

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SoCAL CHAPTER

2023 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

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 1,100 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.

“NAIOP SoCal is an invaluable resource for Link and our team. From the YPG program to Legislative Affairs, NAIOP SoCal is a powerful voice for commercial real estate.”

Bud Pharris
Senior Managing Director
Link 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



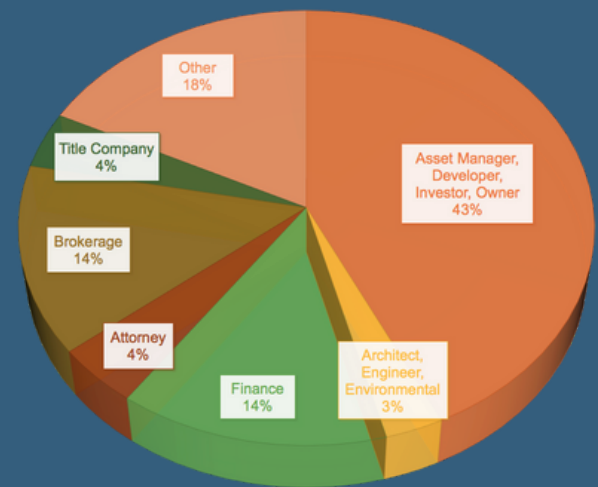
To shape and advocate public policy that supports the industry and contributes to a growing, strong and vigorous economy.

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	510	250
Architect Engineer Environmental	41	28
Finance	112	53
Attorney	35	16
Brokerage	144	45
Title Co.	50	8
Other	224	146

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NAIOP SOCAL HALLMARK EVENTS

ABOUT

As the third largest chapter, NAIOP SoCal prides itself by providing our members, sponsors, and attendees with superior networking events in Orange County and Los Angeles. See below for a complete list of our most popular events:



ANNUAL HALLMARK EVENTS



AWARDS GALA: This newly introduced annual Awards Gala seeks to recognize leaders in the Southern California Commercial Real Estate Development Industry and bring together NAIOP SoCal members, nominees, and guests to celebrate their innovation and commitment to the commercial real estate industry and NAIOP SoCal.

NIGHT AT THE FIGHTS: The signature commercial real estate event of the year brings 1,000 industry professionals together for an evening of premier networking, gourmet dinner, and professional boxing matches.



OC & LA REAL ESTATE CHALLENGE: In this highly anticipated event, NAIOP SoCal engages students teams from USC, UCLA, Chapman and UCI to compete head-to-head in a real estate challenge to present their vision of the highest and best use for a proposed site. After six weeks of preparation, the students will present their proposals to the site owner, our panel of judges and a live audience!

OC & LA GOLF TOURNAMENTS: NAIOP SoCal's annual Golf Tournaments attract commercial real estate professionals each year. The tournament is proven to provide a networking environment with a friendly, yet competitive, golf game.



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YOUNG PROFESSIONALS GROUP (YPG)

The Young Professionals Group (YPG) is NAIOP SoCal's industry-leading professional development and leadership program. Each year, 35 real estate professionals are selected to take part in a 12-month, 70-hour course designed to educate, develop, connect and elevate the industry's emerging leaders. The program offers instruction on critical components of the industry, personal and professional development coaching from MBA-level instructors, extensive networking and relationship-building activities, and guidance from executives through an intimate speaker series.



*YPG 2022-2023
Case Competition Winners*



*YPG/Crew/ULI Mixer:
Party Like It's 2019!*



*YPG team working on their
Capstone Project*

NAIOP U

NAIOP U is an educational program and member benefit that provides brief and thought-provoking presentations on topics important to the commercial real estate industry. Featuring esteemed industry leaders, NAIOP U is a platform for sharing ideas in intimate and engaging discussions followed by a Q&A session to allow members and speakers to further discuss emerging trends.

Previous Topics:

- *Women of NAIOP*
- *State of Capital Markets & Future Outlook*
- *From Pandemic to Endemic (Parts I & II)*



MENTORSHIP

NAIOP SoCal's annual mentorship program is designed to bring together young commercial real estate professionals with industry veterans to form relationships that lead to personal and professional growth for both the mentor and mentee.



