

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
WASHINGTON STATE CHAPTER



NAIOP WASHINGTON STATE **2025 GOVERNMENT AFFAIRS**

The Commercial Real Estate Development Association

an invitation from NAIOP Washington State

A CRITICAL MOMENT IN OUR CRE COMMUNITY

2025 Legislative Priorities for NAIOP Washington State

NAIOP Washington State, the Commercial Real Estate Development Association, represents the interests of companies that build, own or manage office, retail, multifamily, industrial, life sciences, mixed-use, and institutional real estate in the Puget Sound region. As a leading voice for commercial real estate, NAIOPWA advocates for policies that support the industry, advances responsible development, and provides outstanding education and networking opportunities to over 1,100 members and the 400 member companies and the employees they represent.

In 2025, legislative and regulatory threats to the commercial real estate sector in Washington State are growing. Key challenges such as rent control, increases in real estate excise taxes (REET), and a tightening regulatory environment present significant hurdles. NAIOPWA is committed to combating these threats, advocating for a business-friendly Washington State, and ensuring that policies remain conducive to economic growth and development.

Our focus is on protecting our industry from the burdens of excessive regulation while fostering an environment that promotes predictability, fairness, and efficiency. We aim to preserve the competitive advantage of our region by fighting legislation that harms commercial real estate and ensuring that our members' interests are well-represented at both state and local levels.

As we approach the upcoming legislative sessions, NAIOPWA is preparing to raise over \$350,000 in 2025 exclusively for state and local advocacy efforts. With down revenue projections and tax-focused political initiatives, it's essential that the commercial real estate community has the resources to respond effectively. This funding will help us continue our fight against rent control measures, REET hikes, and other regulatory obstacles.

We invite you to join us as a Government Affairs Contributor and help protect the future of commercial real estate in Washington State. Together, we can ensure our industry's long-term success and prosperity.

2025 NAIOP Washington State Executive Committee

President

Chris Rossman, Fourth Avenue Capital

President-Elect

Tess Wakasugi-Don, GLY

Past President

Danny Jackson, Pietromonaco Jackson Properties

Treasurer

Ian Morrison, McCullough Hill PLLC

Secretary

Carrie Gartside Anthony, First American Title

Executive Director

Danielle Duvall, NAIOP Washington State

MISSION:

NAIOP Washington State elevates commercial real estate through deep connections, advocacy, and professional development.

VISION:

To connect, inspire and empower every member to develop greater success in their workplace and community.

BIG WINS IN 2024

For over four decades, NAIOPWA has been deeply involved in the legislative process, and with this wealth of experience, we can confidently report that the 2024 session, along with local city legislation, brought many successes for our industry.

As in past sessions, we confronted several significant challenges that threatened the CRE community. Thanks to our persistent efforts, we successfully neutralized or defeated numerous harmful bills, though the fight to safeguard our industry's interests remains ongoing.

1

Rent Control: Led by our GA team, a major legislative win upheld the state's ban on local rent control, safeguarding property owners from restrictive regulations and ensuring consistent statewide policy.

2

REET (Real Estate Excise Tax): A key victory preserved the current REET structure, preventing increased tax rates on commercial real estate transactions and supporting continued investment.

3

Significant local & legislative wins introduced new incentives and streamlined permitting for office-to-residential conversions, accelerating projects that address housing needs while revitalizing underutilized office spaces.

4

Local legislation implemented a "Design Review Holiday," temporarily streamlining the approval process for development projects and reducing delays caused by lengthy reviews.

5

A major 2024 win amended the 2021 Seattle Energy Code, reducing compliance costs and easing the regulatory burden on new projects while continuing to advance energy efficiency.

6

NAIOPWA has successfully worked to shape the Wilburton Land Use Code Amendment ensuring the final code is clear and promotes growth and density, especially along transit corridors.

2024 GOVERNMENT AFFAIRS CONTRIBUTORS

Thanks to our supporters, particularly those who contribute to our government affairs and advocacy campaigns, our chapter kept our place at the table and secured important wins for CRE and the business community at large in Washington state.

