

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SoCAL CHAPTER

2024 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 1,200 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.

“ 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



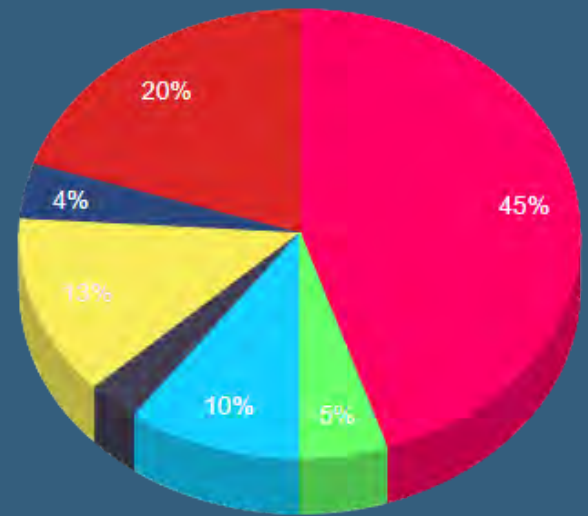
To shape and advocate public policy that supports the industry and contributes to a growing, strong and vigorous economy.

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

NAIOP SoCAL CHAPTER OFFICE:

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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: 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.



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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*

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

5-Ronin
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
Avion 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
CBRE
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
CREDE
Cresa
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
DTO Law
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
EQT Exeter
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
Fusco 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.
HED
Herdman Architecture + Design, Inc.
HGA
HighPointe Communities
Hillmann Consulting LLC
Hillwood Investment Properties
Hines
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
JERDE
JLL
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

Bold = Sponsors

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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
MG2
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.
PCCP, LLC
Pegasus Real Estate Group
Pendulum Property Partners
PGIM Real Estate
PIMCO
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.
PSRS
Q10 | Westcap
QuadReal Property Group
Ramboll US Corp.
Real Estate Development Associates
Realterm
RealtyMogul
Red Tail Multifamily Land Development
REDA
RETS Associates
Rexford Industrial
Rialto Capital
RIOS, Inc.
Rising Realty Partners
RKAA Architects, Inc
Rockefeller Group
Roux Inc
RT Specialty LLC
Rutan & Tucker LLP
Ryan
SAA Interiors + Architecture
Samuelson Partners
Sanders and Wohnman 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
Upright Construction Corp
Urbaner Investment Partners
Vanbarton Group
Vanguard University
Vantage Property Investors
Vari
Veirs Kluk Roofing Inc.
Versity Invest
View
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

PRELIMINARY 2024 CALENDAR

NAIOP SoCAL CHAPTER

As of October 2023



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
(NEVADA)**

VIRTUAL CAREER DAY

NOVEMBER

21: LOS ANGELES REAL ESTATE CHALLENGE

DECEMBER

LOS ANGELES GOLF TOURNAMENT

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SPONSORSHIP OPPORTUNITIES

NAIOP SoCAL CHAPTER

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	DIAMOND \$21,225 \$45,000 Value	PLATINUM \$17,100 \$35,000 Value	GOLD \$13,450 \$25,000 Value	SILVER \$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	—	—	—	—

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YEAR IN REVIEW



MEMBERSHIP

3rd

LARGEST CHAPTER

4 YEARS RUNNING

1200+

MEMBERS

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+

EDUCATIONAL 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 CRE INDUSTRY LEGISLATIVE PRIORITIES IN

SOCAL, SACRAMENTO & WASH D.C

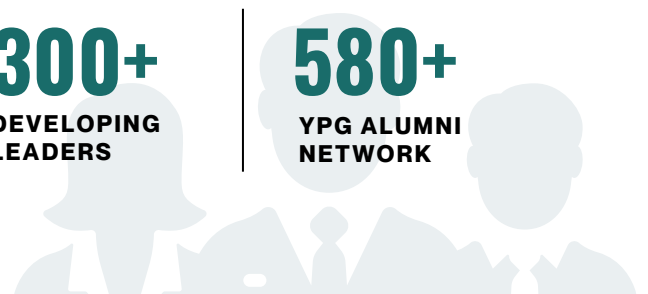
DEVELOPING LEADERS

300+

DEVELOPING LEADERS

580+

YPG ALUMNI NETWORK





COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION

2024 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 email bezell@naiopsocal.org. You may also complete an application online at www.naiop.org. Have questions? Call 714-550-0309.

naiopsocal.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: \$223.70)

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: \$148.25)

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: \$223.70)

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: \$148.25)

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: \$111.75)

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: \$84.25)

Developing Leader Member: \$300

To qualify, you must be 35 years of age or less. ***Proof of age must accompany this application or your membership cannot be fully activated.*** * (Dues that may not be deducted as a business expense: \$79.00)

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: \$17.59)

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: \$160.75)

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: \$98.25)

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: \$171.50)

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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