

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



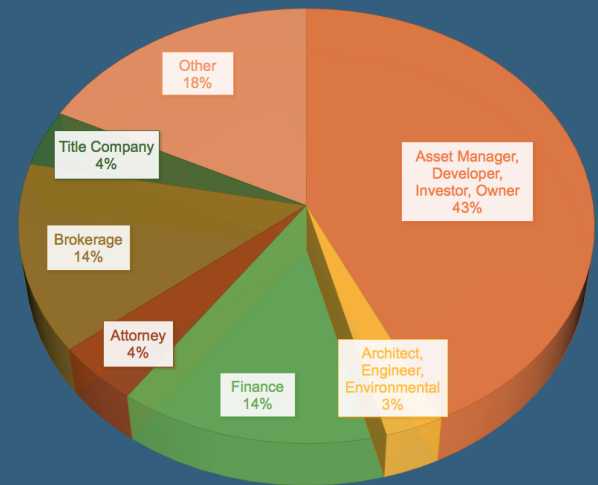
To shape and advocate public policy that supports the industry and contributes to a growing, strong and vigorous economy

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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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
Starpoinite 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
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

Sponsor by January 31st, 2022 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	3 Tickets	2 Tickets	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	3 Tickets	2 Tickets	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.
You may also complete an application online at www.naiop.org. Have questions? Call 714-550-0309.

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.

Please fax both pages of your completed application (and any accompanying documentation) to: 703-904-7942
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

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