

Where Commercial Real Estate Professionals Come Together to Build Our Industry, Our Profession, Our Future!

Membership Orientation Agenda & Materials

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If you have questions or need assistance, please contact Kathie Barstnar, Jayma File or Jacey File at the NAIOP Business Office.



NAIOP Colorado – **Where Deals Get Done™**

Vision Statement

NAIOP is the leading organization for commercial real estate knowledge, networking and advocacy.

Mission Statement

NAIOP represents the commercial real estate industry. It provides strong advocacy, education and business opportunities, and connects its members through a powerful North American network.

Boilerplate Language – Corporate

When key players in commercial real estate joined together nearly four decades ago to form NAIOP, they believed they could forge a path towards a better future by providing their colleagues with new avenues to:

- Network with your industry peers.
- Gain industry insight through educational programs with cutting-edge insight.
- Pursue new channels for career and professional development.
- Advance the business environment for commercial real estate through political activity.
- Conduct research to actively benefit developers and members of commercial real estate

Since 1967, NAIOP, the Commercial Real Estate Development Association, has become the leading organization for developers, owners and investors of office, industrial, retail and mixed-use real estate. NAIOP comprises 18,000+ members and provides strong advocacy, education and business opportunities through a powerful North American network. For more information, visit NAIOP.org.

Boilerplate Language – Chapter

NAIOP is the leading organization for commercial real estate knowledge, networking and advocacy. Founded in 1977, the Colorado Chapter of NAIOP, has become the premier real estate organization serving Denver Metro and the larger Colorado region. NAIOP Colorado boasts a diverse network of over 600 developers, owners, investors and related professionals in office, industrial, retail and mixed-use real estate. For more information, visit NAIOP-Colorado.org.

naiop.org

Mr Ms Mrs Dr Prof

NAME (First MI Last)

NICKNAME

TITLE COMPANY WEBSITE

BUSINESS ADDRESS CITY/STATE ZIP

PHONE FAX EMAIL

HOME ADDRESS (Street address, Apt. #, City, State, & Zip) YES, please send *Development* magazine to my home.

Company Profile

Number of employees at my location: 1-10 11-40 41-75 76-100 101-150 Greater than 151

Area of Operations: Local Regional National International

Business Structure: Corporation Limited Liability Corporation Limited Liability Partnership Non-Profit Partnership
(based on Federal tax purposes) Private REIT Public REIT Sole Proprietorship Sub Chapter

Areas of Involvement (select all that apply): Industrial Medical/Life Sciences Mixed-Use Multi-Family Office Retail

My company is involved in the development of green (environmentally sustainable) properties or provides green products/services: Yes No

Square feet owned or managed: Less than 1 Million 1-2.5 Million 2.6-5 Million 5.1-7.5 Million 7.6-10 Million 10.1 Million or more

Corporate Scope of Business (select one):

Associate Member

<input type="checkbox"/> Academician	<input type="checkbox"/> Communications	<input type="checkbox"/> Environmental	<input type="checkbox"/> Landscape Architect	<input type="checkbox"/> Supplier
<input type="checkbox"/> Accountant	<input type="checkbox"/> Consultant	<input type="checkbox"/> Financier	<input type="checkbox"/> Property Manager	<input type="checkbox"/> Telecomm
<input type="checkbox"/> Architect	<input type="checkbox"/> Contractor	<input type="checkbox"/> Insurance	<input type="checkbox"/> Public Official	<input type="checkbox"/> Title Company
<input type="checkbox"/> Attorney	<input type="checkbox"/> Economic Dev	<input type="checkbox"/> Interior Design	<input type="checkbox"/> Publisher	<input type="checkbox"/> Utility
<input type="checkbox"/> Broker	<input type="checkbox"/> Engineer	<input type="checkbox"/> Land Planner	<input type="checkbox"/> Service Provider	

Principal Member

<input type="checkbox"/> Asset Manager	<input type="checkbox"/> Developer	<input type="checkbox"/> Owner (Property)
<input type="checkbox"/> Investor		

Member Profile

Specific areas in which I am primarily involved (select all that apply): Industrial Medical/Life Sciences Mixed-Use Multi-Family Office
 Retail

I'm involved in the development of green (environmentally sustainable) properties, products, or services: Yes No

Industry topics of interest (select all that apply): Advocacy Business Mgmt. Development Finance Marketing/Leasing

Personal Scope of Business (select one):

