

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

# 2025 MEMBERSHIP

918 E. SANTA ANA BLVD. SANTA ANA, CA 92701  
TEL: (714) 550-0309



**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 sponsor of NAIOP SoCal in 2025.

2024 has been an amazing year and 2025 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. Nearly 1,300 real estate professionals and 600 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 2024.

## 2024 Accomplishments

- Nearly 6,000 attended our programs and events
- Over 1,100 attendees at a spectacular James Bond-themed **“Night at Fights”** at the Orange County Fairgrounds
- Sold-out kick-off event in January featuring What’s in Store for 2024 with Andy Bratt, Gantry; Matthew Chapman, Link Logistics; Paul Julian, Advanced Real Estate and Justin Nguyen, Emmes Realty Services of California along with great networking
- Incredible energy at the 3rd Annual **Orange County Real Estate Challenge** involving Chapman University vs. UC Irvine
- Phenomenal **3rd Annual Awards Gala** as the **beautiful Vibiana** in downtown Los Angeles honoring companies, people, projects and Hall of Fame Inductee Howard Schwimmer
- **Leading the effort** in Southern California to defeat the AB 98 anti-warehousing bill, only to come up short in the Legislature by 2 votes. Our subsequent letter-writing campaign, aimed at pressuring Governor Newsom to veto AB 98, resulted in hundreds and hundreds of NAIOP SoCal Members submitting unique letters on the harmful impact of AB 98 to their businesses and bottom line.
- Sponsored legislation for the first time in the history of NAIOP SoCal that would expedite city plan-checks and increase the notification time to commercial property owners when cities and counties make zoning changes that impact the use and value of a property. Our advanced notification bill, AB 2904, was signed into law by Governor Newsom - another first - in Sept. 2024
- Completed another successful Young Professionals Group (YPG) class and the highly competitive selection of the 2023-24 class
- Four NAIOP University programs providing timely, relevant industry education
- Over 100 students attended a Virtual Career Day featuring industry professionals across multiple disciplines
- Members came together to help clean up a community garden in the city of Bell and learned about the important work that GrowGood does for individuals experiencing homelessness
- Matching 25 young professionals with experienced mentors
- Another Sold Out and successful annual **OC BBQ** event at the Balboa Bay Club
- A completely sold-out **OC Golf Tournament** at Coto de Caza Golf Club

We are bullish on 2025 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 2025. 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



Eric Paulsen | 2024 President  
Regional President, Brokerage  
Kidder Mathews



Mark Mattis | 2024 President-Elect  
Principal  
Avison Young

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MEMBERSHIP OPPORTUNITY

# NAIOP SoCAL CHAPTER



## What A NAIOP SoCal Membership Can Do For You

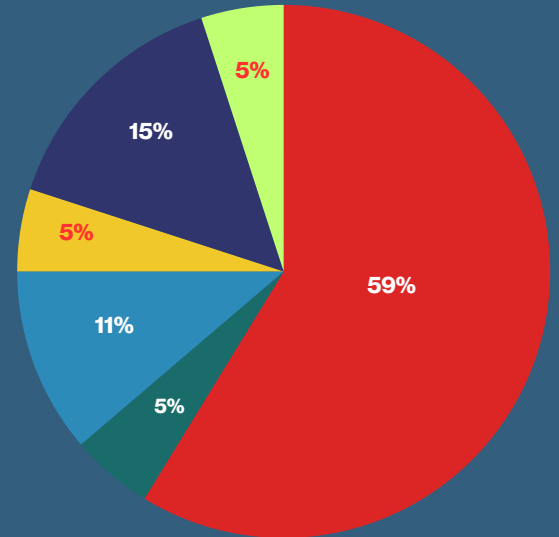
Serving Los Angeles and Orange counties, NAIOP SoCal is the leading commercial real estate trade organization in Southern California with nearly 1,300 members. Our mission is to provide a unified voice to protect and enhance the commercial real estate industry and quality of life in Southern California.

“ 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



They have the NAIOP SoCal advantage - What are YOU waiting for?