Alexandria Real Estate Equities
 AMLI Residential
 AvalonBay Communities
 Avenue 55
 Bridge Industrial
 CenterPoint Properties
 Coughlin Porter Lundeen
 Davis Property & Investment
 Fourth Avenue Capital
 GenCap Construction Corp
 Grousemont Associates
 HAL Real Estate Heartland
 Heartland LLC
 Holland Partner Group
 Howe Family Holdings LLC
 Hudson Pacific Properties Inc.

Investco LLC
 Kilroy Realty Corporation
 Lake Union Partners
 Lake Washington Partners
 Lenox West Capital
 Logistics Property Company
 Mackenzie
 MainStreet Property Group
 McCullough Hill, PLLC
 Mill Creek Residential
 Nitze-Stagen & Co.
 OneTrent Development
 Pacific West Land
 Panattoni Development Co.
 Pietromonaco Jackson Properties
 Pillar Properties
 Prologis

Rainier Pacific Properties
 Rowley Properties, Inc.
 Sabey Corporation
 Selig Real Estate
 Tarragon
 Teutsch Partners, LLC
 The Wolff Company
 Timberlane
 Touchstone
 Trammel Crow
 Underwood Gartland Development
 Urban Renaissance Group
 Vector Development Company
 Vulcan Real Estate
 Wallace Properties, Inc.
 Washington Holdings

PRIORITIES FOR 2025

STATE & LOCAL ISSUES

The NAIOPWA Government Affairs leadership team engages with lawmakers and stakeholders to position our industry for success in the 2025 legislative session. Our priorities not only address state and local issues but also tackle major challenges that disproportionately affect stakeholders in industrial, office, residential, retail, and other development sectors. By confronting these issues simultaneously at both the state and local levels and strategically coordinating our efforts, NAIOPWA continues to have an outsized voice and is recognized as an authority on all matters impacting our industry.

! Rent Control

NAIOPWA will oppose proposals to implement rent control or to remove the statewide preemption. Should such proposals advance, NAIOP will advocate for policies that maximize flexibility for building owners.

! Industrial Issues

NAIOPWA will continue to advance our priorities to ensure we support the growth and sustainability of the industrial sector.

! Transfer Tax

Despite continuing to defeat REET in 2024, we are aware that bills similar to the ones quashed last year will return. We will continue the fight against taxes that increase the cost of development.

! Impact Fees

As development costs continue to rise, NAIOPWA will oppose any efforts to pass or increase impact fees in the City of Seattle and beyond.

! Housing Policy

NAIOPWA will continue to advocate for housing policy that encourages and incentivizes development, like the MFTE program, while emphasizing the importance of market factors on development.

! Comp Plans

NAIOPWA will continue to work with municipalities to advocate for sensible zoning changes that encourage development and bring economic opportunity to the Puget Sound region.

! Public Safety

Public safety is central to thriving communities, and we will advocate for policies that increase safety at the state and local levels.

! Elections

NAIOPWA's PAC is actively working to support pragmatic leaders in elections, ensuring a business-friendly environment at both the state and local levels to promote economic growth and development.

BENEFITS OF GOVERNMENT AFFAIRS SUPPORT

The success of the commercial real estate (CRE) community relies on securing consistent funding for impactful advocacy. Your support enables NAIOPWA's government affairs efforts, ensuring that the CRE industry is effectively represented before key policymakers. Throughout the year, supporters gain direct access to political leaders, economic analysts, and industry experts, providing valuable insights and opportunities to network with fellow industry leaders. By contributing, you'll enjoy exclusive access to these events, staying informed and engaged on the issues that matter most. Benefits of support include:

LEGISLATIVE & REGULATORY UPDATES FROM OUR LOBBYISTS

Regular briefs that distill legislative and regulatory updates to specific CRE impact points with specific action items when appropriate.

ANNUAL LEGISLATIVE LEADERSHIP FORUM (NAIOP CL&LR)

This February, participate in a unique, small-group-format event to:

- Receive updates on regulatory and legislative issues concerning a specific sector.
- Discuss critical issues and business challenges impacting development.
- Meet with local, legislative, and congressional representatives regarding issues relevant to development and business interests.