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MEMBER COMPANIES

NAIOP SoCAL CHAPTER

5-Ronin
 9th St. Partners LLC
 The Abbey Company
 ABC Development
 AEW Capital Management, LP
 Air Control Systems, Inc.
 Albert A. Webb Associates
Alere Property Group
Allen Matkins
 Alliance Bernstein
 Alliant Insurance Services
 Alvarez & Marsal Capital Real Estate LLC
 Amazon
American Realty Advisors
 AMLI Residential
 AQ Lighting Group
 Archway Capital
 Ares Management LLC
Ares | Black Creek Group
 Armour Properties
Arnel Commercial Properties
 Arroyo Insurance Services, Inc
 Artemis Real Estate Partners
 Avenue Capital Group
Avison Young
Baker Tilly US, LLP
 Ballard Spahr
Bank of America
 Bank of Hope
 Barings
 Barnes & Thornburg LLP
 BCC Contracting
 BCCI Construction
BDO USA LLP
 Beacon Capital Partners, Inc.
 Belay Investment Group
Bellwether Enterprise
 The Bendetti Company
 BentallGreenOak
 Berkadia Commercial Mortgage, Inc.
 Birtcher Anderson & Davis
 Birtcher Development, LLC
Bixby Land Company
 BKM Capital Partners
 BKM Management Company
 BlackRock Realty Advisors
 BLT Enterprises
 Blue Sky Basin Realty Advisors
BMO Harris Bank
BNBuilders
 Boston National Title Agency
 Bowyer Environmental Consulting
 bradCM, Inc.
 The Brandon Michaels Group
 Brasa Capital Management
 Bremco Construction, Inc
 Bridge Development
 Bridge Investment Group
Brookfield Properties
 The Brookhollow Group
 BRR Architecture
 BSB Design, Inc.
 Buchanan Street Partners
Business Finance Capital
C. J. Segerstrom & Sons
 C.R. Laurence
 CA Ventures
 Cabot Properties

Cal Solar Inc
 California State Polytechnic University Pomona
 California State University Northridge University
 California State University, Fullerton
 Calmwater Capital
 Cannon Corp
 CannonDesign
 Capital One Bank
 CapRock Partners
 CareTrust REIT, Inc.
 The Carlyle Group
Carson Companies
CBRE
 CDC Small Business Finance Corp.
 CDL Design Group
CenterPoint Properties
 CenterSquare Investment Management
 Chapman University
 Chartwell Real Estate Development
 Chicago Title Company
 CIBC
CIP Real Estate
 Citizens Business Bank
 City National Bank
 City of Glendale
 City of Moreno Valley
 City of Murrieta
 Claremont Graduate University
 Clarion Partners
 Clarity Roof Consulting, LLC
 CMD Construction Inc
 CMR Capital Group
Coastal Pacific Construction, Inc.
 Cohen Asset Management
 Coldwell Banker Residential Brokerage
Colliers International
 Commonwealth Land Title Insurance Company
 Conceptual Design and Planning Company
 Condor Cold Storage
 Connect Media
 Conscious Communities
CoStar Group
 County of San Bernardino
Cox, Castle & Nicholson LLP
 CREDE
 CrossHarbor Capital Partners
 Crow Holdings Development
 CS Capital Management, Inc.
 CT Realty Investors
Cushman & Wakefield
 DAUM Commercial Real Estate
 Deacon Construction, LLC
 Dermody Properties
 DLR Group
 DRC Engineering
 Dunbar Real Estate Investment Management
 Dune Real Estate Partners
DWS
Eastdil Secured
 EastGroup Properties
 Echo Mountain Capital
ECM Management
 Eide Bailly LLP
 Elkins Kalt Weintraub Reuben Gartside
 EMCOR Services Mesa Energy Systems
 Encore Offices
 EPD Solutions, Inc.
EQ Office