### 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.

MEMBER TYPE	SOCAL MEMBERS	FIRMS
Asset Manager Developer Investor Owner	594	298
Architect Engineer Environmental	57	38
Finance	114	48
Attorney	50	22
Brokerage	146	38
Title Co.	54	6
Other	254	164

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## ABOUT

As the second 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 guests 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 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 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 2023-2024  
Case Competition Winners*



*LA Alumni Sub Committee*



*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*
- *Leveraging AI in Commercial Real Estate*
- *Alternative Development Uses/Considerations*



## 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.



## MEMBER COMPANIES

# NAIOP SoCAL CHAPTER

9th St. Partners LLC  
The Abbey Company  
AC Martin  
AEW Capital Management, LP  
**Affinius Capital**  
**Air Control Systems**  
Albert A. Webb Associates  
**Alere Property Group**  
**Allen Matkins**  
Alliance Bernstein  
Alston Construction  
AltaBird Investments  
Altisource  
**American Realty Advisors**  
AMLI Residential  
AMPCO Contracting, Inc.  
Antelope Creek Holdings  
APEX Environmental & Water Resources, LLC  
Apollo Global Management  
Archway Capital  
Arcus Harbor Real Estate Capital LLC  
Ares Industrial Management  
**Ares Management**  
Armour Properties  
**Arnel & Affiliates**  
Arroyo Insurance Services, Inc  
Art Weiss Industrial Properties  
Artemis Real Estate Partners  
**Avison Young**  
Ayres Associates  
Baker Commodities Inc.  
**Baker Tilly US, LLP**  
Baldwin Risk Partners  
Ballard Spahr  
**Bank of America**  
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The Bascom Group  
BCC Contracting  
BDO USA LLP  
Beacon Capital Partners, Inc.  
Belay Investment Group  
Bellwether Asset Management  
**Bellwether Enterprise Real Estate Capital**  
Bendetti  
BentallGreenOak  
Berkadia Commercial Mortgage, Inc.  
Birtcher Anderson & Davis  
Birtcher Development LLC  
**Bixby Capital Management**  
**BKM Capital Partners**  
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BLT Enterprises  
BlueGame LLC  
Bluewater Property Group  
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Brasa Capital Management  
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**Bridge Logistics Properties**  
BridgePoint Developments  
**Briggs Electric**  
Brivo  
**Brookfield Properties**  
The Brookhollow Group  
Brown & Streza LLP  
BRR Architecture  
Buchalter  
Buchanan Street Partners  
Buckner, Robinson & Mirkovich  
Buie Stoddard Group  
Building Industry Association of Southern California  
**Business Finance Capital**  
**C.J. Segerstrom & Sons**  
Cabot Properties

Cal Solar Inc  
California Polytechnic State University  
California State University, Fullerton  
Cannon Corp  
CannonDesign  
Capital Insight Holdings  
Capital One Bank  
CapRock Partners  
CareTrust REIT, Inc.  
**Carson Companies**  
Casco Contractors  
**CBRE**  
CBRE Investment Management  
CDL Design Group  
Centennial Advisers  
**CenterPoint Properties**  
CenterSquare Investment Management  
Chapman University  
Charles Taylor Environmental  
Chartwell Real Estate Development  
Chicago Title Company  
**CIP Real Estate**  
CIRE Equity  
City National Bank  
City of Anaheim  
City of Lake Forest  
City of Lancaster  
**City of Murrieta**  
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Clarity Roof Consulting, LLC  
Cliq Consulting  
**Coastal Pacific Construction, Inc.**  
Cohen Asset Management, Inc.  
**Colliers**  
Commonwealth Land Title  
Concrete West Construction, Inc  
Condor Cold Storage  
**Connect Media**  
The Connected Companies  
**Conor Commercial Real Estate**  
Coreland Companies  
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**Cox Castle**  
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CRG  
CrossHarbor Capital Partners  
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CS Capital Management, Inc.  
CT Realty Investors  
Cushman & Wakefield  
Dalfen Industrial  
DAUM Commercial Real Estate Services  
David Evans & Associates, Inc.  
DC Construction  
Deacon Construction, LLC  
**Dedeaux Properties**  
DH Property Holdings LLC  
DIV Industrial  
DLR Group  
DM Flooring  
Dunbar Real Estate Investment Management  
Dune Real Estate Partners  
**DWS**  
Dynamic Energy  
**Eastdil Secured**  
EastGroup Properties  
Echo Mountain Capital  
**ECM Management**  
Economos DeWolf  
EEC Environmental  
Eide Bailly LLP  
Elkins Kalt Weintraub Reuben Gartside  
ElmTree Funds  
EMC Collaborative