LOBBYING

Aggressive advocacy and representation on critical issues affecting the CRE industry and economic development in Washington State. This advocacy helps to protect the industry from potentially devastating legislative and regulatory requirements.

ECONOMIC AND RESEARCH REPORTS

Access to research commissioned for specific, issue-based advocacy efforts.

QUARTERLY NETWORKING

You'll gain exclusive access to in-person meetings and events with the NAIOPWA Board of Directors, key stakeholders, and elected officials, offering valuable networking opportunities while staying informed on the latest advocacy updates..

SATISFACTION

Knowledge that your support makes it possible for NAIOPWA to continue its advocacy on behalf of the industry.

DONATE TO THE 2025 GOVERNMENT AFFAIRS PROGRAM

Contribution Levels	Issues Funding	PAC Funding*	Total Support
Premier Platinum	\$20,000	\$15,000	\$35,000
Platinum	\$15,000	\$10,000	\$25,000
Gold	\$10,000	\$5,000	\$15,000
Silver	\$5,000	\$2,500	\$7,500

*Contributions to the NAIOP Washington State PAC are highly encouraged.

2025 GOVERNMENT AFFAIRS CONTRIBUTOR RECOGNITION

The success of the CRE community depends on creating reliable funding for effective advocacy. All 2025 contributors will receive the below recognition. Recognition will begin the date payment is received.

Advocacy contributions are separate from NAIOPWA's organizational and event sponsorship program and cannot be used toward special events (i.e. Night of the Stars, Summer Social, or Community Enhancement).

To support NAIOPWA's 2025 Government Affairs Agenda, visit www.naiopwa.org/advocacy.

Platinum – \$15,000+

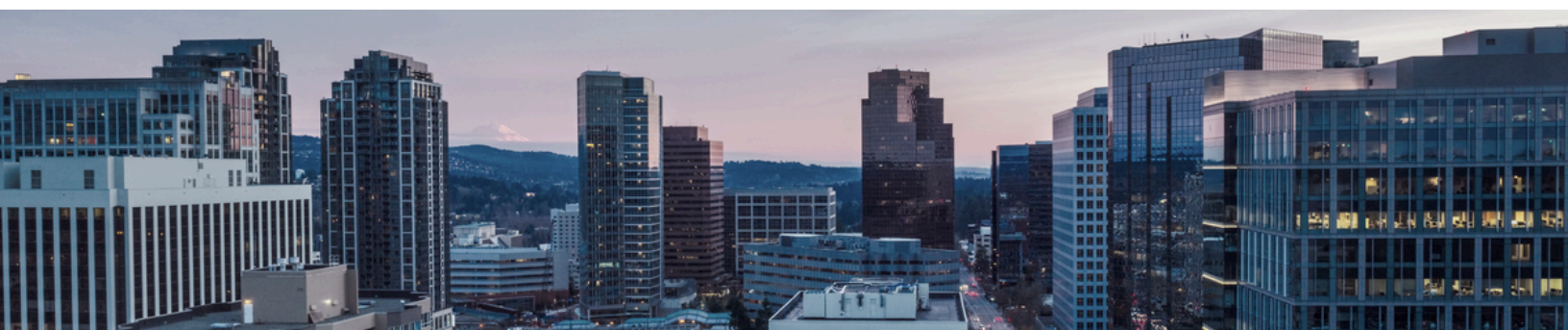
- Featured company listing on the NAIOPWA app
- Premier placement of company link and logo on NAIOPWA homepage
- Unlimited complimentary registrations to NAIOPWA virtual events
- Four dedicated LinkedIn posts on the NAIOPWA page
- Three breakfast meeting season passes
- One sponsored email to NAIOPWA database of 5,250+ subscribers
- Premium NAIOPWA advertising package: Three months of website and weekly email advertising plus six months of Premium app profile
- App marketing: One push notification, one news release in app social media, and three-month rotating banner ad with link to website

