim Jemal  
CEO  
NAIOP SoCal



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



Greg May | President-Elect  
Co-Chair Sponsorship Committee  
Executive Vice President, Market Leader  
Newmark

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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 - Founder, ECM Management

### 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



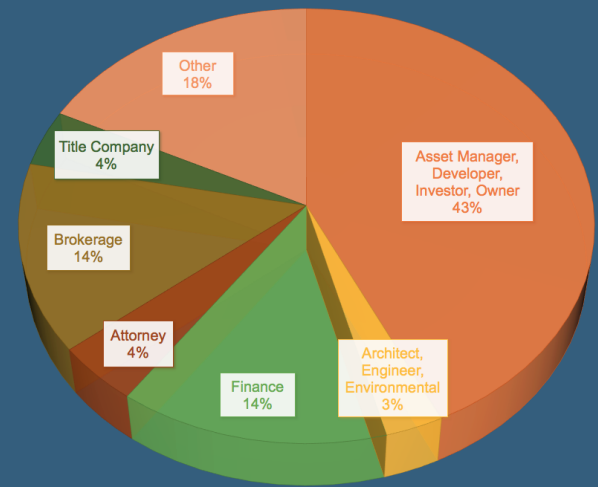
To shape and advocate public policy that supports the industry and contributes to a growing, strong and vigorous economy

### 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

5 Ronin LLC  
9th St. Partners LLC  
AAA FacilityServices  
AEW Capital Management, LP  
Agile Capital  
Albert A. Webb Associates  
\*Alere Property Group  
\*Allen Matkins  
Alliant Insurance Services  
\*American Realty Advisors  
Ares Management LLC  
Arizona Commerce Authority  
Armour Properties  
\*Arnel Commercial Properties  
Arroyo Insurance Services, Inc  
Aspect Real Estate Partners  
\*Avison Young  
\*Bank of America  
Barings  
Barnes & Thornburg LLP  
BBVA  
BCC Contracting  
Beacon Capital Partners, Inc.  
Belay Investment Group  
Bentall Greak Oak  
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  
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

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## MEMBER COMPANIES

# 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  
Mathews 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.  
MUFJ 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.  
Ticor 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  
Urbaner 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

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## SPONSORSHIP OPPORTUNITY

## NAIOP SoCAL CHAPTER

**Sponsor by December 3rd, 2021 and Receive 3% off!**

	DIAMOND \$20,500 \$45,000 Value	PLATINUM \$16,500 \$35,000 Value	GOLD \$13,000 \$25,000 Value	SILVER \$8,000 \$19,000 Value	BRONZE \$5,000 \$13,500 Value	MEMBER \$7,500 Value
Membership Benefits	8 Memberships	6 Memberships	4 Memberships	2 Memberships	1 Membership	YES
NAIOP University	Member Access	Member Access	Member Access	Member Access	Member Access	YES
Committee Participation	Member Access	Member Access	Member Access	Member Access	Member Access	YES
Legislative Action Updates	YES	YES	YES	YES	YES	YES
Night at the Fights	15 Tickets	10 Tickets	5 Tickets	2 Tickets	1 Ticket	Member Pricing
Real Estate Challenge	10 Tickets	6 Tickets	4 Tickets	2 Tickets	1 Ticket	Member Pricing
OC & LA Golf Tournaments	2 Foursomes	1 Foursome	1 Twosome	1 Twosome	1 Twosome	Member Pricing
Educational Programs and Networking Events	8 Tickets	6 Tickets	4 Tickets	2 Tickets	1 Ticket	Member Pricing
Corporate Recognition: Events / Invitations	Listing and Logo	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	YES	—
Premium Event Seating	YES	YES	YES	—	—	—
Priority Consideration for YPG	YES	YES	YES	—	—	—
Priority Consideration for Board Seat	Yes	—	—	—	—	—

SPONSORSHIP COMMITTEE 2021

# NAIOP SoCAL CHAPTER

Rob Antrobius, Co-Chair

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COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION

# 2022 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.

### 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

Are you a partner of an LLC or LLP?  Yes  No

### 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 : \_\_\_\_\_  
Month/Day/Year

Gender Identity:  Male  Nonbinary or genderfluid  Prefer to self-describe:  
 Female  Prefer not to respond \_\_\_\_\_

#### Race and Ethnic Identity

- American Indian or Native Alaskan
- Hispanic/Latinx
- Prefer not to respond
- Asian, Pacific Islander or Native Hawaiian
- Middle Eastern or North African
- Prefer to self-describe: \_\_\_\_\_
- Black or African American
- White

### How Did You Hear About Us?

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

Complete this application and return it to NAIOP via fax at 703-904-7942 or email [xcastaneda@naiopsocal.org](mailto:xcastaneda@naiopsocal.org). You may also complete an application online at [www.naiop.org](http://www.naiop.org). Have questions? Call 714-550-0309.

[naiop.org](http://naiop.org)



**Membership Category**

**Principal Full Member (First): \$945**

The first person employed by an organization whose primary business is development, ownership, asset management or investment. (Dues that may not be deducted as a business expense: \$255.70)

**Principal Affiliate Member (Second and Third): \$545**

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: \$157.95)

**Associate Full Member (First): \$945**

The first person employed by an organization providing products and services. (Dues that may not be deducted as a business expense: \$255.70)

**Associate Affiliate Member (Second and Third): \$545**

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: \$157.95)

**Corporate Affiliate Member (Fourth): \$350**

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: \$117.25)

**Corporate Affiliate Member (Fifth and each additional): \$300**

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: \$94.25)

**Developing Leader Member: \$295**

To qualify, you must be 35 years of age or less (born 1986 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: \$86.70)

**Student Member: \$50**

Any full-time student, who is 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: \$18.25)

**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: \$183.25)

**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: \$125.75)

**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: \$114.25)

**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.*

**\* 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.**

**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

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COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

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**SoCAL CHAPTER**

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