

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SoCAL CHAPTER

2026 SPONSORSHIP

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 2026.

2025 has been an amazing year and 2026 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 2025.

2025 Accomplishments

- Over 6,000 attended our programs and events
- Over 1,100 attendees at a spectacular Once Upon a Time-themed [“Night at Fights”](#) at the Orange County Fairgrounds
- Sold-out [kick-off event](#) in January featuring a 2025 Commercial Real Estate Outlook with Sean Kane, JP Morgan Asset Management along with great networking
- Incredible energy at the [4th Annual Orange County Real Estate Challenge](#) involving Chapman University vs. UC Irvine
- Phenomenal [4th Annual Awards Gala](#) as the [beautiful Vibiana](#) in downtown Los Angeles, honoring companies, people, projects and Hall of Fame Inductee Victor Coleman
- [Career Day](#) was our first time hosting this event in person!. We saw a fantastic turnout of future real estate leaders eager to connect, learn, and grow.
- Achieved legislative and policy successes on behalf of the commercial real estate industry in Sacramento, including spearheading efforts in opposition to AB 380, which sought to impose commercial rent control and eviction bans tied to natural disaster declarations. AB 380 failed to advance in the State Senate.
- Launched a grassroots campaign to defeat SB 789, a proposed commercial vacancy tax that would have levied \$5 per square foot on commercial and industrial properties vacant for more than 182 days.
- Worked in close collaboration with our Members, allied trade associations and nonprofit partners to secure important clean-up language and technical clarifications on AB 98.
- Led the effort in protecting industrial and commercial development priorities during critical Planning Commission and City Council hearings on zoning code updates in Irvine, Irwindale and Pico Rivera, and on the Housing Incentive Overlay Zone program in Fullerton.
- Completed another successful Young Professionals Group ([YPG](#)) class and a highly competitive selection of the 20th class (2025-26)
- NAIOP University programs providing timely, relevant industry education
- Matching 37 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 aren't done. More is planned for the remainder of 2025 including the [28th Annual USC vs. UCLA Real Estate Challenge](#) and the [LA Golf Tournament](#).

We are bullish on 2026 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 2026. Our #1 priority is to serve and provide value to members and sponsors. We encourage you to contact any of us with questions.

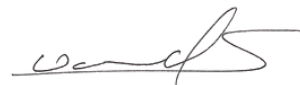
Sincerely,



Tim Jemal
CEO
NAIOP SoCal



Mark Mattis | 2025 President
Principal
Avison Young



Stephane Wandel | 2025 President-Elect
Executive Director, Acquisitions & Development
The Orden Company

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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 1,200 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.

“NAIOP SoCal has been a tremendous catalyst for my career growth. My first experience was the mentorship program, which led to five development deals with my mentor. As I've deepened my involvement, I've discovered continued opportunities and an incredible CRE community.”

Courtney Wing
Vice President, Development & Construction
New Castle Partners

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



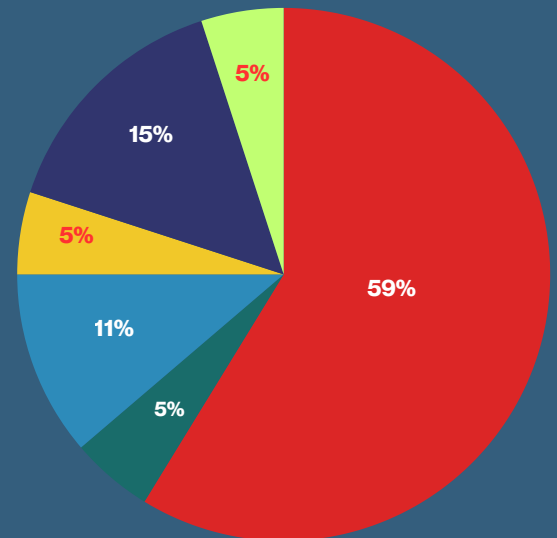
To shape and advocate public policy that supports the industry and contributes to a growing, strong and vigorous economy.