Gold – \$10,000

- Featured company listing on the NAIOPWA app
- Premier placement of company link and logo on NAIOPWA homepage
- Six complimentary registrations to NAIOPWA virtual events
- Two breakfast meeting season passes
- Two dedicated LinkedIn posts on the NAIOPWA page
- Basic NAIOPWA advertising package: One month of website and weekly email advertising plus two months of Featured app profile

Silver – \$5,000

- Company listing with logo and contact info on the NAIOPWA app
- Secondary placement of company link and logo on NAIOPWA homepage
- One breakfast meeting season pass



2025 NAIOPWA ORGANIZATIONAL SPONSORSHIP

Check the box next to the items you wish to purchase and email this page and the commitment form to info@naiopwa.org

Company Name: _____

ADVOCACY ISSUES FUNDING

- Premier Platinum - \$25,000
- Platinum - \$15,000
- Gold - \$10,000
- Silver - \$5,000
- Bronze - \$2,500
- Custom Donation: _____

POLITICAL ACTION COMMITTEE

- \$75,000
- \$50,000
- \$25,000
- \$10,000
- \$5,000
- \$2,500
- Custom Donation: _____

ONGOING PLEDGE

Government Affairs contributors can make a multi-year Issues Funding pledge, ensuring continued involvement and seamless access to important advocacy initiatives. Committed companies will be automatically billed on October 15 of each year for the duration of their pledge. Make a multi-year commitment below:

- 2 years
- 3 years
- 4 years
- 5 years
- Custom Pledge: _____

To participate in our Government Affairs program, your company must be at a \$5,000 or above contribution level. You may combine Issues Funding and PAC contributions to reach this threshold. Organizational sponsors (\$7,500+) may participate with a \$2,500 minimum towards advocacy.

DEVELOPING LEADERS

- Premier Annual Sponsor - \$3,000
- Annual Sponsor - \$1,500

EASTSIDE

- Premier Annual Sponsor - \$3,000
- Annual Sponsor - \$1,500

MEMBERSHIP

- Premier Annual Sponsor - \$3,000
- Annual Sponsor - \$1,500

SOUTH SOUND

- Premier Annual Sponsor - \$3,000
- Annual Sponsor - \$1,500

COMMUNITY

COMMUNITY ENHANCEMENT

- Platinum Sponsor - \$5,000
- Gold Sponsor - \$3,000
- Silver Sponsor - \$2,000
- Bronze Sponsor - \$1,000
- Custom Donation: _____

DIVERSITY, EQUITY, & INCLUSION

- Platinum Sponsor - \$5,000
- Gold Sponsor - \$3,000
- Silver Sponsor - \$2,000
- Bronze Sponsor - \$1,000

STUDENT ENGAGEMENT

- Platinum - \$5,000
- Gold Sponsor - \$3,000
- Silver Sponsor - \$2,000
- Bronze Sponsor - \$1,000

ENGAGE

SUMMER SOCIAL

- Golf Cart Swag Giveaway Sponsor - \$1,200
- Banquet Sponsor - \$1,400
- Hole Sponsor - \$1,200
- Six Penny Lane Sponsor - \$1,000
- Media Sponsor - \$1,800
- 150 Yard Marker Sponsor - \$1,400
- Bar Sponsor Morning - \$1,400
- Bar Sponsor Evening - \$1,400
- Beverage Cart Sponsor - \$1,400
- Bloody Mary Sponsor - \$1,400
- Cart Path Sponsor - \$1,400
- Coffee & Welcome Sponsor - \$1,400
- Drink Ticket Sponsor - \$1,400
- Driving Range Sponsor - \$1,400
- Mobile Scoring Sponsor - \$1,400
- Mulligan & Raffle Sponsor - \$1,400
- Putting Green Sponsor - \$1,400
- Reception Sponsor - \$1,400
- Turnberry's Sponsor - \$1,400
- 18th Green Sponsor - \$1,200
- Water Bottle Sponsor - \$1,200
- Drop Bag Sponsor - \$1,000

FOURSOME

- Sponsor Foursome - \$1,800

Only Summer Social sponsors may purchase a foursome (\$1,800). Only one foursome purchase allowed per Summer Social sponsorship. Foursomes do not count toward Organizational sponsorship level.

