



COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION

2020 MEMBERSHIP APPLICATION

San Francisco Bay Area 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.

Company Profile

Number of employees at my location: 1-10 11-40 41-75 76-100 101-150 Greater than 151

Area of Operations: Local Regional National International

Business Structure: (based on Federal tax purposes) Corporation Limited Liability Corporation Limited Liability Partnership Non-Profit Partnership Private REIT Public REIT Sole Proprietorship Sub Chapter

Areas of Involvement (select ALL that apply): Industrial Medical/Life Sciences Mixed-Use Multi-Family Office Retail

Square feet owned or managed: Less than 1 Million 1-2.5 Million 2.6-5 Million 5.1-7.5 Million 7.6-10 Million 10.1 Million or more

Corporate 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

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

Membership Category

Principal Full Member (First): \$875
 The first individual employed by an organization whose primary business is development, ownership, asset management or investment. (Dues that may not be deducted as a business expense: \$188.25)

Principal Affiliate Member (Second and Third): \$625
 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: \$151.38)

Associate Full Member (First): \$875
 The first individual employed by an organization providing products and services. (Dues that may not be deducted as a business expense: \$188.25)

Associate Affiliate Member (Second and Third): \$625
 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: \$151.38)

Corporate Affiliate Member (Fourth and each additional): \$350
 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: \$90.13)

Developing Leader Member: \$300
 To qualify, you must be 35 years of age or less (born 1984 or later). ***Proof of age must accompany this application or your membership cannot be fully activated.*** (Dues that may not be deducted as a business expense: \$69.25)

Student Member: \$50
 Any full-time student, 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: \$13.63)

Academician Member: \$375
 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: \$71.38)

Public Official Member: \$400
 Any individual employed by a local, state, or federal government or non-profit organization. (Dues that may not be deducted as a business expense: \$79.38)

Public Official Affiliate Member: \$400
 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: \$79.38)

How Did You Hear About Us?

- Local Chapter
- NAIOP Conference (event _____)
- NAIOP Website
- Member Referral (name _____)
- Direct Mail
- Phone Call
- Media
- Personal Research
- Social Media
- Other (_____)

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 : _____ Gender: Male Female
Month/Day/Year

Ethnic Background:

- African American
- Asian, Pacific Islander or Native Hawaiian
- Hispanic
- American Indian or Native Alaskan
- Caucasian
- Other

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.

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.

* 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.