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
Domus Development
President

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)
Membership Information

The LOCUS Steering Committee is the chief real estate developer advisory group to Smart Growth America. Steering Committee members supply technical expertise to Smart Growth America while also receiving customized and complimentary services.

- 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.

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

- Ten exclusive passes to LOCUS 2.0 (valued at $4,500) – A one stop online portal that provides best practices, access to online RFPs and financing database and connects members with Congress.

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

- Enjoy complimentary access to members-only resources including accessibility to Smart Growth America, Transportation for America and LOCUS’ executive staff.

- Washington D.C Fly-ins – Enjoy DC-based Advisory Services and Technical Assistance tailored specifically to your companies top priorities.

- 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 complimentary or discounted Membership rate to attend LOCUS’ networking events.

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

• Opportunity to host quarterly Steering Committee Meetings in your region.

• Enjoy a discount on the Membership rate 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 (WalkUPs).

• LOCUS’ Developer’s Showcase – Your company will be featured in LOCUS’ annual Developer’s Showcase highlighting the best developers and top regions for walkable urban development.

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

Please note: Applications received and approved will be included in the online membership directory within 48 hours of approval

JOIN LOCUS TODAY!

“LOCUS’ coordination helped me maximize my outreach efforts. They provided me talking points and got me in the door with a key Congressman at a crucial juncture in the process. As a result, our interests were incorporated into the final transportation bill, directly benefiting my region.”

- Robert Davis, LOCUS Steering Committee Member, Founder Seaside & Partner, Arcadia Land Company
<table>
<thead>
<tr>
<th>Membership Benefits</th>
<th>Associate ($400)</th>
<th>(Professional ($1,000)</th>
<th>Premier ($2,000)</th>
<th>Steering Committee ($10,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Invitation to LOCUS Leadership Summit</td>
<td>✓</td>
<td>✓ (Receive a discounted rate)</td>
<td>✓ (Receive a discounted rate)</td>
<td>✓ (Receive a discounted rate)</td>
</tr>
<tr>
<td>LOCUS Monthly Newsletter</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>LOCUS Webinar Series</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>Opportunity to serve on a LOCUS policy working group and/or committee</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Exclusive access to LOCUS 2.0</td>
<td>✓ (Receive one log-in)</td>
<td>✓ (Receive three log-ins)</td>
<td>✓ (Receive six log-ins)</td>
<td>✓ (Receive ten log-ins)</td>
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<tr>
<td>Federal Financing Toolkit</td>
<td></td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>LOCUS Link-Ups</td>
<td></td>
<td>✓</td>
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<td>✓</td>
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<tr>
<td>Access to Smart Growth America’s Publications</td>
<td></td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>Enjoy Discount on Membership rate to attend LOCUS’ networking events</td>
<td></td>
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<td>✓</td>
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</tbody>
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Membership Application

**Steering Committee Member: $10,000**

Developer/Investor Business’s Name: ____________________________________________

Developer/Investor’s Name: ______________________________________________________

Title: _______________________________________________________________________

Assistant (If Applicable): ________________________________________________________

Email: _______________________________________________________________________

Address: _____________________________________________________________________

City: ____________________________ State: _________ Zip: _________________________

Telephone: ______________________ Fax: ________________________________________

Business Website: ____________________________________________________________

**Payment of $10,000 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
- [ ] 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

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**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 ________________________________
Follow us:

@LOCUSDevelopers

LOCUS: Responsible Real Estate Developers & Investors

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LOCUS: Responsible Real Estate Developers & Investors

LOCUS

Smart Growth America
Making Neighborhoods Great Together

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