

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, multifamily and mixed-use real estate. NAIOP comprises 21,000+ 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



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

-  **\$880** First member from a company
-  **\$350** Additional members from the same company
-  **\$295** Member aged 35 or under (Developing Leader)
-  **SPECIAL PRICING** Available for students and public officials.

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



COMMITTEES

BEST OF NAIOP

Plans and promotes an evening awards event showcasing the best local commercial real estate, networking and gourmet dinner.

DIVERSITY, EQUITY & INCLUSION

Supports the chapter's commitment to equality within its programming and policies. Introduces high school and university students from under-represented backgrounds to careers in CRE.

EDUCATION

Provides informative seminars, forums and programs to aid in professional growth.

GOLF TOURNAMENT

Plans and coordinates the golf tournament that NAIOP sponsors each year.

MEMBERSHIP

Grows current membership, and increases the level of member involvement.

MULTIFAMILY

Strives to positively influence state and local policy decisions, expedite processes for zoning and project approvals at the city level, create a more positive and informed public perception of housing density and the value of apartments in the housing stock, and provide information and education to NAIOP members on housing issues.

NIGHT AT THE FIGHTS

Plans and promotes an evening of professionally sanctioned boxing, networking and gourmet dinner.

PUBLIC POLICY

Represents the interests of the commercial real estate industry at the local, state and federal government.

RETAIL

Plans programs for members interested in retail investment and leasing and collaborates with the Public Policy Committee on legislative and regulatory matters specific to retail real estate.

THURSDAY NIGHT LIVE

Plans and promotes an evening of live stand-up comedy, networking and light bites.

Participation in committees is open to all members of NAIOP Arizona in good standing.

Elevate Your Retail Real Estate Game!

NAIOP: The Ultimate Resource for Industry Professionals.



Membership Benefits

Become a Local Expert

Meet developers, investors, brokers and other CRE professionals with deep expertise in the greater Phoenix market. Get up close and personal with the most exciting new projects in town!

Be a Well Rounded Professional

Mixed-Use is the future of retail. Learn from leaders in office, industrial, multifamily and medical office who can help advance your career in retail.

Be Recognized

Apply for unique industry awards and recognition among your peers.

Exclusive Event Access

Grow your knowledge of commercial real estate and expand your network through a wide variety of local programs and events. NAIOP also offers robust national resources through 53 chapters in North America.

Make a Change

NAIOP's robust advocacy programs impact public policy at the city, county, state, and federal levels.

Thrive as a Young Professional

Access mentorship, education, and career guidance from industry icons as a "Developing Leader" member.



NAIOP is uniquely positioned to connect commercial real estate professionals across sectors. At Evergreen, we've found that active participation in local NAIOP programming and advocacy gives us an edge in today's competitive market. I recommend NAIOP to anyone interested in collaborating with industry experts, growing their business or advancing their career in commercial real estate.

Laura Ortiz

President of Evergreen Dev Co.



**SCAN HERE FOR
MEMBERSHIP INFO**



NAIOP's Retail Partners



✉ naiopaz@naiopaz.org

☎ (602) 230-1645

🌐 naiopaz.org

COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION

NAIOP ARIZONA - MULTIFAMILY

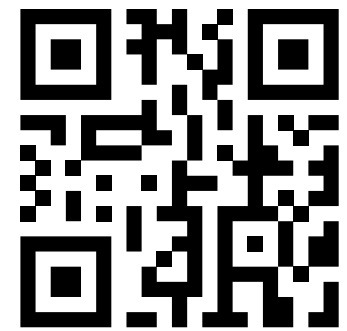


MISSION AND PURPOSE

As the premier industry association for commercial real estate development, NAIOP Arizona welcomes multifamily developers, investors and brokers into our membership. We represent all levels of multifamily housing - luxury, mid-market, and attainable/affordable.

The Multifamily Committee is the center point of activity at NAIOP Arizona for government relations, community outreach, and member education related to multifamily housing (apartments and senior living). The committee is composed of NAIOP members who are actively involved in developing, investing in, designing, building, managing, or operating multifamily projects, or mixed-use projects that include a multifamily component, anywhere in Arizona.

The committee strives to positively influence state and local policy decisions, expedite processes for zoning and project approvals at the city level, create a more positive and informed public perception of housing density and the value of apartments in the housing stock, and provide information and education to NAIOP members on housing issues.



Learn More About
NAIOP's Multifamily
Committee

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WHAT WE DO



Act as a trusted resource for city governments that want to effectively address housing shortages in their communities. We do this by providing expert information on what private developers need from cities to build more multifamily housing, what obstacles exist, how projects are financed, and what is realistic and feasible.



Provide private developer perspective to cities that are updating their general plan as required by state law (Growing Smarter Act of 2000) every ten years.



Attend and actively participate in conferences, workshops, and other events hosted by entities (nonprofits, academic, governmental, associations, etc.) focused on housing in Arizona. We provide the private developer perspective, recommendations, and ideas to further the goal of increasing the housing supply at all price levels.



Coordinate with NAIOP Arizona's Public Policy Committee on lobbying efforts related to state legislation affects multifamily housing development.



Collaborate with the Arizona Department of Housing on projects, programs, and grant opportunities that further the goal of increasing the supply of affordable and attainable housing.



Provide valuable programming for NAIOP members related to multifamily housing that draws on internal and external expertise.

SELECT LIST OF MULTIFAMILY PARTNERS



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



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



\$295
DISCOUNTED
PRICING

DL COMMITTEES

COMMUNICATIONS

Collaborates to create quarterly newsletter “DL Download” and manages DL social media.

EDUCATION

Plans informative programs and site tours to aid DLs in their professional growth.

