

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

# 2023 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 2023 sponsor of NAIOP SoCal.

2022 has been an amazing year and 2023 promises to be another impactful year for NAIOP SoCal and the industry.

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 1,100 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 education, networking and a strong, unified voice on critical legislative and policy issues.

We have accomplished much so far in 2022.

## 2022 Accomplishments

- Approximately 1000 attendees at a spectacular Star-Wars-themed “Night at Fights” event at the Orange County Fairgrounds
- Over 1000 attendees at networking events in Orange and LA County
- Sold-out kick-off event in March featuring renowned USC economist Richard Green
- Behind the scenes tour and networking event at SoFi stadium
- Launched first-ever Orange County Real Estate Challenge involving Chapman University vs. UC Irvine
- Launched first-ever Awards Gala honoring companies, people, projects and Hall of Fame Inductee Ed Roski
- Leading the effort to defeat AB 2840 which would have essentially shut down all warehouse developments in Riverside and San Bernardino Counties
- Completed another successful Young Professionals Group (YPG) class and the highly competitive selection of the 2022-23 class
- Four NAIOP University programs providing timely, relevant industry education
- Over 150 students attended a Virtual Career Day featuring industry professionals across multiple disciplines
- Community Garden clean-up in Santa Fe Springs
- Matching over 20 young professionals with experienced mentors
- Successful annual OC BBQ event at the Balboa Bay Club
- Sold-out OC Golf Tournament at Coto de Caza Golf Club

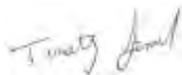
We aren't done. More is planned for the remainder of 2022 including the 25th Annual USC vs. UCLA Real Estate Challenge, the LA Golf Tournament and an LA networking mixer.

We are bullish on 2023 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 2023. Our #1 priority is to serve and provide value to members and sponsors.

We encourage you to contact any of us with questions and always welcome new ideas to improve member and sponsor experiences with NAIOP SoCal.

Sincerely,



Tim Jemal  
CEO  
NAIOP SoCal



Greg May | 2022 President  
Co-Chair, Sponsorship Committee  
Executive Vice President, Market Leader  
Newmark



Justin McCusker | President-Elect  
Senior Executive  
C.J. Segerstrom & Sons

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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 1,100 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 SOCIAL MEMBERS FIRMS

MEMBER TYPE	SOCIAL 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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## 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.



# EDUCATION PROGRAMS



## 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. Henty 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  
Kearny Street Partners

Bold = Sponsors

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# NAIOP SoCAL CHAPTER



Kidder Mathews  
 Kimley-Horn  
 Kiser Real Estate Capital  
 The Klabin Company  
 Kleinfelder  
**The Koll Company**  
**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.**  
 Tior 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

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# SPONSORSHIP OPPORTUNITIES

# NAIOP SoCAL CHAPTER

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	<b>DIAMONDS</b> <b>20,500</b> \$45,000 Value	<b>PLATINUM</b> <b>\$16,500</b> \$35,000 Value	<b>GOLD</b> <b>\$13,000</b> \$25,000 Value	<b>SILVER</b> <b>\$8,000</b> \$19,000 Value	<b>BRONZE</b> <b>\$5,000</b> \$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

3<sup>rd</sup>

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



3<sup>rd</sup>

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

### 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
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# NAIOP

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COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

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