membership package

Developers & Investors

Affiliates
Steering Committee Members

Dennis Allen
Director of Planning and Development
ZRZ Realty

Richard Baron
President
McCormack Baron Salazar

Don Briggs
Senior Vice President – Development
Federal Realty Investment Trust

Emerick Corsi
Forest City
President, Real Estate Services
Outreach Chair*

Robert Davis
Founder, Seaside and Partner, Arcadia Land Company

Bernie Glieberman
President
Crosswinds Communities

David Grannis
President and CEO
PointC, LLC.

John Hempelmann
Founding Partner
Cairncross & Hempelmann

Catherine Sloss Jones
President and CEO
Sloss Real Estate

Pres Kabacoff
Chairman, LOCUS Steering Committee
President
HRI Properties

Mia Kang
President
Domus Development

Jim Ketai
Managing Partner
Bedrock Real Estate Services

Michael Lander
President
Lander Group

Eric Larson
President & CEO
Larson Realty Group

Rod Lawrence
Partner
The JBG Companies

Brian Leary
President for Community and Mixed Use Development
Crescent Communities

Steve Leeper
President and CEO
Center City Development Corporation

Christopher B. Leinberger
President, LOCUS and Partner, Arcadia Land Company

Ed Lipkin
President
EBL&S Development

Jair Lynch
President and CEO
JAIR LYNCH Development Partners

Don Monti
CEO
Renaissance Downtowns

Albert Ratner
Co-Chairman Emeritus, Forest City Enterprises

Jonathan Rose
President
Jonathan Rose Companies

Marilyn Taylor
Dean
University of Pennsylvania School of Design
About LOCUS

LOCUS, Latin for “place,” is the only national coalition of real estate developers and investors dedicated to advocating for sustainable, walkable development in America’s metropolitan areas.

Around the country, real estate developers and investors recognize the pent-up demand for and market shift toward sustainable, walkable urban places. Research shows that homebuyers and businesses increasingly want smart growth development; LOCUS members understand the importance of these trends.

What We Do

LOCUS works to demonstrate the market demand for and the social and environmental benefits of sustainable, walkable urban development. LOCUS has created a national network of like-minded real estate developers and investors who influence public policy at the federal, state and metropolitan levels. Together, our members work to promote the following LOCUS Public Policy Agenda:

* Increase direct funding and financing to smart growth real estate projects, including transit-oriented development;
* Streamline federal, state, and local regulations to better support walkable, sustainable development; and
* Reform housing and tax programs to eliminate waste and provide greater housing and transportation options for all Americans.

By providing members of Congress and state policy makers with expert advice on current consumer demand and the many benefits of smart growth strategies, LOCUS members help communities across the country develop in ways that are sustainable for the environment, the economy and their bottom lines.

Our Value Added Proposition

As member of the LOCUS, you will receive industry-leading services that improve your company’s competitive edge. LOCUS prides itself on providing each member with its four core value-added proposition for membership:

* An effective voice on federal and state public policy (Advocacy)
* High level networking with like-minded “C-Suite” Executives (Business Development)
* High value technical assistance to further local smart growth projects (Education)
* A national platform to enhance triple bottom-line brand (Visibility)
It has never been easier to join this influential national network of real estate developers and investors who advocate for sustainable, walkable urban development in America’s metropolitan areas.

This membership packet provides options and information for Real Estate Developers & Investors, Real Estate Affiliates and Non-profit, Government & Young Professionals in real estate development fields.

Find the right membership option for you and your business

Developer & Investor memberships
See page 6
Range from $400 to $2,000 per year
These memberships are open to companies engaged in development, ownership, lending or financing of smart growth real estate.

Affiliate memberships
See page 13
Range from $295 to $1,000 per year
Affiliate membership is open to companies engaged in trades or industries related to smart growth real estate (i.e., lawyers, architects, contractors or consultants).

Nonprofit, Government, and Young Professional membership
See page 17
$100 per year
Non-Profit, Government, and Young Professionals membership is the entry point to the powerful resources available with LOCUS. With this basic membership, individuals can explore the many facets of LOCUS to deliver great walkable, sustainable development in their communities.
Developers & Investors
Premier Membership

Whether your company is looking to expand its network, gain public exposure among industry professionals, or engage policy makers, a Premier membership with LOCUS offers a wealth of privileges to assist your company in attaining its development goals.

