

LOCUS



Smart Growth America
Improving lives by improving communities

RESPONSIBLE DEVELOPMENT • ADVOCACY • LEADERSHIP

LOCUS Steering Committee

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Founder and Partner
Urban One

Richard Baron

Co-Founder and Chairman
McCormack Baron Salazar

Buwa Binitie

Managing Principle
Dantes Partners

Stanford Carr

President
Stanford Carr Development

Robert Davis

Co-Founder, Seaside and
Partner, Arcadia Land Company

Bernie Glieberman

President
HRS Communities

David Grannis

President
PointC

John Hempelmann

Founding Partner
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Mike Kingsella

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Senior Vice President for Land
Development
Tighe & Bond

Christopher Leinberger

Founding Partner
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Jair Lynch

President and CEO
Jair Lynch Development Partners

Don Monti

Founder and CEO
Renaissance Downtowns

Shannon Morgan

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HRS Communities

Paul Morris

Former President and CEO
Atlanta Beltline, Inc

Carol Naughton

Senior Vice President
Purpose Built Communities

Brandon Palanker

Vice President
Renaissance Downtowns

Catherine Sloss Jones

President and CEO
Sloss Real Estate

Carisa Stanley

First Vice President of
Commercial Real Estate
Amalgamated Bank

Mark Toro

Managing Partner
North American Properties -
Atlanta



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

"54% of Americans are demanding vibrant, walkable urban places. Developers and investors recognize this demand and want to meet it, but too often **public policy stands in the way"**
– Jair Lynch, LOCUS President.

LOCUS: Responsible Real Estate Developers and Investors is the only real estate coalition working to create more walkable, urban places through better public policy at the federal, state and metropolitan levels. LOCUS members educate policy makers on how to align public policy to meet the market demand for walkable urban development.

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 Policymakers: Meet with federal, state and local policymakers as part of LOCUS's Advocacy Days. Influence national, state and local public policy through one of LOCUS's many policy working groups and state chapters.

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.

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

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

Business development

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

Meet C-Suite executives: Monthly call open only to Steering Committee and qualified C-level 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.

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.

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

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

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

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

Develop professionally: Receive discounted rates for LOCUS's webinars and educational events.

Visibility

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

Enhance your reputation: Be featured in our monthly newsletters or the annual LOCUS Developers Showcase, which highlights the best developers and top regions for walkable, urban development that meet LOCUS's triple-bottom-line philosophy.

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

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

Member types

LOCUS offers three membership types: Steering Committee, Developer and Investor and Regular membership.

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 member

\$500/year

This membership is open to any development or investment firm engaged in development, ownership, lending or financing of smart growth real estate.

Developer and Investor members receive the following benefits:

- LOCUS Membership
- Access to model state and local legislation and policy toolkits that address common barriers to triple bottom line development.
- Free marketing opportunities of your triple-bottom-line projects.
- A free federal financing consultation including a copy of our Federal Financing Toolkit.
- Invitation to quarterly member only calls with national staff and experts.

Regular member

\$150/year

Regular membership is open to small-scale developers, non-profit employees, government employees, or individuals engaged in trades or industries related to smart growth real estate development and investment, including architects, engineers, attorneys, contractors, consultants and other fields.

Regular members receive the following benefits:

- LOCUS Membership
- Access to model state and local legislation and policy toolkits that address common barriers to triple bottom line development.
- A free copy of the Federal Financing Toolkit
- Invitation to quarterly member only calls with national staff and experts.
- Showcase local triple bottom line projects through LOCUS LinkUps.

Member benefits

	Membership Type		
	Regular	Developer and Investor	Steering Committee
Receive monthly LOCUS newsletter	✓	✓	✓
LOCUS Membership	✓	✓	✓
LOCUS Leadership Summit	10%	25%	50%
Model state and local legislation	✓	✓	✓
Members-Only Website	1 profile	6 profiles	10 profiles
LOCUS Policy Toolkits	✓	✓	✓
Free Federal Financing Toolkit	✓	✓	✓
Invitation to Quarterly	✓	✓	✓
Member Only Calls	✓	✓	✓
LOCUS LinkUps	✓	✓	✓
Federal Financing Consultation		✓	✓
Marketing Opportunities		✓	✓
Tailored Advocacy Services			✓
Set national policy agenda for LOCUS			✓

LOCUS Member Application

To become a LOCUS member, fill out the application below and return by mail to LOCUS, 1152 15th St. NW, Suite 450, Washington, DC, 20005. 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** (\$500/year)
- Regular member** (\$150/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
- Suburban Retrofi
- 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 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 <https://smartgrowthamerica.org/program/locus/become-a-member/>
Credit card*

Credit Card

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

Name as it Appears on Card: _____

Credit Card No.: _____

Expiration Date: _____ CW: _____

Signature: _____



LOCUSDevelopers.org



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Facebook.com/LOCUSDevelopers

LinkedIn.com/company/locus-developers