

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

ARIZONA CHAPTER






WHO WE ARE

NAIOP, the Commercial Real Estate Development Association, is the leading organization for developers, owners and related professionals in office, industrial, retail, and mixed-use real estate. NAIOP comprises 20,000+ members throughout North America. The Arizona Chapter of NAIOP is among the largest of the 53 chapters, with over 1,000 individual members.

"Anyone doing business in commercial real estate belongs in NAIOP. The professional relationships built through NAIOP are truly invaluable to the success of your career and the growth of your business."

- Molly Ryan Carson, Senior Vice President,
Market Leader, Ryan Companies US, Inc.

BENEFITS

-  **NETWORKING** with top real estate professionals
-  **EDUCATIONAL** events featuring industry leaders
-  **MENTORSHIP** for an up-and-comer
-  **SHAPING POLICIES** that impact the industry
-  **ACCESS** to unparalleled educational and CRE news

10/10
LARGEST
OFFICE & INDUSTRIAL
DEVELOPERS ARE
NAIOP MEMBERS




>1k
LOCAL
MEMBERS

10/10
LARGEST
OFFICE &
INDUSTRIAL
BROKERAGE
FIRMS ARE
NAIOP MEMBERS








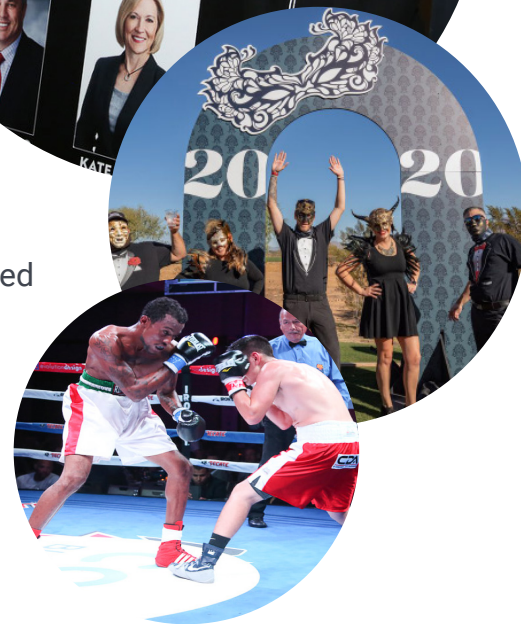
EVENTS

ABOUT

At NAIOP Arizona, we are known for putting on some of the highest-quality, most well-attended events in Greater Phoenix. Our events are designed to elevate your career through effective networking and educational programs.

ANNUAL SIGNATURE EVENTS

-  **BEST OF NAIOP** An evening awards event showcasing the best of commercial real estate, networking & gourmet dinner
-  **NIGHT AT THE FIGHTS** An evening of professionally sanctioned boxing, networking & gourmet dinner
-  **THURSDAY NIGHT LIVE** An evening of live stand-up comedy networking & light noshing
-  **SIGNATURE SPEAKER SERIES** An afternoon with thought-provoking, national-caliber speakers, networking & light noshing
-  **GOLF TOURNAMENT** A full day of golf, networking & friendly competition



REAL ESTATE LICENSE

-  **RENEW** Renew your brokerage license for free with easy to access online courses



4,429

TOTAL EVENT
ATTENDANCE



5

SIGNATURE
EVENTS



30+

EDUCATIONAL
EVENTS

*2019 Event Numbers

PUBLIC POLICY

ABOUT

NAIOP Arizona advocates for public policies that help grow the economy and drive demand for commercial real estate. Our priorities are keeping taxes low, improving economic development tools, opposing costly new regulations, supporting wise infrastructure investments, and advancing education.

OUR APPROACH



ADVOCACY At the state capitol and Washington, D.C. we work with lawmakers and regulators for better government and helpful legislation.



AZPAC The Political Action Committee of the Arizona Chapter of NAIOP, supports candidates for the state legislature and statewide offices who advance economic development and pro-growth public policies.



EDUCATION NAIOP Arizona holds educational forums with political leaders and policy experts.



"NAIOP's thoughtful approach to public policy has a positive impact on our industry and our community. NAIOP is a proven leader in a range of legislative issues from taxation to transportation to workforce policy. I've personally found NAIOP's commitment to pro-business public policies to be a driving force in keeping our economy strong."

- Sharon Harper, President and CEO, Plaza Companies



PUBLIC POLICY

KEY LEGISLATIVE WINS

REFORMS & REGULATIONS



DEFEATED legislation to make it easier for special interest groups to sue on development projects.

PREVENTED legislation that would have limited indemnity agreements in construction contracts.

DEFINED construction and real estate services as essential businesses during COVID pandemic.

PROTECTED businesses from frivolous COVID lawsuits.

TAXES



BROUGHT DOWN commercial assessment ratio to 15%.

ELIMINATED state equalization tax rate.

REDUCED corporate and individual income taxes.

CURTAILED city-level speculative builder taxes.

REFORMED and preserved GPLETS, a vital economic development tool.

STOPPED legislation that would have taxed alterations at higher "prime contracting" rates.

INFRASTRUCTURE



SECURED \$1B for transportation, including \$400M to widen I-10.

SUPPORTED \$1.2B for water augmentation and conservation.

DEVELOPING LEADERS

ABOUT

NAIOP's Developing Leaders (DL) is a special discounted membership for professionals age 35 and under. Your membership entitles you to participate in our extensive network, gain instant access to the latest industry news, and enjoy unparalleled networking opportunities.

