

# 2019 CORPORATE SPONSORSHIP



# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

ARIZONA CHAPTER

# NAIOP ARIZONA A NATIONAL ORGANIZATION

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DEVELOPMENT ASSOCIATION

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## What is NAIOP?

NAIOP, the Commercial Real Estate Development Association, is the leading organization for developers, owners and related professionals in office, industrial and mixed-use real estate. NAIOP advances responsible sustainable development that creates jobs and benefits the communities in which our members work and live.

With 51 strong chapters throughout the United States and Canada, and an ongoing partnership with AMPIP, the Mexican Association of Industrial Parks, NAIOP is the premiere organization in North America for commercial real estate political advocacy, education, and industry networking.

## Who is NAIOP?

NAIOP, the Commercial Real Estate Development Association comprises 19,000+ members and provides strong advocacy, education and business opportunities through a powerful North American network.

NAIOP members include commercial real estate developers, owners, investors, corporate executives, and asset managers, as well as professionals whose companies provide services to the commercial real estate industry including accountants, brokers, engineers, land planners, title companies, architects, property managers, environmental, product providers, utilities, attorneys, contractors, financiers and consultants.

## What will NAIOP do for you?

### Public Policy

We advocate for public policies that spur economic development and reduce costs for the commercial real estate industry.

### Networking

We provide a range of large and intimate events for our members to build strong professional relationships.

### Education

We offer online and in-person educational programming to advance your knowledge of the industry and emerging trends.

### Philanthropy

We build a better community through group philanthropy projects, especially feeding the homeless.

## CANADA CHAPTERS

Calgary  
Edmonton  
Vancouver  
Greater Toronto

## US CHAPTERS

Alabama  
Arizona  
Inland Empire  
Sacramento Valley  
San Diego  
San Francisco Bay Area  
Silicon Valley  
SoCal  
Colorado  
Connecticut & Suburban New York  
Maryland/DC  
Central Florida  
Northeast Florida  
Northwest Florida  
South Florida  
Tampa Bay  
Georgia  
Hawaii  
Chicago  
Indiana  
Cincinnati/Northern Kentucky  
Maryland  
Maryland/DC  
Massachusetts  
Minnesota  
Northern Nevada  
Southern Nevada  
New Jersey  
New Mexico  
Connecticut & Suburban NY  
New York City  
Upstate New York  
Charlotte  
North Carolina Piedmont  
Triad  
Research Triangle  
Central Ohio  
Cincinnati/Northern Kentucky  
Dayton Area  
Northern Ohio  
Tulsa  
Oregon  
Pittsburgh  
Greater Philadelphia  
Nashville  
Houston  
North Texas  
Utah  
Northern Virginia  
Washington State  
Wisconsin



# NAIOP ARIZONA CHAPTER



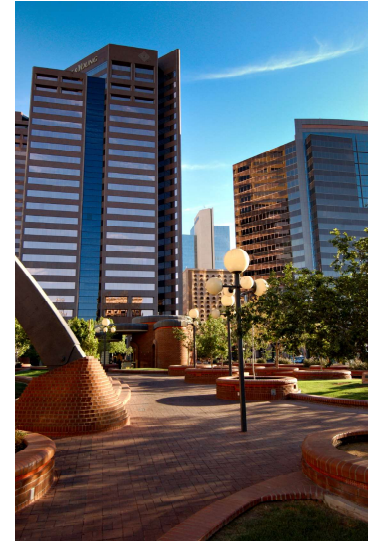
## What is NAIOP Arizona?

### Mission Statement

NAIOP Arizona is the association representing the commercial real estate industry in Arizona. Our members enjoy the many benefits of our premier networking events, quality educational programs and political action.

## Who is NAIOP Arizona?

NAIOP Arizona is the largest commercial real estate association in Arizona, and one of the largest NAIOP chapters in the United States. NAIOP Arizona has a membership of over 800 individuals. Last year alone, over 5,000 commercial real estate professionals networked at NAIOP Arizona events.



## 2018 NAIOP Arizona Corporate Sponsors included:

### PLATINUM PLUS

Alliance Bank of Arizona  
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Colliers International  
Douglas Allred Company  
Willmeng Construction

### PLATINUM

Butler Design Group  
Cushman & Wakefield  
Layton Construction  
Lincoln Property Company  
The Renaissance Companies  
Ryan Companies US, Inc.

### GOLD

Arizona Commerce Authority  
BJERK Builders  
BRYCON Corporation  
Commonwealth Land Title NCS  
Conor Commercial Real Estate  
Cousins Properties  
Danny White Painting Inc.  
DAVIS  
Graycor Construction Company  
Immedia Integrated Technologies  
JLL  
JOKAKE Construction  
Kimley-Horn  
Kitchell Development Company  
LBA Realty  
Opus Group  
Phoenix Design One  
Roofing Southwest  
Stevens-Leinweber Construction Inc.