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 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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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 2024-2025
Case Competition Winners



2025 Y-Games



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:

- *Leveraging AI in Commercial Real Estate*
- *Industrial Outdoor Storage 101: An introduction to Transportation-Advantaged Real Estate*
- *Managing the Insurance Crisis: Protecting Assets & Mitigating Risks*



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

9th St. Partners LLC
The Abbey Company
AEW Capital Management, LP
Affinius Capital
Air Control Systems, Inc.
Albert A. Webb Associates
Alere Property Group
Allen Matkins
Alliance Bernstein
Alston Construction
Altisource
American Realty Advisors
AMLI Residential
AMPCO Contracting, Inc.
Andersen
Antelope Creek Holdings
Apollo Global Management
Archimedes Asset Management
Architects Orange, LLP dba AO
Archway Capital
ARCO National Construction | Pacific Coast
Arcus Harbor Real Estate Capital LLC
Ares Industrial Management
Armour Properties
Armstrong & Aceves Company, Inc.
Arnel Commercial Properties
Arroyo Insurance Services, Inc
Art Weiss Industrial Properties
Artemis Real Estate Partners
Aspect Real Estate Partners
Avison Young
AZTEC Engineering Group, Inc.
Baker Tilly US, LLP
Ballard Spahr
Bank of America
Barnes & Thornburg LLP
Bauer Management, LLC
BCC Contracting
Beacon Capital Partners, Inc.
Belay Investment Group
Bellwether Asset Management
Bellwether Enterprise
Bendetti
BentallGreenOak
Birtcher Anderson & Davis
Birtcher Development, LLC
Bixby Capital Management
BKM Capital Partners
BlackRock Realty Advisors
Blanck Group Realty
BLT Enterprises
Bluewater Property Group
BMO Bank N.A.
Bolour Associates, Inc.
Boudreau Pipeline
Brasa Capital Management
Bridge Industrial
Bridge Logistics Properties
Briggs Electric
Brookfield Properties
The Brookhollow Group
Brown & Streza LLP
BSB Design, Inc.
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, Inc.
Cal Solar Inc
Caldwell Insurance Services Inc.

California Polytechnic State
University-San Luis Obispo
California State University, Fullerton
Cannon Corp
CannonDesign
Capital One Bank
CapRock Partners LLC
CareTrust REIT, Inc.
The Carlyle Group
Carson Companies
Casco Contractors
CBRE
CBRE Investment Management
CDL Design Group
CenterPoint Properties
CenterSquare Investment Management
Chapman University
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
City Ventures
Coastal Pacific Construction, Inc.
Cohen Asset Management, Inc.
Colliers
Commonwealth Land Title
Concrete West Construction, Inc
Condor Cold Storage
Connect Media
CoStar Group
Covington Development Partners, LLC
Cox Castle
Craig Lawson & Co., LLC
CREDE
CrossHarbor Capital Partners
Crow Holdings Development
CS Capital Management, Inc.
CT Realty Investors
Cushman & Wakefield
Dalfen Industrial
Dasher & Tabata Inc.
Datum
DAUM Commercial Real Estate Services
DAVANI & CO
David Morgan & Associates, Inc
Deacon Construction, LLC
Dedeaux Properties
Dermody Properties
Dirt-Free Power, Inc.
DIV Industrial
Donlon Builders
Dunbar Real Estate Investment Management
DWS
Eastdil Secured
EastGroup Properties
ECM Management
Economos DeWolf
Eide Bailly LLP
Elkins Kalt Weintraub Reuben Gartside
EMCOR Services Mesa Energy Systems
Emmes Realty Services of California
Energy Smart Group
Engle Family Office
Ensemble Investments
Enterprise Bank & Trust
EPD Solutions, Inc
EQ Office
EQT Exeter
Equus Capital Partners
Ervin Cohen & Jessup LLP

Esplanade Builders
EV Realty
Faropoint
FCL Builders
Fidelity National Title
Fifth Third Bank
First American Title Insurance Company
First Bank
First Choice Business Brokers
FOCUS Real Estate LP
Forefront Construction Services
Forms+Surfaces
Fortress Investment Group, LLC
Forum Mobility
Fred Leeds Properties
Fulmer Construction
Fuscoe Engineering, Inc.
GAA Architects, Inc.
GAF
Gantry
Gensler
George Smith Partners
Geotechnical Professionals, Inc. (GPI)
GID Industrial
Goodman
GotUWired
Grandway Group
Granite Properties
Green Knight Security
Green Street Advisors
Greenlaw Partners LLC
GreenQuest Energy Development
H. Hendy Associates
Hager Pacific Properties
Hammer and Nails Law, APC
Harbor Associates
Harvest CREF
Haskell & White, LLP
HBI Construction
Herdman Architecture + Design, Inc.
Hilco Development Services
Hillmann Consulting LLC
Hillwood Investment Properties
Hines
HITT Contracting
HKA Elevator Consulting, Inc.
Holland & Knight LLP
Howard Building Corporation
HRS Commercial
HSBC Bank USA, N.A.
IBC Realty Partners
Idea Hall
IDEAL Capital Group
IDI Logistics
IDS Real Estate Group
IMEG Consulting Engineers
Industrial Discovery Inc
Institutional Property Advisors
Invesco Real Estate
Irvine Company
J.P. Morgan
JDC
Jewell Capital, LLC
JLL
John A. Martin & Associates
John Hopkins University
JSB Development, Inc
KBC Advisors
KBS Realty Advisors, Inc.
Kearny Real Estate Company
Kennedy Wilson
Kidder Mathews
Kier Wright Civil Engineers
Kime Builders LLC
Kimley-Horn

