

2024 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

We invite you to be a sponsor of NAIOP SoCal in 2024.

2023 has been amazing year and 2024 promises to be another impactful year for NAIOP SoCal and the industry.

Your sponsorship investment provides substantial benefits to your company and the people who work for it. 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 Southern California. More than 1,200 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 legislation and public policy issues.

With your support, we have accomplished much so far in 2023.

2023 Accomplishments

- Over 5,500 attended our programs and events in Orange and LA County
- Over 1000 attendees at a spectacular Havana Nights themed "Night at Fights" event at the Orange County Fairgrounds
- Sold-out kick-off event in January featuring David Bitner of Newmark along with great networking
- Incredible energy at the Second Annual Orange County Real Estate Challenge involving Chapman University vs. UC Irvine
- Pronominal <u>2nd Annual Awards Gala</u> as the <u>beautiful Vibiana</u> in downtown Los Angeles honoring companies, people, projects and Hall of Fame Inductee Lew Horne
- <u>Leading the effort</u> in Sacramento and Southern California to <u>defeat AB 1000</u> which would have essentially shut down all warehouse developments across the state of California
- Spearheading Washington, D.C. advocacy during the 2023 Chapter Leadership Retreat
- Completed another successful Young Professionals Group (<u>YPG</u>) class and the highly competitive selection of the 2023-24 class
- Four NAIOP University programs providing timely, relevant industry education
- Over 150 students attended a Virtual Career Day featuring industry professionals across multiple disciplines
- Matching 25 young professionals with experienced mentors
- Another Sold Out and successful annual <u>OC BBQ</u> event at the Balboa Bay Club
- A completely sold-out OC Golf Tournament at Coto de Caza Golf Club

We are bullish on 2024 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 in Washington, Sacramento and Southern California.

We hope to earn your support in 2024. Our #1 priority is to serve and provide value to members and sponsors.

We encourage you to contact any of us with questions.

Sincerely,

Tim Jemal CEO NAIOP SoCal Justin McCusker | 2023 President Senior Executive

C.J. Segerstrom & Sons

Eric Paulsen | 2023 President-Elect Regional President, Brokerage Kidder Mathews 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 1,200 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.

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I have had the privilege of serving NAIOP SoCal over the past 10 years and have found it to be incredibly rewarding both personally and professionally. Working alongside some fantastic people with a common goal of promoting the real estate industry has provided an opportunity to make connections and grow my professional network in ways that would not have been possible otherwise.

Greg Brown Senior Managing Director JLL Capital Markets

EDUCATION



To establish and promote our role as a leadership organization, a key provider of high value programs, products and services for our members.

LEGISLATION

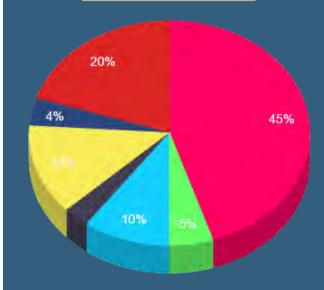
To shape and advocate public policy that supports the industry and contributes to a growing, strong and vigorous economy.

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	<u>FIRMS</u>	
Asset Manager Developer Investor Owner	584	282	
Architect Engineer Environmental	60	39	
Finance	118	52	
Attorney	42	21	
Brokerage	152	45	
Title Co.	49	6	
Other	245	152	

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: The annual NAIOP SoCal Awards Gala recognizes leaders in the Southern California Commercial Real Estate Industry and brings together members, nominees, and quests to celebrate their innovation and commitment to excellence.

NIGHT AT THE FIGHTS: The signature commercial real estate event of the year brings together more than 1,000 industry professionals for an unforgettable evening of networking, gourmet cuisine, industry and professional bouts, casino tables and a cigar lounge.





OC & LA REAL ESTATE CHALLENGE: These highly anticipated events feature teams from USC, UCLA, Chapman and UCl 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 an excellent 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 2022-23 Graduation



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:

- The dynamics of ESG and what it means
- Solutions for Commodity Office
- Alternative Development Uses/Considerations



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.



all Indian MEMBER COMPANIES NAIOP Socal Chapter



9th St. Partners LLC The Abbey Company AC Martin

Affinius Capital

Air Control Systems, Inc.

Albert A. Webb Associates
Alere Property Group

Allen Matkins

Alliance Bernstein AltaBird Investments

Altrio

Amazon

American Realty Advisors

AMLI Residential

Antelope Creek Holdings

APEX Environmental & Water Resources, LLC

AQ Lighting Group Archway Capital

ARCO National Construction | Pacific Coast

Ares Industrial Management

Ares Management LLC Armour Properties

Arnel Commercial Properties

Arroyo Insurance Services, Inc

Artemis Real Estate Partners AvantStay

Avison Young

Baker Electric, Inc.
Baker Tilly US, LLP

Ballard Spahr

Bank of America

Barings

Barnes & Thornburg LLP BCC Contracting

BCCI Construction BDO USA LLP

Beacon Capital Partners, Inc.

