LOCUS 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
President – Real Estate Services
Forest City Enterprises
LOCUS Outreach Chair*

Robert Davis
Founder, Seaside, Florida 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
President
HRI Properties
Chairman, LOCUS Steering Committee*

Mia Kang
President
Domus Development

Jim Ketai
Managing Partner
Bedrock Real Estate Services

Michael Lander
President
Lander Group

Eric Larson
President and 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
Partner
Arcadia Land Company
President, LOCUS*

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
LOCUS is the nation’s most exclusive and influential network of real estate developers and investors who advocate for sustainable, walkable urban development.

Across the country, demand is building for sustainable, walkable urban places. Many developers recognize this demand and want to meet it, but too often public policy stands in the way.

**LOCUS: Responsible Real Estate Developers and Investors** is a national network working to create more walkable, urban places through better public policy at the federal, state and metropolitan levels. LOCUS members provide members of Congress and state policy makers with expert advice on current consumer demand and the many benefits of smart growth strategies. Together, our members work to:

- 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.

Walkable, urban neighborhoods are increasingly popular, and smart growth strategies can help meet that demand. Smart growth also helps communities develop in ways that are sustainable for the environment, the economy, and their bottom lines. LOCUS members are a key part of making this work happen.
Member Benefits
Becoming a LOCUS member brings four types of benefits: Advocacy, Business Development, Education, and Visibility.

Advocacy
LOCUS gives developers and investors an effective voice in state capitals and in Washington.

- **Influence Congress:** Meet with members of Congress as part of LOCUS’ Advocacy Days. Influence local and national public policy by serving on one of LOCUS’ many policy working groups and committees.

- **Guide policy:** LOCUS is the chief advisory group to Smart Growth America on real estate issues. Members provide expert advice to Smart Growth America on a variety of technical and policy issues.

- **In-depth analysis:** Members receive LOCUS’s Federal Financing Toolkit, an annual guide to federal funding and financing for real estate projects.

- **Meet elected leaders in your area:** Members enjoy special invitations to LOCUS LinkUps, a series of local events that connect LOCUS real estate developers with like-minded elected officials in cities across the country.

Business Development
Network with like-minded professionals, industry leaders and C-suite executives.

- **Join the national conference:** Enjoy discounted rates to the annual LOCUS Leadership Summit, the premier annual conference bringing together real estate developers, investors, elected officials and Washington thought leaders all in one place for education, networking and advocacy.

- **Connect online:** Meet and connect with fellow LOCUS members through our online membership directory.

- **Network locally:** Join additional networking events throughout the year in cities across the country.

- **The latest news:** Stay up to date with what’s happening in smart growth through our monthly newsletters. Steering Committee members also receive legislative bulletins with detailed discussion of what’s happening in Washington.

- **Digital resources:** Learn best practices from other developers and see a database of RFPs with our members-only website, LOCUS 2.0.

- **Learn from fellow members:** Explore today’s real estate challenges and opportunities with our online education forums.

- **Expert advice:** Our expert staff are available for advisory services and technical assistance tailored specifically to your company’s priorities.

- **Get out in front:** Be among the first to see Smart Growth America’s new research and reports.

- **Develop professionally:** Receive discounted rates for LOCUS and The George Washington University’s Executive Education Program.

Visibility
Showcase your projects and enhance the triple-bottom line of your brand.

- **Showcase your projects:** Be featured in our monthly newsletters or the annual LOCUS Developers Showcase, which highlights the best developers and top regions for walkable, urban development.

- **Showcase your city:** Steering Committee members are eligible to host quarterly meetings in their region.

- **Speak nationally:** Provide the smart growth developer’s perspective at conferences and forums across the country.

- **Enhance your reputation:** LOCUS’s triple-bottom-line philosophy is an asset to any company.
Education
Learn how to advance your projects with our forums, resources, and other learning opportunities.

- **The latest news:** Stay up to date with what’s happening in smart growth through our monthly newsletters. Steering Committee members also receive legislative bulletins with detailed discussion of what’s happening in Washington.

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Member Types
LOCUS memberships are available to Developers and Investors, Affiliates, Non-profit/Government Employees and Young Professionals at several levels.

Steering Committee member
$10,000/year
Steering Committee members advise Smart Growth America and LOCUS on major policy issues and in doing so shape our broader work. Steering Committee members also enjoy unparalleled access to our expert staff and receive tailored assistance on advocacy concerns. Steering Committee memberships include access to our resources for ten individuals.

Developer and Investor members
These memberships are open to companies engaged in development, ownership, lending or financing of smart growth real estate.

Premier
$2,000/year
Premier members receive all Professional level benefits, plus:
- Six individual memberships
- 25% off registration to the LOCUS Leadership Summit
- A free copy of the annual Industry Buyer’s Guide
- Access to the Director’s Legislative Bulletin, a regular update on federal legislative and regulatory news about smart growth real estate and related issues.