INDUSTRY EVENTS



PROGRAMS Round Tables, Seminars, and Workshops



NETWORKING Baseball Spring Training, Bowling, Holiday Party, Rookies & Rockstars



NAIOP AZ CONNECTIONS Mentorship program that connects Developing Leaders with seasoned professionals for career guidance sessions



YOUNG PROFESSIONALS GROUP 6-month educational, networking, and leadership program. Developing Leaders must apply for this exclusive program which utilizes a team-based case study format to deepen knowledge about the development process



DIVERSITY SCHOLARSHIPS Available for under-represented young professionals to continue their education



>360
DEVELOPING
LEADER
MEMBERS







\$250
DISCOUNTED
PRICING

MEMBERSHIP



ABOUT

When you join NAIOP, you become a member of our national organization and our local chapter. No matter what your focus in real estate – office, retail, multi-family, industrial, laboratory, mixed use, or institutional – if you own, manage, invest in, or provide services to the commercial real estate industry, you belong in NAIOP.

DUES STRUCTURE

-  **\$800** First member from a company
-  **\$450** Additional members from the same company
-  **\$250** Member aged 35 or under (Developing Leader)
-  **SPECIAL PRICING** Available for students, public officials, and companies with more than 4 members

TO JOIN

-  **ONLINE** at www.naiop.org
-  **BY PHONE** (703) 904-7100


>400
COMPANIES
REPRESENTED


5th
LARGEST NAIOP
CHAPTER

“NAIOP stands out as the commercial real estate industry’s premier professional resource in our market. The organization provides a unique opportunity to network, learn, and get actively involved in commercial real estate issues with other leaders in the industry...”
- Bob Mulhern, Senior Managing Director of Colliers International in Arizona



NATIONAL BENEFITS

ABOUT

As part of a 20,000 strong bi-national association with 53 chapters throughout the United States and Canada, you have access to a vast network of professionals and thought leaders as well as opportunities to advance your skills and knowledge.

BENEFITS



CONFERENCES Major regional and national conferences throughout the year featuring the industry's leading speakers and offering unparalleled networking opportunities



EDUCATION On demand courses, certificate programs, and timely webinars to advance your career



RESEARCH *Development Magazine* quarterly publication, business trends, industry forecasts and more to give you an edge over the competition



FEDERAL ADVOCACY Representation with the US Congress on the policy issues that directly impact your business



SPONSORSHIP

BENEFITS & PRICING

	SILVER SPONSOR (\$9K+ VALUE!) \$7,000	GOLD SPONSOR (\$17k+ VALUE!) \$12,000	PLATINUM SPONSOR (\$20k+ VALUE!) \$15,000	PLATINUM+ SPONSOR (\$25k+ VALUE!) \$17,000
Best of NAIOP Awards Ceremony Seats (April)	5 \$3,000+ VALUE	10 \$4,000+ VALUE	10 PREMIUM \$5,000+ VALUE	10 PREMIUM \$6,000+ VALUE
Thursday Night Live Comedy Show Seats (June)	3 \$500+ VALUE	6 \$1,000+ VALUE	8 \$1,400 VALUE	8 \$1,400 VALUE
Night at the Fights Sanctioned Boxing Match Seats (September)	5 \$2,500+ VALUE	10 \$5,000+ VALUE	10 PREMIUM \$6,500+ VALUE	10 RINGSIDE \$7,500+ VALUE
Golf Tournament <small>*Twosomes & Foursomes only available to sponsors</small> (November)	2 \$3,000 VALUE	4 \$6,000 VALUE	4 +TEE SPONSORSHIP \$7,500 VALUE	4 +TEE SPONSORSHIP \$7,500 VALUE
Recognition on Website and Select Event Marketing Materials	INCLUDED	INCLUDED	PREMIUM	PREMIUM
Corporate Sponsor Designation in Member Directory <small>*Print and Online</small>	INCLUDED	INCLUDED	PREMIUM	PREMIUM
Social Media Posts, Tagging, Reposts and Collaboration Opportunities		INCLUDED	PREMIUM	PREMIUM
Member Pricing for Guests at Select Events			INCLUDED	INCLUDED
10% discount on all event sponsorships				INCLUDED

2024 Corporate Sponsorship Package

Event dates are subject to change.

**An active NAIOP Arizona membership is required. Sponsor benefits do not include membership*

CONTACTS

2024 NAIOP ARIZONA EXECUTIVE COMMITTEE

NAME	COMPANY	NAIOP ARIZONA ROLE
John Orsak	Lincoln Property Company	Chair
Phillip Breidenbach	Colliers	Vice Chair
Derek Flottum	The Opus Group	Treasurer
Jenna Borcharding	VanTrust Real Estate, LLC	Programs
Cathy Thuringer	Trammell Crow Company	Immediate Past Chair

2024 NAIOP ARIZONA BOARD OF DIRECTORS

NAME	COMPANY
Chris Anderson	Hines
Chris Burson	Flagstar Bank
Jamie Godwin	Stevens-Leinweber Construction
Robert Guerena	GO Industrial
Kevin Miller	Kitchell Development Company
Jeff Moloznik	RED Development, LLC
Kate Morris	Transwestern
Mike Olsen	Globe Corporation
Laura Ortiz	Evergreen
CJ Osbrink	Newmark
Byron Sarhangian	Snell & Wilmer
Eric Whitehurst	Kimley-Horn
Tim Colquhoun	National Bank of Arizona <i>(Developing Leaders Ex-Officio)</i>

NAIOP ARIZONA STAFF

NAME	POSITION	E-MAIL ADDRESS
Suzanne Kinney	President & CEO	suzanne@naiopaz.org
Lut Kusy	Director of Operations	lut@naiopaz.org
John Baumer	Director of Government Relations	john@naiopaz.org
Chris Stabile	Administrative Assistant	chris@naiopaz.org