MEMBERSHIP

Grows current DL membership and increases the level of member involvement.

PHILANTHROPY

Partners with organizations in the valley for philanthropic events.

PROGRAMS

Plans event outings for networking and connecting.

PUBLIC POLICY

Represents the interests of the commercial real estate industry at the local, state and federal government.

A Developing Leader of NAIOP Arizona can join a chapter committee AND a DL committee.

NATIONAL BENEFITS

ABOUT

As part of a 21,000+ strong North American 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



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



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



4

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.

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 (October)	5 \$2,500+ VALUE	10 \$5,000+ VALUE	10 PREMIUM \$6,500+ VALUE	10 RINGSIDE \$7,500+ VALUE
Golf Tournament (November) Twosomes & Foursomes only available to sponsors	2* \$3,000 VALUE	4 \$6,000 VALUE	4 +TEE SPONSORSHIP	4 +TEE SPONSORSHIP
Recognition on Website and Select Event Marketing Materials	INCLUDED	INCLUDED	PREMIUM	PREMIUM
Corporate Sponsor Designation in Member Directory *Print and Online		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

2025 Corporate Sponsorship Package

*Golf twosomes are available to Silver Sponsors on a first come, first served basis until the course is full.

Event dates are subject to change.

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

2025 CORPORATE SPONSORS AS OF 06.01.25

Platinum Plus

Alcorn Construction
Butler Design Group
Colliers
Layton Construction
Lincoln Property Company
Ryan Companies US, Inc.
Stevens-Leinweber Construction,
Inc.
Willmeng Construction

Platinum

Alston Construction
American Roofing & Waterproofing
Civil & Environmental Consultants,
Inc.
Corgan
CoStar LoopNet
FCL Builders
Ghaster Painting
Globe Corporation
Kimley-Horn
Schnitzer Properties
Suntec Concrete

Gold

APS
Bjerk Builders, LLC
BPR Companies
Brinkmann Constructors
Brycon Corporation
CBRE
Clune Construction
Coe and Van Loo Consultants
Commonwealth Land Title NCS
Graycor Construction Company
IMMEDIA
Irgens
JLL
Jokake Construction
Kensington Vanguard National Title
Kitchell Development Company
LGE Design Build
Mack Real Estate Group
National Bank of Arizona
Newmark
Prologis
Snell & Wilmer
The Opus Group
Trammell Crow Company
VanTrust Real Estate, LLC

ViaWest Group
Wespac Construction

Silver

Adolfson & Peterson Construction
Alliance Industrial Company
Avison Young
Balfour Beatty Construction
Bellwether Enterprise
Canyon State Electric
Cawley Architects
Chanen Construction
CHASSE Building Team
Chicago Title Agency
Clayco
Colliers Engineering & Design
Cousins Properties
Cox Business
Cushman & Wakefield
Dekker
Deutsch Architecture Group
DMB Associates, Inc.
Douglas Allred Company
DWS
EastGroup Properties
Enterprise Bank & Trust
Evergreen Development
evolution design, inc.
Fidelity National Title Agency
First American Title National
Commercial Services
Gammage & Burnham
GCON Inc.
Gilbane Building Company
Global Roofing Group
GO Industrial
Goodmans
Greystar
Hines
Holualoa Companies
Industrial Storage
KBC Advisors
Keeley Construction
LaunchPM
LBA Realty
Lee & Associates Arizona
Link Logistics Real Estate
M3 Commercial Moving & Logistics
Merit Partners, Inc.
Metro Commercial Properties
Overton Moore Properties

Pederson Group, Inc.
Phoenix Design One, Inc.
PK Associates
Quarles & Brady LLP
RED Development LLC
Riggs Companies, LLC
Rockefeller Group
RSP Architects
Schaefer
Sharp Construction
SIHI
Southwest Gas Corporation
SPS+ Architects
SRP
Stream Realty
Sun State Builders
The Boyer Company
The McShane Companies
The Muller Company
Thomas Title & Escrow
Trademark Visual
Transwestern
Venn Construction
Wentworth Property Company
Western Alliance Bank
WOODPATEL

CONTACTS

2025 NAIOP ARIZONA EXECUTIVE COMMITTEE

NAME	COMPANY	NAIOP ARIZONA ROLE
Phil Breidenbach	Colliers	Chair
Derek Flottum	VanTrust Real Estate, LLC	Vice Chair
Mike Olsen	Globe Corporation	Treasurer
Jenna Borcharding	VanTrust Real Estate, LLC	Programs
John Orsak	Lincoln Property Company	Immediate Past Chair

2025 NAIOP ARIZONA BOARD OF DIRECTORS

NAME	COMPANY
Chris Anderson	Hines
Chris Burson	Flagstar Bank
Tim Chester	Wentworth Property Company
Adrian Evarkiou	Boyer Company
Jamie Godwin	Stevens-Leinweber Construction Inc.
Robert Guerena	GO Industrial
Kevin Miller	Kitchell Development Company
Laura Ortiz	Evergreen Devco
Byron Sarhangian	Snell & Wilmer
Cathy Teeter	CBRE
Eric Whitehurst	Kimley-Horn
Korey Wilkes	Butler Design Group
Josh Tracy	Ryan Companies US, Inc. <i>(Developing Leaders Ex-Officio)</i>

NAIOP ARIZONA STAFF

NAME	POSITION	E-MAIL ADDRESS
Cheryl Lombard	President & CEO	cheryl@naiopaz.org
Lut (Loot) Kusy	Director of Operations	lut@naiopaz.org
John Baumer	Director of Government Relations	john@naiopaz.org
Michael Beck	Administrative Assistant	michael@naiopaz.org