Belay Investment Group

Bellwether Enterprise

The Bendetti Company BentallGreenOak

BH Properties

Birtcher Anderson & Davis

Birtcher Development, LLC

Bixby Land Company

BKM Capital Partners BlackRock Realty Advisors

Blackstar Contractors

BLT Enterprises

BNBuilders

Boudreau Pipeline

Brasa Capital Management

Bremco Construction, Inc.

Bridge Development

Bridge Investment Group

Bridge Industrial Properties

BrightView Design Group

Brookfield Properties

The Brookhollow Group

BRR Architecture

Buchalter

Buchanan Street Partners

Business Finance Capital

C.J. Segerstrom & Sons Cabot Properties

Cal Poly Pomona

California State University Northridge

California State University, Fullerton

Calmwater Capital

Cannon Corp

CannonDesign

Capital One Bank
CapRock Partners

CareTrust REIT, Inc.

The Carlyle Group

Carson Companies

Casco Contractors

CDL Design Group
CenterPoint Properties
Centris / CA Industrial

CenterSquare Investment Management

Chapman University

Chartwell Real Estate Development

Chicago Title Company
CIBC

CIP Real Estate

Citizens Bank

City National Bank

City of Anaheim

City of Lake Forest

City of Lancaster

City of Murrieta

Clarion Partners Clarity Roof Consulting, LLC

Coastal Pacific Construction, Inc.

Cohen Asset Management

Colliers

Commercial Builders, Inc.

Commonwealth Land Title Insurance Company

Conceptual Design and Planning Company

Condor Cold Storage

Connect Media

Conor Commercial Real Estate

CoStar Group

Cox, Castle & Nicholson LLP

CrossHarbor Capital Partners

Crow Holdings Development

CS Capital Management, Inc.

CT Realty Investors

Cushman & Wakefield

Dalfen Industrial

DAUM Commercial Real Estate

David Evans & Associates, Inc.

David Morgan & Associates, Inc

Deacon Construction, LLC

Dedeaux Properties
Dermody Properties

DH Property Holdings LLC

DIV Industrial DivcoWest

DLR Group

DMC Inc.

DRC Engineering

Dunbar Real Estate Investment Management

Dune Real Estate Partners

DWS

Eastdil Secured

EastGroup Properties Echo Mountain Capital

ECM Management
Economic & Planning Systems, Inc.

EEC Environmental

Eide Bailly LLP

Elkins Kalt Weintraub Reuben Gartside

MCOR Services Mesa Energy Systems

Emmes Realty Services of California Empress Builders

EPD Solutions, Inc

EQ Office

Everview Law

EverWest Real Estate Partners

Executive Development LLC

Fairway Commercial Partners

Farmers and Merchants Bank of Long Beach

FCL Builders

Fenagh Engineering & Testing

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

Foulger-Pratt

Fragner Seifert Pace & Mintz, LLP

Freddie Mac

Fuscoe Engineering, Inc.

Gantry

Gensler

George Smith Partners

Gibson, Dunn & Crutcher, LLP

GLP Capital Partners

Goodman Goodwin Procter LLP

Granite Properties

Graves Construction Gray West Construction

Greenberg Glusker **Greenlaw Partners LLC**

Greenwood & McKenzie

H. Hendy Associates Hager Pacific Properties

The Hanover Company

Harbor Associates

Harvest CREF Haskell & White, LLP

HBI Construction, Inc.

Health Care Property Advisors

Healthpeak Life Science Properties, Inc.

Herdman Architecture + Design, Inc.

HGA

HighPointe Communities

Hillmann Consulting LLC

Hillwood Investment Properties

HITT Contracting

HKA Elevator Consulting, Inc.

Howard Building Corporation HPA Architecture

HRS Commercial **Hudson Pacific Properties**

IBC Realty Partners

Idea Hall

IDEAL Capital Group IDI Logistics

IDS Real Estate Group Industrial Realty Group

Intercontinental Real Estate Corporation

InTrust Property Group Invesco Real Estate

Irvine Company

Irvine Valley College J.P. Morgan Asset Management

JMR Contracting Inc.

