

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.



"As a Black female with a diverse interdisciplinary background and roots in both the arts and real estate, I'm deeply committed to promoting diversity and inclusion in all aspects. Representation matters not only among professionals but also in the communities we serve."

- Alecia Hill, LOCUS chair



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.

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 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 charging 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 represents 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.



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

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

Steering Committee benefits include:

- 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 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.

Firm Type	Individual	Steering Committee	Leadership circle
Non-profit or government developer	\$150	\$2,500	\$3,500
Small-scale developer	\$250	\$3,500	\$5,000
Boutique developer	\$500	\$7,500	\$10,000
Corporate developer	\$750	\$12,000	\$15,000

\$150 – Nonprofit or government developer: A Nonprofit organization delivering and/or managing housing, including community-based organizations, faith-based organizations, and community development corporations, or real estate professionals in government agencies.

\$250 - Small-scale developer: A firm with a limited number of small-scale projects.

\$500 – Boutique developer: A small or mid-cap firm specializing in TOD, mixed-use, or urban infill, operating in a limited number of markets.

\$750 – Corporate developer: Regional, national, or international mid-cap or large firms, including REITs, delivering, owning, or operating real estate projects in a large number of markets.

Meet the LOCUS Steering Committee



Alecia Hill, LOCUS Chair

VP—Impact
Investments Federal
Capital Partners

(FCP)



Nadine Fogarty

Director of Transit-
Oriented
Development

Caltrain



Debbie Frank

Director of Transit-Oriented
Development

Metropolitan Atlanta Rapid
Transit Authority



Lance Gilliam

Founder & Managing Partner

Concentric Community
Partners



Catherine Sloss Jones

President and CEO

Sloss Real Estate



Doug Landry

Senior Associate

Langan



Natalie Mason

Executive Vice President of
Development

Capital Square



Shannon Morgan

Managing Partner

Renovare Development



Glenn Wilson

Founder & CEO

Communities First, Inc.

Questions about becoming a member? Contact ocus@locusdevelopers.org