Professional
$1,000/year
Professional members receive all Associate level benefits, plus:
- Three individual memberships
- 10% off registration to the LOCUS Leadership Summit
- Advance access to Smart Growth America’s publications
- Mailed copy of our Federal Funding and Financing Toolkit

Associate
$400/year
Associate members receive the following benefits:
- Opportunity to serve on policy working groups
- Access to members-only website, LOCUS 2.0
- Invitations to exclusive networking events

Non-profit/Government/Young Professional
$100/year
Joining LOCUS as a non-profit employee, government employee, or young professional (under 35 years old) is a great way to meet developers, stay informed on policy issues, and grow your career in the responsible real estate development field. These members are invited to attend the LOCUS Leadership Summit, gain access to our webinars and buyer’s guide, and receive our monthly newsletter.
Affiliate membership is open to companies engaged in trades or industries related to smart growth real estate, including lawyers, architects, contractors or consultants.

Premier
$1,000/year
Premier members receive all Professional benefits, plus:
- Six individual memberships
- 25% off registration to the LOCUS Leadership Summit
- Showcased in the annual Industry Buyer’s Guide
- Access the Director’s Legislative Bulletin, a regular update on federal legislative and regulatory news about smart growth real estate and related issues.

Professional
$750/year
Professional members receive all Associate level benefits, plus:
- Three individual memberships
- 10% off registration to the LOCUS Leadership Summit
- Included in the annual industry buyer’s guide
- Advanced access to Smart Growth America’s publications
- Mailed copy of our Federal Funding and Financing Toolkit

Associate
$295/year
Associate members receive the following benefits:
- Opportunity to serve on policy working groups
- Access to members-only website, LOCUS 2.0
- Invitations to exclusive networking events

Non-profit/Government/Young Professional
$100/year
Joining LOCUS as a non-profit employee, government employee, or young professional (under 35 years old) is a great way to meet developers, stay informed on policy issues, and grow your career in the responsible real estate development field. These members are invited to attend the LOCUS Leadership Summit, gain access to our webinars and buyer’s guide, and receive our monthly newsletter.
## Member Benefits by Type

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Non-profit/Gov/Young Pro</th>
<th>Associate</th>
<th>Professional</th>
<th>Premier</th>
<th>Steering Committee</th>
</tr>
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<tbody>
<tr>
<td>Receive monthly LOCUS newsletter</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>Join LOCUS webinars</td>
<td>✓</td>
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<td>✓</td>
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<tr>
<td>LOCUS Leadership Summit</td>
<td>✓</td>
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<td>10% off</td>
<td>25% off</td>
<td>50% off</td>
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<tr>
<td>LOCUS Buyer’s Guide</td>
<td>✓</td>
<td>10% off</td>
<td>25% off</td>
<td>Free</td>
<td>Free</td>
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<tr>
<td>Serve on a policy working group</td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Members-only website</td>
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<td>3 profiles</td>
<td>6 profiles</td>
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</tr>
<tr>
<td>Invitations to networking events</td>
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<td>6 tickets</td>
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<tr>
<td>Discounted passes for LOCUS/GWU Executive Education Program</td>
<td></td>
<td>3 passes</td>
<td>6 passes</td>
<td>10 passes</td>
<td></td>
</tr>
<tr>
<td>Advance access to Smart Growth America’s publications</td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>Federal Financing Toolkit</td>
<td></td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>Director’s Legislative Bulletin</td>
<td></td>
<td></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Tailored advocacy services</td>
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<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Set national policy agenda for LOCUS</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>
LOCUS Membership Application

To become a LOCUS member, fill out the application below and return by mail to LOCUS, 1707 L St. NW, Suite 250, Washington, DC, 20036. If you prefer, submit your application online at www.locusdevelopers.org/join-locus.

Select your membership level

- **Steering Committee** ($10,000/year)

  - Developers and Investors:
    - Premier ($2,000/year)
    - Professional ($1,000/year)
    - Associate ($400/year)

  - Affiliate:
    - Premier ($1,000/year)
    - Professional ($750/year)
    - Associate ($295/year)

- **Non-profit/Government/Young Professional** ($100/year)

Business Name: __________________________________________________________

Your Name: __________________________________________________________________

Title: ______________________________________________________________________

Email: ______________________________________________________________________

Address: ____________________________________________________________________

City: __________________________ State: ______ Zip: ________________

Telephone: ______________________ Fax: ______________________

Business Website: ______________________________________________________________________

Assistant's name (if applicable): ________________________________________________

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

CONTINUED »
As a LOCUS member, I agree to:

- Adhere to triple bottom line development practices—equity, environment, and economy;
- Advocate for public policy that supports 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.

Signed: ____________________________________________

Membership dues

- **Check (enclosed)**
  Make check payable to Smart Growth America with “LOCUS Membership” in the memo space

- **Online**
  Pay online at www.smartgrowthamerica.org/locus/locus-application/

Credit card

- **Visa**
- **MasterCard**
- **AMEX**
- **Discover**

Name as it Appears on Card: ________________________________

Credit Card No. ___________________________ CVV _________

Expiration Date ____________________________

Signature __________________________________________
Membership dues

Check  (enclosed)

Credit card

Make check payable to Smart Growth America

Visa

MasterCard

AMEX

Discover

with "LOCUS Membership" in the memo space

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