### GOLD

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VanTrust Real Estate LLC  
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### SILVER

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Alerus  
Alter  
APS  
Avison Young  
Balfour Beatty Construction  
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BMO Harris Bank  
Cawley Architects, Inc.  
Chasse Building Team  
Chicago Title Agency  
Civil & Environmental Consultants, Inc.  
Commercial Properties Incorporated  
CoStar Group  
Cox Business  
Dekker/Perich/Sabatini  
Deutsch Architecture Group  
DMB  
EastGroup Properties  
Enterprise Bank & Trust  
EY  
Fidelity National Title Agency  
GCON, Inc.  
Globe Corporation  
Hardrock Concrete Placement, Inc.  
Haydon Building Corp  
HFF

### SILVER

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LGE Design Build  
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Mark IV Capital  
Merit Partners, Inc.  
Metro Commercial Properties  
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The Muller Company  
Newmark Knight Frank  
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Snell & Wilmer  
Stantec  
Sunbelt Holdings  
Sundt Construction  
Sun State Builders  
Thomas Title & Escrow  
Transwestern  
UMB Bank  
US Bank  
VENN Construction VEREIT, Inc.  
ViaWest Group  
Walker & Dunlop  
Wood, Patel & Associates

NAIOP Arizona's Official Sign Sponsor: Trademark Visual, Inc.



# HOW DOES NAIOP ARIZONA STACK UP NATIONALLY?



NAIOP Arizona consistently ranks as one of the top NAIOP chapters in North America. Below is a list of some of our more recent National Awards:

- 2017** – Won National Award for Communication Initiative  
Won National Award for Legislative/Government Affairs
- 2016** – Won National Award for Large Chapter of the Year  
Won National Award for Education for its Developing Leaders Mentor Program
- 2015** – Won National Award for Chairman of the Year - Megan Creecy-Herman  
Won National Award for Best Chapter Communication Tool  
Won National Award for Sponsorship Program
- 2014** – Won National Award for Chairman of the Year - Keaton Merrell
- 2013** – Won National Award for Most Outstanding Developing Leaders Program  
Won National Award for Chapter Executive - Tim Lawless
- 2012** – Won National Award for Best Membership Program  
Won National Award for Best Corporate Sponsorship Program  
Won National Award for Greatest Membership Increase in nation  
Past Chairman Todd Holzer recognized as Most Outstanding Volunteer in the nation
- 2011** – Won National Award for Most Outstanding Developing Leaders Program  
Won National Award for Best Periodical Publication
- 2010** – Won National Award for Best Publication
- 2009** – Won National Award for Best Publication  
Executive Director Tim Lawless received Capitol Dome Award for Public Affairs
- 2008** – Won National Award for Best Special Event – Thursday Night Live
- 2007** – Won National Award for Best Legislative Affairs Program
- 2006** – Won Most Outstanding Chapter of the Year  
Won National Award for Technology



# WHAT WILL NAIOP ARIZONA DO FOR YOU?

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## Public Policy

NAIOP Arizona advances the interests of the commercial real estate industry by advocating for public policies that will make Arizona more competitive. Lowering commercial property taxes is our top legislative priority. Other public policy efforts include opposing taxes, fees and regulations that could increase costs for commercial real estate, preserving economic development tools, modernizing transportation infrastructure and supporting efforts that improve educational outcomes and workforce preparedness. We also defend against ill-conceived legislation that could increase costs, add burdensome regulations or complicate legal liability.

Through our Political Action Committee (PAC) we support pro-business candidates for the Arizona Legislature and statewide offices. We also provide regular forums for our members to learn about important policy issues and political developments.

*“NAIOP Arizona is the leading voice at the State Capitol on public policy issues that have a direct and substantial impact on commercial real estate. Our members benefit from lower taxes and an overall better business climate due to NAIOP’s advocacy.”* Molly Carson, Ryan Companies US, Inc.



## Networking

NAIOP Arizona is the premier networking organization for the commercial real estate industry. Each year we host a series of major events, several of which attract nearly 1,000 attendees. As a Corporate Sponsor, you get outstanding exposure to CRE decision-makers at these events. Corporate Sponsorship packages come with preferred seating as well as opportunities to showcase your brand.

Our Developing Leaders program provides specialized networking and learning opportunities for young professionals. Our philanthropic activities provide a way to get to know your peers while serving the community.

*“NAIOP is quite simply the premier way to network with investors, developers, and owners in our industry. They do it not only with events but with educational tools where I can share information and leads with my peers. NAIOP has made a huge difference to me and NOVO Development, LLC.”* Kurt Rosene, NOVO Development, LLC.



## Community Service

NAIOP Arizona recognizes the importance of giving back to the community, and as such, community service has become a major focus for our Board of Directors and our organization. Helping those that are less fortunate than ourselves through the support of local charities is a priority that the Board of Directors is committed to continuing for years to come.

*“Giving back to our local community has become an important part of NAIOP Arizona.”* - Todd Holzer, Sunbelt Investment Holdings, Inc.

*“Collectively, NAIOP Arizona member firms will team up to feed over 5,000 homeless people this year; I think that is something our association can feel good about and be proud that we are giving back to our community.”* – Keaton Merrell, Walker & Dunlop.

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