EDUCATION

BREAKFAST MEETINGS

- Annual Sponsor - \$4,000
- Single Breakfast Sponsor - \$1,500

SUSTAINABLE DEVELOPMENT

- Premier Annual Sponsor - \$3,000
- Annual Sponsor - \$1,500

PROPERTY TOUR

- Site Sponsor - \$5,000
- Gold Sponsor - \$3,000
- Silver Sponsor - \$2,000
- Bronze Sponsor - \$1,000

NIGHT OF THE STARS

- Platinum Sponsor - \$12,500
- Gold Sponsor - \$5,500*
- Silver Sponsor - \$3,500*
- Nomination Site Sponsor - \$3,500*
- Wine Sponsor - \$3,500*
- Bronze Sponsor - \$2,500*

**TABLE OF 10 NOT INCLUDED*

All sponsorship payments are non-refundable.

SPONSOR TABLE PURCHASE

- Sponsor Table of 10 - \$3,500

Only Night of the Stars Sponsors or Organizational sponsors of NAIOPWA (\$7,500 and above) have the opportunity to pre-purchase a Night of the Stars table of 10. Only a limited number available.

Org Sponsors must be at the organizational sponsor level prior to purchasing a table (golf foursomes not included).

Limited general tables will open on **August 14, 2025** for \$3,850 on a first-come, first-served basis. Tables are anticipated to sell out quickly upon launch.

Night of the Stars: September 30, 2025 - last day for table refunds less processing fees.

Summer Social: May 15, 2025 - last day for foursome refunds less processing fees.

- All sponsorship opportunities are first come, first served from the date payment is received.
- Only one Night of the Stars table or one Summer Social foursome will count towards Premier or Premier Platinum organizational sponsor benefits.

NAIOP WASHINGTON STATE SPONSORSHIP 2025 Commitment Form

To confirm your sponsorship, please return this form along with the Menu of Benefits selections to info@naiopwa.org.

CONTACT INFORMATION

Contact: _____
Company: _____
Address: _____
City, State, Zip: _____
Phone: _____ Contact Email: _____
Website: _____
Additional Contact: _____

Signature _____

Date _____

MENU OF BENEFITS - TOTALS

Total the prices of all the selected sponsorships from the Menu of Benefits. Sponsorships can be fully customized and between levels. For example, if your sponsorship is \$7,750, you would be recognized at the \$7,500 level.

TOTAL AMOUNT FROM THE MENU OF BENEFITS: \$ _____

TERMS & CONDITIONS

1. All sponsorship opportunities are first come, first served from the date payment is received. To reserve your sponsorship, return this form immediately via email to NAIOP Washington State.
2. Payment is required in full before sponsorship benefits begin. Upon receipt of this application, NAIOP Washington State will provide an invoice.
3. You will pay the total amount and agree to the Invoice Policy as written below. All payments are non-refundable.
4. All payments are due within 30 days from the above listed invoice date or 10 days before the event date, whichever is earlier.
5. Only one company will be recognized per sponsorship; sponsorship recognition may not be shared.

PAYMENT INFORMATION

- Visa, MasterCard, AMEX
Credit Card Number: _____
Expiration Date: ____/____ Security Code: _____
- Check Enclosed
 Invoice Me

SPONSORSHIP LEVEL SELECTION

- Premier Platinum - \$15,000
 Premier Sponsor - \$10,000
 Organizational Sponsor - \$7,500
 Other Amount: _____

• Only one Night of the Stars table or one Summer Social foursome will count towards Premier or Premier Platinum organizational sponsor benefits.

All payments are due within 30 days from the above listed invoice date or 30 days before the event date, whichever is earlier.

Sponsorships will not be recognized until payment is made in full.

Please email or mail this form with payment to NAIOP Washington State:
P.O. Box 40, Redmond, WA 98073

info@naiopwa.org