• LOCUS Leadership Summit – Since its inception in 2012, the LOCUS Leadership Summit is the premier national conference bringing together real estate developers, investors, elected officials and Washington thought leaders all in one place for education, networking and advocacy.

• LOCUS Newsletter – Monthly newsletter designed to keep members up to date with relevant information on smart growth, public policy, and the latest news real estate on projects.

• LOCUS Webinar Series – Gain exclusive access to online education forums that address and explore today’s real estate challenges and opportunities.

• Six exclusive passes to LOCUS 2.0 (valued at $2700) – A one stop online portal that provides best practices, access to online RFPs and financing database and connects members with Congress.

• Influence public policy by serving on one of LOCUS’ many policy working groups and committees.

• Special invitation to the LOCUS “LinkUps” – A premier matchmaking program designed to connect like-minded real estate developers with local elected officials for networking and deal-making.

• Federal Financing Toolkit, an annual guide to federal funding and financing for real estate projects.

• Enjoy a discount on the Membership rate to attend LOCUS’ networking events.

• Access to Smart Growth America’s reports and publications.

• Enjoy a discount on the Membership rate to attend the LOCUS/ George Washington University Executive Education Program – In collaboration with George Washington University School of Business, LOCUS offers a four-day executive education course to provide real estate professionals the tools they need to take advantage of the growing demand for walkable urban places (WalkUPs).

• Access to the Director’s Legislative Bulletin (valued at $3,000) – A monthly bulletin providing up-to-date briefing on transportation and housing.
(Pro)fessional Membership

Joining LOCUS as a (Pro)fessional will provide your company instant access to our extensive network of developers, investors and experts from around the country. With Pro Membership, developers and investors have the ability to utilize the many programs and initiatives offered throughout the year at a discounted rate, connect with key policy-makers and greater access to LOCUS 2.0.

- Enjoy a discounted rate at the LOCUS Leadership Summit – Since its inception in 2012, the LOCUS Leadership Summit is the premier national conference bringing together real estate developers, investors, elected officials and Washington thought leaders all in one place for education, networking and advocacy.

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Associate membership is the entry point to the powerful resources available with LOCUS. With this basic membership, individuals can explore the many facets of LOCUS to deliver great walkable, sustainable development in their communities.

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- **LOCUS Webinar Series** – Gain exclusive access to online education forums that address and explore today’s real estate challenges and opportunities.

- **Exclusive access pass to LOCUS 2.0 (valued at $450)** – A one stop online portal that provides best practices, online RFPs financing database and connects members with congress.

- **Influence public policy by serving on one of LOCUS’ many policy working groups and committees.**
## Membership Benefits

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Membership Application

Developer Membership Type
☑ Premier $2,000 ☐ (Pro)fessional $1,000
☐ Associate $400

Developer/Investor Business’s Name: ________________________________________________
Developer/Investor’s Name: _______________________________________________________________________
Title: __________________________________________________________________________________________
Assistant (If Applicable): __________________________________________________________________________
Email: _________________________________________________________________________________________
Address: _______________________________________________________________________________________
City: ___________________________________________  State: _________  Zip: ______________________
Telephone: ______________________________________  Fax: ______________________________________
Business Website: ________________________________________________________________________________

Payment of $____________ is payable via:
☑ Check  ☐ Visa  ☐ MasterCard  ☐ AMEX  ☐ Discover
Check No. ________________________  Name as it Appears
Make check payable to Smart Growth America
with LOCUS Membership in the memo space
on Card ________________________
Credit Card No. ________________________  Expiration Date ________________________
Signature ________________________

What topic area(s) are you interested in?
☑ New Approaches to Affordable Housing  ☐ Suburban Retrofit
☑ Resilience  ☐ Thoughtful Public Sector Leadership
☑ Innovative Financing Success Stories  ☐ Measuring Economic & Social Equity Performance
☑ NIMBY Strategies  ☐ Gentrification
☑ Land Economics  ☐ Policy and Business Models Innovation

As a LOCUS member, I will commit to the following:
• Adhere to triple bottom line development practices;
• Advocate for public policy that support smart growth in walkable, sustainable development;
• Participate in media opportunities that tie your business’ work to a unified leading network;
• Provide input to LOCUS policy work so that doing the “right thing” is made easy; and
• Recruit colleagues to join and collaborate with LOCUS.