EverWest Real Estate Partners
 eXp Commercial
 Fairway Commercial Partners
 Farmers and Merchants Bank of Long Beach
 FCL Builders
 Fidelity Mortgage Lenders, Inc.
 Fidelity National Title
 First American Title Insurance Company
 First Bank
 First Choice Business Brokers
 FOCUS Real Estate LP
 Fortress Investment Group, LLC
 Freddie Mac
 Fuscoe Engineering, Inc.
Gafcon, Inc.
Gantry
Gensler
 George Smith Partners, Inc.
 Global Roofing Group
 GoDocs, Inc.
 Goldstone Group
Goodman
 Goodwin Procter LLP
 Granite Properties
 Graves Construction
Gray Construction
 Greenberg Glusker
Greenlaw Partners LLC
 Greenwood & McKenzie
Guthrie Development
 H. Hendy Associates
 Hager Pacific Properties
 Han & Brothers Capital LLC
 The Hanover Company
 Harbor Associates
 HarborWest Commercial Lending
 Harvest CREF
 Harvest Small Business Finance
 Haskell & White, LLP
 Healthpeak Life Science Properties, Inc.
Hensel Phelps
 Herdman Architecture + Design, Inc.
 Hillwood Investment Properties
 Hillwood West
 Hines
 HITT Contracting
 HKA Elevator Consulting, Inc.
Howard Building Corporation
 HRS Commercial
 HSH Management
Hudson Pacific Properties
 IBC Realty Partners
 Idea Hall
 IDI Logistics
 IDS Real Estate
 Indecon Builders Inc
 Industrial Outdoor Ventures
 Industrial Realty Group
 InTrust Property Group
Irvine Company
JLL
JPMorgan Chase
 JSB Development, Inc
 JTech Systems Inc
 KBC Advisors
KBS Realty Advisors, Inc.
 Kearny Real Estate Company
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Bold = Sponsors

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NAIOP SoCAL CHAPTER

Kidder Mathews
Kimley-Horn
Kiser Real Estate Capital
The Klabin Company
Kleinfelder
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KPRS Construction Services, Inc.
Landscape Development, Inc
Langan Engineering & Environmental Services
Latham & Watkins LLP
LBA Realty
Lee & Associates
Leuco Realty
Leviathan Acquisitions, LLC
LG Electronics
Life Connoisseurs Management & Enterprise
Lincoln Property Company
Link Logistics Real Estate
Longpoint Realty Partners
Lovett Industrial
LOWE
LPA, Inc.
Luminous Capital Management
M.H. Sherman Company
Majestic Realty Co.
Manulife Investment Management
Marcus & Millichap
Mark IV Capital, Inc.
Marsh Risk & Insurance Services
Martin-Harris Construction
Matthews Real Estate Investment Services
MBL Properties Co.
MCA Realty Inc.
McCarthy Building Companies Inc.
McDonald Property Group
McShane Companies (The)
Melia Homes
Mesa West Capital
MetLife Real Estate Investors
MetroGroup Realty Finance
Metzger Development Services, LLC
MG2
Milanco Building Group
Millie and Severson
Modlo
Moote
Morgan Stanley
Morris, Inc.
MTN Capital LLC
The Muller Company
NAI Capital, Inc.
Newcastle Partners, LLC.
Newmark
Newport Capital
Nikols Mortgage Fund LLC
Nixon Peabody, LLP
Norm Wilson & Sons, Inc.
North America Sekisui House
North Palisade Partners, LLC
NorthSouth GIS LLC
Northwestern Mutual Real Estate Investments
NOVA Services
NPV Advisors
Nuveen Green Capital
Nuveen Real Estate
Oaktree Capital Management
Old Republic National Title Insurance
Oltmans Construction Co.