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Bold = Sponsors

NAIOP SoCAL CHAPTER

**The Koll Company****KPRS Construction Services, Inc.**

KTGY

Lamar Johnson Collaborative

Langan**LBA Realty**

Ledo Capital Group

Lee & Associates

Lee & Sakahara Architects, Inc.

LG Electronics

Lincoln Property Company**Link Logistics Real Estate****Link Parks**

Lockton Insurance Brokers, LLC

Logistics Property Company, LLC

Longpoint Realty Partners

Lovett Industrial

LOWE

Loyola Marymount University

LPA Design Studios

Luminous Capital Management

Madison Capital Group/ Go Store It

Majestic Realty Co.

Manulife Investment Management

Marcus & Millichap

Marina Landscape, Inc.

Mark IV Capital, Inc.

Mass Equity

Matt Construction

Matthews Real Estate Investment Services

MBK Real Estate

MBL Properties Co.

MCA Realty, Inc.**McCarthy Building Companies, Inc.**

McDonald Property Group

MDH Partners

MDI Capital, LLC

Meadow Highlands, LLC

Melia Homes

Menlo Equities

Mesa West Capital

Metzger Development Services, LLC

MG2

Millie and Severson, Incorporated

MJW Investments

Morgan Stanley

Morris, Inc.

The Muller Company

Muro Development Consultants

MWF Solutions

NAI Capital, Inc.

Nassau CorAmerica LLC

National Trench Safety

New Day Business Finance

New Millennium

Newcastle Partners, LLC.

Newmark

Nicola Office Of Architecture

Norm Wilson & Sons, Inc.

North Palisade Partners, LLC

Northwestern Mutual Real Estate Investments

Norton and Schmidt Consulting Engineers

NOVA Services

Novick Development

NPV Advisors

Nuveen Real Estate

O Arch, Inc.

O'Melveny & Myers LLP

O&I Development

Oaktree Capital Management, LLC

Ocean West Capital Partners

Oltmans Construction Co.

Orbis Real Estate Partners, LLC

The Orden Company**Outrigger Industrial****Overton Moore Properties**

Pacific Construction Group

Pacific Industrial

Pacific Life Insurance Company

Pacific Newport Properties

Pacific Southwest Realty Services

Panattoni Development Company

Partner Engineering & Science, Inc.

PCCP, LLC

Pennington Real Estate Partners

Pepperdine University

Perform Properties

PGIM Real Estate

Piermont Global

PIMCO

PNC Bank

Port of Los Angeles

PR Construction Inc

Principal Real Estate Investors

Prism Realty Corporation

Private Business Capital A Division of CalPrivate

Bank

ProFood Solutions

Prologis

Property Reserve Inc.

Psomas

QuadReal Property Group

Quasar

RAM Construction

Ramboll US Corp.

RCLCO Fund Advisors

RCLCO Real Estate Consulting

Realterm

Realty Investors & Advisors, Inc.

Recupero & Associates

The Related Companies

RETS Associates**Rexford Industrial Realty, Inc.**

Rising Realty Partners

Rockefeller Group

ROHI Corp.

Rosewood Group

Roux Inc

RT Specialty LLC

Rubicon Point Partners

Rutan & Tucker LLP**Ryan****SAA interiors + architecture****SARES-REGIS Group**

Saunders Construction, Inc.

SC Consulting

Scannell Properties

Servco, Inc.

Seventh Street Development

Shallow Bay Realty

Shawmut Design and Construction

Shea Properties**Sheppard Mullin**

Shopoff Realty Investments

SKH Architect Inc.

Slater Builders Inc.

Slatt Capital

Smith-Emerly

SMS Architects

Snyder Langston

Southern Methodist University

Speed Bay

Sperry Commercial Global Affiliates

SRS Real Estate Partners Industrial California

St. Clair Commercial Real Estate

Staley Point Capital

Staples Construction Co.

Starboard Realty Advisors, LLC

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 Capital Ventures

Summit Development Corporation

Surf Management Inc.

Swift Real Estate Partners

T&B Planning, Inc.

Talonvest Capital, Inc.

Terracon Consultants, Inc.

TestFit Inc.

