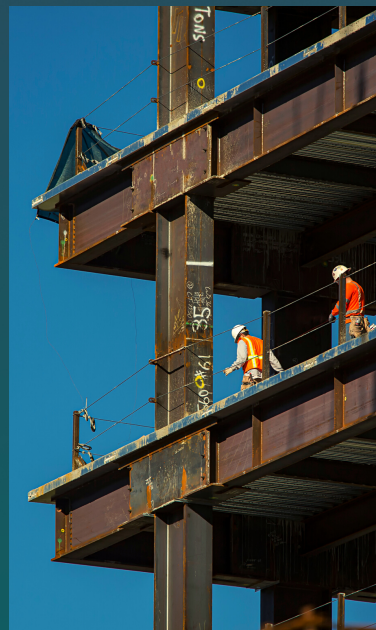


NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SoCAL CHAPTER

2022 SPONSORSHIP

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 be a 2022 sponsor of 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 sponsors. Your sponsorship investment returns over double its retail value in benefits. Equally important, sponsorship in 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 as a sponsor in 2022.

Sincerely,

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



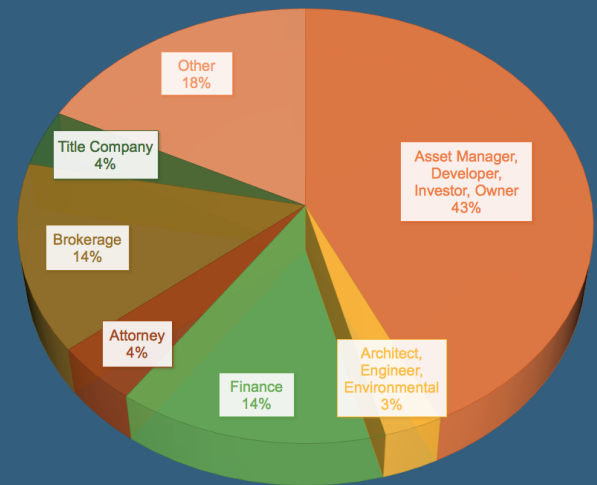
To shape and advocate public policy that supports the industry and contributes to a growing, strong and vigorous economy.

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	451	250
Architect Engineer Environmental	34	21
Finance	100	43
Attorney	28	11
Brokerage	47	7
Title Co.	230	131
Other	1025	500

NAIOP SOCAL CHAPTER OFFICE:

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MEMBER COMPANIES

NAIOP SoCAL CHAPTER

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AEW Capital Management, LP
Agile Capital
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*Alere Property Group
*Allen Matkins
Alliant Insurance Services
*American Realty Advisors
Ares Management LLC
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CREDE
Crew Builders
CRG
Crow Holdings Industrial
Crown Realty & Development
CS Capital Management, Inc.
CT Realty Investors
*Cushman & Wakefield
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Davis Partners LLC
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Diamond Development Group
*Donahue
Schriber Realty Group
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*DWS
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EastGroup Properties
*Emmes Realty Services of California
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Exeter Property Group
*EY
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NAIOP SoCAL CHAPTER



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 PS Business Parks
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 *Ryan
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 Saint-Gobain
 San Diego State University
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 Savills Studley
 SC Consulting
 Securitas Security Services USA
 Seefried Industrial Properties
 Sentinel Net Lease
 Servco, Inc.
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 *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

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 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
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 Westcore
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 William Warren Group
 Withee Malcolm Architects, LLP
 Worthe Real Estate Group
 WPT Industrial REIT
 Xebec
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SPONSORSHIP OPPORTUNITY

NAIOP SoCAL CHAPTER

Commit by January 31st, 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
Membership Benefits	8 Memberships	6 Memberships	4 Memberships	2 Memberships	1 Membership
NAIOP University	Member Access	Member Access	Member Access	Member Access	Member Access
Committee Participation	Member Access	Member Access	Member Access	Member Access	Member Access
Legislative Action Updates	YES	YES	YES	YES	YES
Night at the Fights	15 Tickets	10 Tickets	5 Tickets	3 Tickets	2 Tickets
Real Estate Challenge	10 Tickets	6 Tickets	4 Tickets	2 Tickets	1 Ticket
OC & LA Golf Tournaments	2 Foursomes	1 Foursome	1 Twosome	1 Twosome	1 Twosome
Educational Programs and Networking Events	8 Tickets	6 Tickets	4 Tickets	3 Tickets	2 Tickets
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 Seats	YES	—	—	—	—

SPONSORSHIP COMMITTEE 2021

NAIOP SoCAL CHAPTER

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Sponsor Level

☐ Diamond
 ☐ Platinum
 ☐ Gold
 ☐ Silver
 ☐ Bronze

Company Profile

NAME OF COMPANY

SPONSOR CONTACT

TITLE

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

PHONE

FAX

EMAIL

WEBSITE

Please include the following with your application to be featured on NAIOP SoCal's website and other event recognition:

- 1) A brief paragraph, 200 words or less, describing your organization
- 2) Your logo in vector-based Adobe Illustrator or an EPS
- 3) The e-mail address of the company representative delegated to receive inquiries from viewers

SPONSOR MEMBERS	ADDRESS / CITY / STATE / ZIP	PHONE	EMAIL
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			

Reminder: Diamond = 8 Memberships, Platinum = 6 Memberships, Gold = 4 Memberships, Silver = 2 Memberships, Bronze = 1 Membership

Payment Information

☐ VISA
 ☐ MasterCard
 ☐ AMEX
 ☐ Discover

☐ **Check Enclosed (payable to NAIOP)**

Please include application with check. Do not fax application and/or copy of check as it will not be processed without actual payment.

Credit Card Number

Exp. Date

Name of Cardholder

CVV

Signature

Billing Address (if different from contact information)

Authorized Amount

Date

Please email your completed application to Becky Ezell at bezell@naiopsocal.org | OR mail application with payment to NAIOP SoCal, 918 E. Santa Ana Blvd., Santa Ana, CA 92701

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

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