JP Morgan Chase & Co. JSB Development, Inc

JTech Systems Inc **KBC** Advisors

KBS Realty Advisors, Inc. Kearny Real Estate Company

Kennedy Wilson - Commercial Investment Group

Keystone Mortgage Corporation

Kidder Mathews

MEMBER COMPANIES

NAIOP SoCAL CHAPTER



Kimley-Horn

Kingsbarn Real Estate Capital

The Klabin Company

Kleinfelder

The Koll Company

KPRS Construction Services, Inc.

Labib Development Lainer Development

Langan Engineering & Environmental Services

Latham & Watkins LLP

LBA Realty

Lee & Associates LG Electronics

Life Connoisseurs Management & Enterprise

Lincoln Property Company Link Logistics Real Estate

Longpoint Realty Partners

Lovett Industrial

LOWE

Loyola Marymount University

LPA, Inc.

Luminous Capital Management

Majestic Realty Co.

Manulife Investment Management

Marcus & Millichap Mark IV Capital, Inc.

Marsh

Marsh McLennan Agency

Matthews Real Estate Investment Services

MBL Properties Co.

MCA Realty Inc.

McDonald Property Group McShane Companies (The)

Melia Homes

Menemsha Development Group

Menlo Equities

Mesa West Capital

Metropolis

Metzger Development Services, LLC

Milanco Building Group

Millie and Severson

Moote

Morgan Stanley

Morris, Inc.

The Muller Company

Murow Development Consultants

NAI Capital, Inc.

Nazareth Civil

New Day Business Finance

Newcastle Partners, LLC.

Newmark

Newport Real Estate Partners

Nikols Mortgage Fund LLC Norm Wilson & Sons, Inc.

North America Sekisui House

North Palisade Partners, LLC

Northern Ridge Capital

NorthMarq Capital, Inc.

Northwestern Mutual Real Estate Investments

Norton and Schmidt Consulting Engineers

NOVA Services NPV Advisors

NUBLOCK Partners

Nuveen Real Estate

Oaktree Capital Management

Oltmans Construction Co. Orange Coast College -Student

The Orden Company

ORION Property Partners, Inc.

Overton Moore Properties

Pacific Industrial

Pacific Life Insurance Company

Pacific Newport Properties

Pacific Premier Bank

Pacific Southwest Realty Services

Panattoni Development Company

Partner Engineering & Science, Inc.

Pegasus Real Estate Group

Pendulum Property Partners

PGIM Real Estate

PNC Bank

Port of Los Angeles

PR Construction

Premier Building Systems PRES Companies

Principal Real Estate Investors

Prism Realty Corporation Private Business Capital

Procopio

Promontory Investments

Prologis

Property Reserve Inc.

Q10 | Westcap

QuadReal Property Group

Ramboll US Corp.

Real Estate Development Associates

Realterm

RealtyMogul

Red Tail Multifamily Land Development

RETS Associates

Rexford Industrial Rialto Capital

RIOS, Inc.

Rising Realty Partners

RKAA Architects, Inc. **Rockefeller Group**

Roux Inc

RT Specialty LLC

Rutan & Tucker LLP

SAA Interiors + Architecture

Samuelson Partners

Sanders and Wohrman Corporation

SARES-REGIS Group

Saunders Construction, Inc.

SC Consulting

Scannell Properties

Seefried Industrial Properties

Selective Real Estate Investments

Servco, Inc.

SERVPRO OF BEVERLY HILLS Seventh Street Development

Shea Properties

Sheppard Mullin

SINEX energy

SKH Architect Inc.

Slater Builders Inc. Slatt Capital

SMS Architects **Snell & Wilmer LLP**

Snyder Langston

Solar Landscape Sperry Commercial Global Affiliates

St. Clair Commercial Real Estate

Staley Point Capital

Standard Real Estate Investments

Staples Construction Co. Starboard Realty Advisors, LLC

StarPoint Properties

SteelWave

Stego Industries, LLC

Stewart Title Guaranty Company

Stockbridge Capital Group

Storie and Severson Construction, Inc.

Stos Partners

Strategic Planning Concepts International, LLC

Stream Realty Partners, LP

Stuart Kane LLP

Summit Development Corporation SunAmerica Center

SunPower Corporation

Surf Management Inc. SVN | Vanguard Commercial Real Estate Advisors

Swift Real Estate Partners

T&B Planning, Inc.

TA Realty

TAIT & Associates

Talonvest Capital, Inc.

Tanco General Contractors

Terracon Consultants, Inc. Thorofare Capital Inc.

Tiarna Real Estate Services, Inc.

Ticor Title Company

Trammell Crow Company Trico Investments

Tricon Residential

Triten Real Estate Partners Turner Real Estate Investments

TWINSTEPS architecture

U.S. Bank Unire Real Estate Group, Inc.

