

Become a member!

LOCUS members are industry leaders who are intent on delivering more equitable, sustainable, and well-connected development.

For more information, and to join, reach out to locus@locusdevelopers.org.

What is LOCUS?

A program of Smart Growth America, LOCUS (Latin for “place”) is the preeminent national coalition of real estate developers and investors who advocate for sustainable, equitable, walkable development.

LOCUS brings together purpose-driven investors and partners to advocate for smart growth policy and outcomes at the federal, state, and local levels. LOCUS members also serve as Smart Growth America’s industry advisors on responsible development policy, informing SGA’s policy positions and partnership work with other coalitions of built environment leaders.

LOCUS enables smart growth development that **strengthens community, prosperity, and environmental health** by:

- Advocating for development and mobility policies that catalyze federal, state, and local change;
- Providing members with the resources and tools needed to drive change in development and mobility policies in their own communities,
- Building and engaging a diverse coalition, driven by the private sector, around issues of development and mobility.



“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



Join our network
of LOCUS members
and advance smart
growth policy.

Why you should join LOCUS

Advocate for and influence policy:

Influence policymakers and SGA's overall policy agenda, identifying opportunities for policy change to advance smart growth, TOD, and infill. Meet with elected leaders and federal policymakers through LOCUS convenings, members' meetings, and outreach relevant to specific advocacy initiatives.

Learn from research and policy updates:

Receive the latest news and in-depth analysis of policy headlines relevant to real estate, learn from digital resources, gain access to expert advice, and develop professionally with LOCUS' policy memos, webinars, virtual events, and monthly newsletters. LOCUS member meetings offer regular opportunities for learning and connection with federal leaders; guests in 2022 alone have represented HUD, the White House Council on Environmental Quality, the GSA and more.

Gain visibility and grow your business:

Meet and connect with fellow members, growing your network of smart growth developers and real estate development advocates from across the country. Share your work at our programmed members meetings, external conferences with invitations curated by LOCUS staff, or nominate projects for inclusion in our newsletter and national LOCUS events.

LOCUS Deep Dive Bipartisan Infrastructure Deal: Electric Vehicle (EV) Infrastructure

An real estate sector-focused analysis of the recently-enacted EV infrastructure program
This memo is one in a series of Deep Dives, brought to you by LOCUS, highlighting aspects of the infrastructure bill with direct relevance to real estate developers and investors focused on smart growth.

Funding highlight:

EV Infrastructure

How much?
\$7.5 billion

What does it fund?

The law provides funding for deployment of EV chargers along highway corridors to facilitate long-distance travel and within communities to provide convenient charging where people live, work, and shop. The EV chargers must be publicly accessible and available to all drivers of EVs. The funding will have a particular focus on rural, disadvantaged, and hard-to-reach communities.

Who will allocate the funds?

US DOT will distribute the funding to state DOTs.

How will the funds be allocated?

US DOT will distribute funds to states to be used for acquiring and installing EV charging infrastructure, for proper operation and maintenance of EV charging infrastructure, and for data sharing about EV charging infrastructure to ensure the long-term success of EV investments.

State DOTs are likely to partner with partner agencies to manage EV projects, such as _____

What does this mean for real estate developers?

Multi-family is currently considered to be an underutilized asset for EV charging infrastructure. However, as electric vehicles become more and more mainstream, charging stations will become an increasingly sought-after amenity in multi-family, office and mixed-use development. The infrastructure bill's investment in EV charging infrastructure is the largest yet in U.S. history and so presents an important opportunity for real estate owners as well as the public sector.



Exclusive memo for LOCUS members on legislation relevant to developers and investors

By the numbers

- Our members represent over 50 companies and organizations.
- LOCUS members' firms are located in 25 states.
- Our Steering Committee members have delivered over 100,000 housing units to communities across the country, leading some of the nation's most innovative mixed-income, mixed-use and transit-oriented projects.

Partner with us

Partnerships and collaborations drive LOCUS' impact and influence in smart growth and triple-bottom-line real estate development. LOCUS welcomes values-aligned organizations to partner on technical assistance projects, industry-leading research, and networking opportunities such as LOCUS Link-Ups and Summits. Work with us on:

- **Technical Assistance (TA):** LOCUS TA offers local governments and community-based organizations insight into policies which can help deliver smart growth, market barriers to delivering affordable housing and mixed use development and more, with a special focus on strategies for infill and transit-oriented development (TOD).
- **Research:** LOCUS research highlights key industry trends and policy best practices, bringing together policy analyses with quantitative methodology and examples from industry leaders in the LOCUS membership.
- **Events:** LOCUS regularly hosts conferences, Hill Days and virtual events. LOCUS Link-Ups, hosted by local governments or others releasing RFPs, showcase new smart growth development or TOD opportunities.