By signing here you agree to the above statement ____________________________________________
Affiliates
Premier Membership

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- Enjoy a discount on the Membership rate to attend LOCUS’ networking events.

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- Enjoy a discount on the Membership rate to attend the LOCUS/ George Washington University Executive Education Program – In collaboration with George Washington University School of Business, LOCUS offers a four-day executive education course to provide real estate professionals the tools they need to take advantage of the growing demand for walkable urban places (WalkUPs).

- Access to the Director’s Legislative Bulletin (valued at $3,000) – A regularly issued bulletin providing up-to-date briefing on transportation and housing as it pertains to smart growth development.
(Pro)fessional Membership

Joining LOCUS as a (Pro)fessional will provide your company instant access to our extensive network of developers and investors. As a Pro member, you have the ability to enjoy the many LOCUS programs at a discounted rate. This membership also provides you with exclusive national speaking and branding opportunities that is essential to your company’s growth.

- Enjoy a discounted rate at the LOCUS Leadership Summit – Since its inception in 2012, the LOCUS Leadership Summit is the premier national conference bringing together real estate developers, investors, elected officials and Washington thought leaders all in one place for education, networking and advocacy.

- LOCUS Newsletter – Monthly newsletter designed to keep members up to date with relevant information on smart growth, public policy, and the latest news real estate on projects.

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Associate Membership

Associate membership is the entry point to the powerful resources available with LOCUS. With this basic membership, affiliated companies can explore the many resources of LOCUS to provide high quality services to their clients.

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Complete your application online at [www.locusdevelopers.org](http://www.locusdevelopers.org)
Non-Profit/Government/Young Professionals Membership

Non-Profit/Government/Young Professionals membership is the entry point to the powerful resources available with LOCUS. With this basic membership, individuals can explore the many facets of LOCUS to deliver great walkable, sustainable development in their communities.

• LOCUS Newsletter – Monthly newsletter designed to keep members up to date with relevant information on smart growth, public policy, and the latest news real estate projects.

• LOCUS Webinar Series – Gain exclusive access to online education forums that address and explore today's real estate challenges and opportunities.

• Membership rate to attend LOCUS networking events

• Access to Smart Growth America free reports and publications

• Invitation to attend LOCUS/George Washington University Executive Education Program – In collaboration with George Washington University School of Business, LOCUS offers a four-day executive education course to provide real estate professionals the tools they need to take advantage of the growing demand for walkable urban places (WalkUP).
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Membership Application

Affiliate Membership Type
- Premier: $1,000
- (Pro)fessional: $750
- Associate: $295
- Non-Profit/Govt/Yng Professionals: $100

Developer/Investor Business’s Name: _______________________________________________________________

Developer/Investor’s Name: _______________________________________________________________________

Title: __________________________________________________________________________________________

Assistant (If Applicable): __________________________________________________________________________

Email: __________________________________________________________________________________________

Address: _______________________________________________________________________________________

City: __________________________________________ State: _________ Zip: ________________________________

Telephone: ______________________________________ Fax: ____________________________________________

Business Website: _______________________________________________________________________________

Payment of $__________ is payable via:
- Check
- Visa
- MasterCard
- AMEX
- Discover

Check No. ________________________  Name as it Appears on Card ____________________________

Make check payable to Smart Growth America
with LOCUS Membership in the memo space

Credit Card No. ________________________  Expiration Date _____________________________

Signature ______________________________________________________________________________________

What topic area(s) are you interested in?
- New Approaches to Affordable Housing
- Resilience
- Innovative Financing Success Stories
- NIMBY Strategies
- Land Economics
- Suburban Retrofit
- Thoughtful Public Sector Leadership
- Measuring Economic & Social Equity Performance
- Gentrification
- Policy and Business Models Innovation

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