EMCOR Services Mesa Energy Systems  
**Emmes Realty Services of California**  
Empress Builders  
Ensemble Investments  
EPD Solutions, Inc  
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**Esplanade**  
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Executive Coatings & Contracting  
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Fifth Third Bank  
First American Title  
First Bank  
First Choice Business Brokers  
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GAF  
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Gensler  
George Urban Advisors  
Gibson, Dunn & Crutcher LLP  
GID Industrial  
**GLP Capital Partners**  
**Goodman**  
Got U Wired  
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Greenberg Glusker  
H. Hendy Associates  
Hager Pacific Properties  
The Hanover Company  
Harbor Associates  
Harvest CREF  
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Herdman Architecture + Design, Inc.  
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Hillmann Consulting LLC  
Hillwood Investment Properties  
Hines  
HITT Contracting  
HKA Elevator Consulting, Inc.  
Howard University  
HPA Inc  
HRS Commercial  
Hudson Pacific Properties  
Husch Blackwell LLP  
IBC Realty Partners  
IC RE Services Inc  
Idea Hall  
IDEAL Capital Group  
IDI Logistics  
IDS Real Estate Group  
IMEG Consulting Engineers  
Industrial Realty Group  
Institutional Property Advisors  
Integrated Capital Management  
InTrust Property Group  
Invesco Real Estate  
**Irvine Company Office Properties**  
**J.P. Morgan**  
Jeff Oviedo and Associates, Inc.  
**JLL Capital Markets**  
**John A. Martin & Associates**  
JSB Development, Inc  
JWilliams Staffing  
KBC Advisors  
KBS Capital Advisors  
**KBS Realty Advisors, Inc.**

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Bold = Sponsors

# NAIOP SoCAL CHAPTER

Kearny Real Estate Company  
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Kime Builders LLC  
Kimley-Horn  
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**KPRS Construction Services, Inc.**  
Lamar Johnson Collaborative  
**Langan**  
**LBA Realty**  
Lebanoff Development  
Lee & Associates  
Lee & Sakahara Architects, Inc.  
LG Electronics  
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**Link Logistics Real Estate**  
Lockton Insurance Brokers, LLC  
Longpoint Realty Partners  
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Lovett Industrial  
**LOWE**  
Luminous Capital Management  
**Majestic Realty Co.**  
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Manulife Investment Management  
Marcus & Millichap  
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Marsh  
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Matthews Real Estate Investment Services  
MBK Real Estate  
MBL Properties Co.  
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Mesa West Capital  
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MetroGroup Realty Finance  
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MG2  
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**The Muller Company**  
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MWF Solutions  
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Newport Real Estate Partners  
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**Norm Wilson & Sons, Inc.**  
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OC Lyfe  
Ocean West Capital Partners  
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ORION Property Partners, Inc.  
**Outrigger Industrial**  
**Overton Moore Properties**  
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Pacific Industrial  
Pacific Life Insurance Company  
Pacific Newport Properties  
Pacific Southwest Realty Services  
Panattoni Development Company  
Parkwest General Contractors  
Partner Engineering & Science, Inc.  
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Pegasus Real Estate Group  
Pennington Real Estate Partners  
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PGIM Real Estate  
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PIMCO  
Port of Los Angeles  
PowerShingle - NUCOR  
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Private Business Capital  
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PSRS  
Q10 | Westcap  
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Realterm  
Recupero & Associates  
Retail Insite  
**RETS Associates**  
**Rexford Industrial Realty, Inc.**  
Rising Realty Partners  
RKAA Architects, Inc  
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Rockwood Capital, LLC  
Rosewood Group  
Roux Inc  
RT Specialty LLC  
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**Rutan & Tucker LLP**  
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**SAA interiors + architecture**  
Saltair Equities  
Sanders and Wohnman Corporation  
Santiago Canyon College  
**SARES-REGIS Group**  
Saunders Construction, Inc.  
Saunders Property Company  
Savills  
SC Consulting  
**Scannell Properties**  
Servco, Inc.  
Seventh Street Development  
**Shea Properties**  
**Sheppard Mullin**  
Shopoff Realty Investments  
Silverstone Partners  
SKH Architect Inc.  
Slater Builders Inc.  
Slatt Capital  
SMBC MANUBANK

SMS Architects  
**Snell & Wilmer LLP**  
Snyder Langston  
Solar Landscape  
Sony Pictures Entertainment  
Sperry Commercial Global Affiliates  
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Staley Point Capital  
Standard Real Estate Investments  
Staples Construction Co.  
Starboard Realty Advisors, LLC  
StarPoint Properties  
Starpointe Ventures  
**SteelWave**  
Sterling Organization  
Stewart Title Guaranty Company  
Storie and Severson Construction, Inc.  
Stos Partners  
Strategic Planning Concepts International, LLC  
**Stream Realty Partners, LP**  
Stuart Kane LLP  
Summit Development Corporation  
Surf Management Inc.  
Swift Real Estate Partners  
T&B Planning, Inc.  
TA Realty  
TAIT & Associates  
Talonvest Capital, Inc.  
Tanco General Contractors  
Terracon Consultants, Inc.  
**Tiarna Real Estate Services, Inc.**  
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Triten Real Estate Partners  
Troutman Pepper Hamilton Sanders LLP  
Tulane University  
Turner Real Estate Investments  
TWINSTEPS architecture  
**U.S. Bank**  
Unire Real Estate Group, Inc.  
United Pacific  
University of Arizona  
University of California, Irvine  
University of California, Los Angeles  
University of California, Riverside  
University of Illinois Urbana Champaign  
University of Southern California  
Urban Crossroads, Inc.  
USI Insurance Services, Inc.  
Van Investments LLC  
Vanguard University  
Veirs Kluk Roofing Inc.  
Veristy Invest  
**Voit Real Estate Services**  
Vulcraft Vercor 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 Real Estate Group**  
Westcore  
Western Realco  
Westport Properties, Inc.  
The Whiting-Turner Contracting Company  
WINV Painting  
WPT Industrial REIT  
Wright Engineers  
**Xebec Holdings**  
Yellow Iron Investments  
Yellow Iron Real Estate