Tiarna Real Estate Services, Inc.

Toll Brothers Apartment Living

Trammell Crow Company

Tricon Residential

Turner Real Estate Investments

TWINSTEPS architecture

U.S. Bank

UBS Investment Bank

Unire Real Estate Group, Inc.

United Pacific

University of Arizona

University of California, Berkley

University of California, Irvine

University of California, Los Angeles

University of California, Santa Barbara

University of Illinois Urbana Champaign

University of Southern California

University of the Cumberlands

Uprite Construction

Veirs Kluk Roofing Inc.

Verdantas, Inc.

VK roofing

Voit Real Estate Services**W. L. Butler Builders Inc.****Walker & Dunlop**

Walker Consultants

Wallace P Johnson Plumbing & Heating, Inc.

Ware Malcomb

Washington Capital

Waterford Property Company

Watson Land Company

Watt Capital Partners, Inc

Waypoint Real Estate Group

WCL Consulting

We Architects Group

Wells Fargo

Welltower

West Broadway Building Company

West Coast Roofing

Westcord

Westcore

Western Realco

Westport Properties, Inc.

The Wonderful Company

WPT Industrial REIT

Wright Engineers

WSP**Xebec**

Yellow Iron Real Estate, LLC

Yogurtland

NAIOP SoCAL CHAPTER



JANUARY

15: KICK OFF EVENT
YPG INFO SESSIONS

FEBRUARY

**2-4: DC LEGISLATIVE &
LEADERSHIP RETREAT**
YPG RECRUITMENT MIXER

MARCH

3-4: I.CON WEST
(LOS ANGELES)
27: DAY AT THE RACES
LEGISLATIVE FLY-IN
(SACRAMENTO)

APRIL

**ORANGE COUNTY REAL
ESTATE CHALLENGE**
YPG MIXER

MAY

28-30: FORUMS
(Salt Lake City)
AWARDS GALA
20-21-: I.CON EAST
(NEW JERSEY)

JUNE

OC BBQ BASH
**29: ORANGE COUNTY GOLF
TOURNAMENT**

JULY

9: YPG CASE COMPETITION
LA MEMBERSHIP MIXER
23: YPG GRADUATION

AUGUST

21: YPG RETREAT

SEPTEMBER

LA BBQ
YPG 25-26 KICK OFF

OCTOBER

5-7: CRE.CONVERGE
(Denver)
NIGHT AT THE FIGHTS
CAREER DAY
OC MIXER

NOVEMBER

**MENTORSHIP
OPEN HOUSE**
**LOS ANGELES REAL
ESTATE CHALLENGE**

DECEMBER

**LOS ANGELES GOLF
TOURNAMENT**

SPONSORSHIP OPPORTUNITIES

NAIOP SoCAL CHAPTER

	DIAMOND \$25,000 \$62,500 Value	PLATINUM \$19,900 \$49,500 Value	GOLD \$15,350 \$38,500 Value	SILVER \$9,100 \$22,500 Value	BRONZE \$5,700 \$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
Awards Gala	3 Tickets	2 Tickets	1 Ticket	10% Discount	10% Discount
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
OC or LA Real Estate Challenge	6 Tickets	4 Tickets	3 Tickets	1 Tickets	1 Ticket
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

2025 YEAR IN REVIEW

MEMBERSHIP

3rd

LARGEST
CHAPTER

1250+

MEMBERS

15% INCREASE

EVENTS

6,000+

ATTENDEES

ACROSS 50 PREMIER
NETWORKING EVENTS

4TH - ANNUAL NAIOP SOCAL

AWARDS GALA

NIGHT AT THE FIGHTS

34th ANNUAL

QUICK STATS



600+

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

- WORKED WITH ASSEMBLY BILL 380 AUTHOR TO REMOVE HARMFUL PRICE CAPS LANGUAGE ON COMMERCIAL PROPERTY LEASING. WE HELPED DEFEAT THE BILL IN THE STATE SENATE.
- SHAPED FAVORABLE LANGUAGE ON ZONING CODE UPDATES IN IRVINE, IRVINDALE & PICO RIVERA, AND ON FULLERTON'S HOUSING INCENTIVE OVERLAY ZONE

EDUCATED DOZENS OF ELECTED OFFICIALS ON CRE
INDUSTRY LEGISLATIVE PRIORITIES IN:

SOCAL, SACRAMENTO & WASHINGTON

DEVELOPING LEADERS

400+

DEVELOPING
LEADERS

640+

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	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

Credit Card Number	Exp. Date
Name of Cardholder	CVV

☐ 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.

Billing Address (if different from contact information)	Authorized Amount	Date
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