United Pacific

University of California Irvine University of California, Los Angeles

University of Oklahoma

University of Southern California University of Washington

Uprite Construction Corp

Urbaneer Investment Partners

Vanbarton Group

Vanguard University Vantage Property Investors

Veirs Kluk Roofing Inc.

Versity Invest

Voit Real Estate Services

Vulcraft Verco Group W.L. Butler Construction, Inc. Walker & Dunlop

Wallace P Johnson Plumbing & Heating, Inc.

Ware Malcomb

Washington Capital
Watson Land Company

Watt Capital Partners, Inc **Waypoint Real Estate Group**

WCL Consulting

We Architects Group Wells Fargo

West Coast Capital Partners

Westcore Western Alliance Bank

Western Realco

Westport Properties, Inc. WINV Painting Wipfli LLP

WPT Industrial REIT X Engineering & Consulting, Inc.

Xebec

Yellow Iron Investment

NAIOP SoCAL CHAPTER



JANUARY

11: KICK OFF Event

FEBRUARY

12-14: DC Legislative & Leadership Retreat

MARCH

11-12: I.CON SPRING (LONG BEACH)

NETWORKING MIXER

APRIL

ORANGE COUNTY REAL ESTATE CHALLENGE YPG SOCIAL MIXER

MAY

8-10: FORUMS (MINNESOTA)

16: AWARDS GALA

30: OC BBQ BASH

JUNE

5-6: I.CON SUMMER (NEW JERSEY)

JULY

1: ORANGE COUNTY GOLF TOURNAMENT

11: YPG CASE COMPETITION

AUGUST

NETWORKING MIXER

SEPTEMBER

YPG SOCIAL MIXER

OCTOBER

3: NIGHT AT THE FIGHTS

7-10: CRE.CONVERGE

VIRTUAL CAREER DAY

NOVEMBER

21: LOS ANGELES REAL ESTATE CHALLENGE

DECEMBER

LOS ANGELES GOLF TOURNAMENT

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	DIAMOND \$21,225 \$45,000 Value	PLATINUM \$17,100 \$35,000 Value	GOLD \$13,450 \$25,000 Value	\$1LVER \$8,280 \$19,000 Value	BRONZE \$5,175 \$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	-	-	-	-

YEAR IN REVIEW



MEMBERSHIP

3rd

LARGEST

CHAPTER

4 YEARS RUNNING

1200+

15% INCREASE

EVENTS

5,500 ATTENDEES

ACROSS 50 PREMIER NETWORKING EVENTS

SECOND-EVER NAIOP SOCAL

AWARDS GALA

NIGHT AT THE FIGHTS

31st ANNUAL

QUICK STATS



550+

COMPANIES REPRESENTED



3rd
LARGEST
NAIOP CHAPTER

EDUCATION

20+

PROGRAMS

INCLUDING:

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

GOVERNMENT RELATIONS

LED DEFEAT OF STATEWIDE WAREHOUSE BAN BILL

NO ON AB 1000!

LED THE EFFORT IN SEVEN UNINCORPORATED AREAS IN LOS ANGELES COUNTY TO

STOP UNFAIR DOWNZONING

EDUCATED DOZENS OF ELECTED OFFICIALS ON CREINDUSTRY LEGISLATIVE PRIORITIES IN

SOCAL, SACRAMENTO & WASH D.C

DEVELOPING LEADERS

300+
DEVELOPING
LEADERS

580+
YPG ALUMNI
NETWORK



2024 SPONSORSHIP APPLICATION

SoCal Chapter

SUCAL CHAPTER						
Sponsor Leve	l					
■ Diame	ond Plat	inum = G	old • S	Silver	■ Bronze	
Company Pro	file					
NAME OF COMPANY		SPONSOR CONTAC	т	TITLE		
ADDRESS (Street address, Ste. #, City, State/Province, Zip/Postal Code)						
PHONE	FAX	EMAIL		WEBSITI		
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	ADDRES	SS/CITY/STATE/ZIP	PHONE		EMAIL	
1,						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
Reminder: Diamond = 8	3 Memberships, Platir	num = 6 Memberships,	Gold = 4 Membership	s, Silver = 2 Mem	berships, Bronze = 1 Membership	
Payment Info	rmation					
■ VISA ■	MasterCard	■ AMEX ■ D	iscover	Check Enclosed (payable to NAIOP) Please include application with check. Do not fax application and/or copy of check as it will not be		
Credit Card Number		Exp. Date		processed without actual payment.		
Name of Cardholder		cvv		Signature		
Billing Address (if differen	nt from contact informat	ion)		Authorized Amou	nt Date	



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