PRELIMINARY 2025 CALENDAR

# NAIOP SoCAL CHAPTER

## JANUARY

**9: KICK OFF EVENT**

## FEBRUARY

**3-5: DC LEGISLATIVE &  
LEADERSHIP RETREAT**

## MARCH

**26-27: I.CON WEST  
(LOS ANGELES)**

**NETWORKING MIXER**

## APRIL

**ORANGE COUNTY REAL  
ESTATE CHALLENGE**

**YPG SOCIAL MIXER**

## MAY

**13-15: FORUMS  
(NEW ORLEANS)**

**15: AWARDS GALA**

## JUNE

**4-5: I.CON EAST  
(NEW JERSEY)**

**5: OC BBQ BASH**

**30: ORANGE COUNTY GOLF  
TOURNAMENT**

## JULY

**10: YPG CASE COMPETITION**

## AUGUST

**NETWORKING MIXER**

## SEPTEMBER

**8-10: CRE.CONVERGE  
(TORONTO, CANADA)**

**YPG SOCIAL MIXER**

## OCTOBER

**8: I.CON COLD STORAGE  
(ARIZONA)**

**8: NIGHT AT THE FIGHTS**

**VIRTUAL CAREER DAY**

## NOVEMBER

**20: LOS ANGELES REAL  
ESTATE CHALLENGE**

## DECEMBER

**LOS ANGELES GOLF  
TOURNAMENT**

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SPONSORSHIP OPPORTUNITIES

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	<b>DIAMOND</b> <b>\$22,300</b> \$47,500 Value	<b>PLATINUM</b> <b>\$17,950</b> \$37,500 Value	<b>GOLD</b> <b>\$14,150</b> \$27,500 Value	<b>SILVER</b> <b>\$8,700</b> \$21,500 Value	<b>BRONZE</b> <b>\$5,450</b> \$15,000 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: <i>Event Badges, Website (logo &amp; direct link), Newsletter, NAIOP eNews, Social Media Publications</i>	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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# 2024 YEAR IN REVIEW



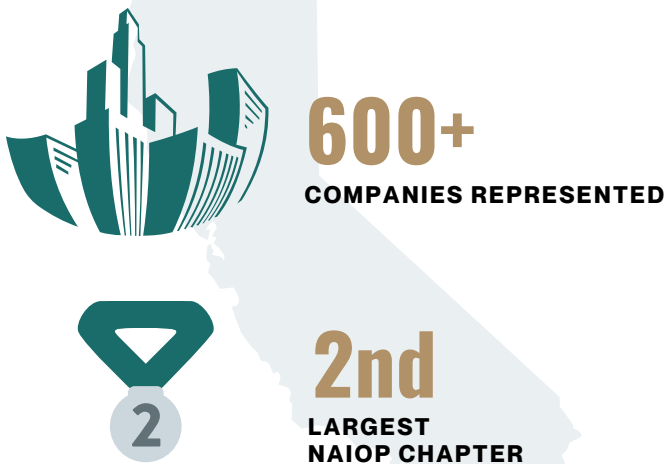
## MEMBERSHIP



## EVENTS



## QUICK STATS



## EDUCATION



## GOVERNMENT RELATIONS

FIRST-EVER NAIOP SOCAL-SPONSORED BILL - AB 2904  
- PROVIDING GREATER TRANSPARENCY IN ZONING CHANGE PROCESSES

**UNANIMOUSLY PASSES LEGISLATURE & IS SIGNED INTO LAW BY GOV. NEWSOM**

EDUCATED DOZENS OF ELECTED OFFICIALS ON CRE INDUSTRY LEGISLATIVE PRIORITIES IN

**SOCAL, SACRAMENTO & WASHINGTON, D.C.**

## DEVELOPING LEADERS



### 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	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)
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Authorized Amount	Date
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# NAIOP

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COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

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