Operon Group
Orange Coast College
Orange Coast Title Company
ORION Property Partners, Inc.
Overton Moore Properties
Pacific GeoSource CA
Pacific Industrial
Pacific Life Insurance Company
Pacific Newport Properties
Pacific Premier Bank
Padilla Smyth & Associates
Painting Unlimited, Inc.
Panattoni Development Company
Paradise Realty
Partner Engineering & Science, Inc.
PCCP, LLC
Pendulum Property Partners
PNC Bank
Port of Los Angeles
Premier Building Systems
PRES Companies
Principal Real Estate Investors
Prism Realty Corporation
Private Business Capital
Proficiency Capital LLC
Prologis
Promontory Investments
PS Business Parks
Q10 | Westcap
QuadReal Property Group
Ramboll US Corp.
Realterm
Realty Mogul
REDA
RETS Associates
Rexford Industrial Realty, Inc.
Rising Realty Partners
RiverRock Real Estate Group, Inc.
RKAA Architects, Inc
Rockefeller Group
Roux Inc
RT Specialty LLC
Rutan & Tucker LLP
Ryan
SAA Interiors + Architecture
Saint-Gobain
Sanders and Wohrman Corporation
SARES-REGIS Group
Saunders Construction, Inc.
Saxe Doernberger & Vita, P.C.
SC Consulting
Scannell Properties
Seefried Industrial Properties
Selective Real Estate Investments
Servco, Inc.
SERVPRO of Beverly Hills
Seventh Street Development
Shea Properties
Sheppard Mullin
Shryock Search Partners, Inc.
Singularity Capital Group
SIOR
Slater Builders Inc.
Slatt Capital
Snell & Wilmer LLP
Snyder Langston
Space Investment Partners

Sperry Commercial Global Affiliates
St. Clair Commercial Real Estate
Staley Point Capital
Staples Construction Co.
Starboard Realty Advisors, LLC
Starpointe Ventures
SteelWave
Stego Industries, LLC
Stewart Title
Stockbridge Capital Group
Strategic Planning Concepts International, LLC
Stream Realty Partners, LP
Stuart Kane LLP
Summit Development Corporation
Sunwest Bank
Surf Management Inc.
T&B Planning, Inc.
TAIT & Associates
Talonvest Capital, Inc.
Tanco General Contractors
Terracon Consultants, Inc.
Thrifty Oil Co.
Tiarna Real Estate Services, Inc.
Ticor Title Company
Trammell Crow Company
Transwestern
TruAmerica
Turner Real Estate Investments
U.S. Bank
UCLA
Union Bank
Unire Real Estate Group, Inc.
United Pacific
University of California Irvine
University of Oklahoma
University of Southern California
Uprite Construction
Urban Crossroads, Inc.
Urbaneer Investment Partners
USAA Real Estate Company
Vanbarton Group
Vantage Property Investors
Vari
View
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 Real Estate Group
WCL Consulting
We Architects Group
Wells Fargo
West Harbor Capital
Westcore
Western Alliance Bank
Western Realco
Westport Properties, Inc.
WFG National Title Company
WINV Painting
WPT Industrial REIT
Xebec
Yellow Iron Investments
Ygrene Energy Fund

SPONSORSHIP OPPORTUNITIES

NAIOP SoCAL CHAPTER

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	DIAMONDS 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
OC or LA Real Estate Challenge	10 Tickets	6 Tickets	4 Tickets	2 Tickets	1 Ticket
OC or 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	—	—	—	—

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NAIOP SOCAL YEAR IN REVIEW

MEMBERSHIP

3rd

LARGEST
CHAPTER

2 YEARS RUNNING

1100+

MEMBERS

15% INCREASE

EVENTS

4000+

ATTENDEES

ACROSS 50 PREMIER
NETWORKING EVENTS

FIRST-EVER NAIOP SOCAL

AWARDS GALA

NIGHT AT THE FIGHTS

30TH ANNIVERSARY

QUICK STATS



400+

COMPANIES REPRESENTED



3rd

LARGEST
NAIOP CHAPTER

EDUCATION

20+

EDUCATIONAL
PROGRAMS

INCLUDING:

- YOUNG PROFESSIONALS GROUP (YPG)
- NAIOP U WORKSHOPS
- PANEL PROGRAMS
- OC & LA REAL ESTATE CHALLENGES

GOVERNMENT RELATIONS

STOPPED A BAN ON WAREHOUSE DEVELOPMENT
IN SOUTHERN CALIFORNIA

NO ON AB 2840!

MOBILIZED MEMBERSHIP TO CONTACT LEGISLATORS

**1000 EMAILS
& CALLS**

MET WITH DOZENS OF ELECTED OFFICIALS IN

**SOCAL AND
SACRAMENTO**

DEVELOPING LEADERS

300+

DEVELOPING
LEADERS

550+

YPG ALUMNI
NETWORK



COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

2023 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): \$995**

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): \$575**

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): \$995**

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): \$575**

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): \$360**

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): \$305**

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: \$300**

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

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