LOCUS Membership Benefits

LOCUS is a national coalition of real estate developers and investors who advocate for sustainable, equitable, walkable development in America's communities.

Individual member benefits include:

- Receive exclusive as-it's-happening newsletters, alerts, briefings, and specialized memos on policy, legislation and funding streams related to smart growth, land use, housing and infrastructure topics
- Connect directly with federal policymakers and real estate development leaders through monthly members'-only meetings and workshops
- Guide policy through participation in LOCUS advocacy initiatives to advance smart growth
- Network and grow your visibility by meeting with C-level Executives, connecting with other members nationally, and attending LOCUS convenings
- Nominate topics and policy areas of interest for LOCUS workshops, advocacy initiatives and more

Corporate partnership benefits include:

- Choose to register an unlimited number of staff for LOCUS individual memberships, supporting professional development, land use policy knowledge and networking through member communications, research and invitations to exclusive members' meetings and workshops
- Amplify your company's influence with logo recognition on LOCUS website, in presentations at LOCUS events, and in LOCUS member emails
- Engage your staff with a personalized annual presentations or interactive virtual discussions for your staff led by LOCUS or SGA leadership
- Receive up to five registrations for the annual SGA Equity Summit, LOCUS Summit or comparable event

Steering Committee benefits include:

Steering Committee memberships are available by nomination and are intended for individuals with significant experience in smart growth.

- Guide LOCUS' strategic direction and advocacy agenda
- Serve as a real estate advisor to Smart Growth America, influencing the organization's research, advocacy and coalitions work
- Engage in dynamic Steering Committee meetings and exclusive advocacy briefings
- Receive invitations to represent LOCUS and your company through meetings with federal policymakers and federal elected officials
- Take advantage of all benefits included in the individual membership package

Leadership Circle membership benefits include:

- Includes all benefits listed, including both corporate partnership benefits and Steering Committee benefits

LOCUS Membership Tiers

LOCUS strives to welcome all prospective members engaged in advancing smart growth through transit-oriented development, infill and mixed-use, mixed-income development projects. Membership tiers are designed to align with and be accessible to firms with different portfolio sizes and years of experience. Members should self-identify within the categories below, and if these membership costs present a barrier to participation, please reach out to LOCUS.

<i>Firm Type</i>	Individual	Corporate Partnership	Steering Committee	Leadership Circle
Non-profit Developer*	\$150	\$1,500	\$2,500	\$3,500
Small-scale Developer**	\$200	\$2,500	\$3,500	\$5,000
Boutique Developer or Public Development Entity***	\$500	\$5,000	\$7,500	\$10,000
Corporate Developer****	\$750	\$7,500	\$12,500	\$15,000

***Non-profit Developer:** a nonprofit organization delivering and/or managing housing, including community-based organizations, faith-based organizations and community development corporations

****Small-scale Developer:** a firm with a limited number of small-scale projects

*****Boutique Developer or Public Development Entity:** a small or mid-cap firm specializing in TOD, mixed-use or urban infill, operating in a limited number of markets, or a public development entity

******Corporate Developer:** Regional, national, or international mid-cap or large cap firms, including REITs, delivering, owning or operating real estate projects in a large number of markets

Meet the LOCUS Steering Committee



**Jair Lynch,
LOCUS President**

President and CEO,
Jair Lynch
Real Estate Partners



Dennis Allen

Partner,
Urban One



Richard T. Allen

Director,
Stonehenge Capital



Robert Davis

Partner,
Arcadia Land Company



David Grannis

President and CEO,
pointC Partners



Pres Kabacoff

President,
HRI Properties



Doug Landry

Senior Associate,
Langan



Christopher B. Leinberger

Founding Partner,
Arcadia Land Company



Shannon Morgan

Managing Partner,
Renovare Development



Carol Naughton

CEO,
Purpose Built Communities



Catherine Sloss Jones

President and CEO,
Sloss Real Estate