Associate Member

<input type="checkbox"/> Academician	<input type="checkbox"/> Communications	<input type="checkbox"/> Environmental	<input type="checkbox"/> Landscape Architect	<input type="checkbox"/> Supplier
<input type="checkbox"/> Accountant	<input type="checkbox"/> Consultant	<input type="checkbox"/> Financier	<input type="checkbox"/> Property Manager	<input type="checkbox"/> Telecomm
<input type="checkbox"/> Architect	<input type="checkbox"/> Contractor	<input type="checkbox"/> Insurance	<input type="checkbox"/> Public Official	<input type="checkbox"/> Title Company
<input type="checkbox"/> Attorney	<input type="checkbox"/> Economic Dev	<input type="checkbox"/> Interior Design	<input type="checkbox"/> Publisher	<input type="checkbox"/> Utility
<input type="checkbox"/> Broker	<input type="checkbox"/> Engineer	<input type="checkbox"/> Land Planner	<input type="checkbox"/> Service Provider	

Principal Member

<input type="checkbox"/> Asset Manager	<input type="checkbox"/> Developer	<input type="checkbox"/> Owner (Property)
<input type="checkbox"/> Investor		

Are you a partner or a member of an LLC or LLP? Yes No

Complete this application and return it to NAIOP via fax at 703-904-7942. You may also complete an application at www.naiop.org. 3
Have questions? Call 800-456-4144.

Membership Category (Please select one) **Principal Full Member: \$995**

The first individual employed by an organization whose primary business is development, ownership, asset management or investment. (Dues that may not be deducted as a business expense: \$119.93)

 Principal Affiliate Member: \$670

You must be the second or subsequent person from the principal member firm, within the same chapter (Dues that may not be deducted as a business expense: \$58.18)

 Associate Full Member: \$995

The first individual employed by an organization providing products and services. (Dues that may not be deducted as a business expense: \$119.93)

 Associate Affiliate Member: \$670

You must be the second or subsequent person from the associate member firm, within the same chapter. (Dues that may not be deducted as a business expense: \$58.18)

 Chapter-Based Corporate Membership (First 4 members): \$2830

Please select one: Principal Associate

Four or more individuals within the same company and same chapter qualify for this discount. Primary contact should be listed above; list others on a separate sheet.

Add'l members: \$495 (Dues that may not be deducted as a business expense: \$267.60)

 Developing Leader Member: \$370

To qualify, you must be 35 years of age or less. ***Proof of age must accompany this application or your membership cannot be fully activated.*** Developing Leader membership is excluded from qualifying for a chapter-based corporate membership. (Dues that may not be deducted as a business expense: \$26.85)

 Student Member: \$50

Any full-time student, not employed full-time, is eligible. ***A copy of your Student ID and your most recent class schedule are required and must accompany this application before your membership can be fully activated.*** (Dues that may not be deducted as a business expense: \$3.40)

 Academician Member: \$670

Any full-time professor who is not otherwise employed in the commercial real estate industry. (Dues that may not be deducted as a business expense: \$58.18)

 Public Official Member: \$660

Any individual employed by a local, state, or federal government or non-profit organization. (Dues that may not be deducted as a business expense: \$58.18)

 Public Official Affiliate Member: \$670

You must be the second or subsequent person from the organization joining the same chapter as the Public Official member. (Dues that may not be deducted as a business expense: \$58.18)

How Did You Hear About Us? Local Chapter NAIOP Conference (event _____) NAIOP Website Member Referral (name _____) Direct Mail Phone Call Media Personal Research Social Media Other (_____)**Demographic Profile**

The following questions are optional and your responses will be held in strict confidentiality. The information will only be used to assist NAIOP in the development of new products and services. NAIOP uses this information to track trends and ensure that the needs of our diverse membership are being met.

Year of Birth: _____ Gender: Male Female

Ethnic Background: African American Asian, Pacific Islander or Native Hawaiian Hispanic American Indian or Native Alaskan Caucasian Other**Membership Agreement**

NAIOP memberships are individual, not by company. However, your company may choose to transfer the membership to another individual at any time if the company paid for or reimbursed you for the membership.

Signature _____

By signing above, I acknowledge that I will accept emails, faxes, and other communications from NAIOP.

Payment Information

(from selected Membership Category)

NAIOP Dues \$ _____

New Member Processing Fee (one-time) + \$20

Total Payment Authorized \$ _____ VISA MasterCard AMEX

Credit Card Number _____ Exp. Date _____

Name of Cardholder (please print) _____

Billing Address (if different from main contact information) _____

 Check Enclosed (payable to NAIOP)

Please include application with check. Do not fax application and/or copy of check as it will not be processed without actual payment.

 Invoice me for my membership

Your membership will become active when payment is received and processed.

* NAIOP dues are for 12 months of membership, except for corporate affiliates. (Please call for details). For Federal income taxes, NAIOP dues are not deductible as a charitable contribution. However, most of the dues amount may be deducted as a business expense.

* The \$20 processing fee is a one-time fee and will not appear on renewal notices.

* Questions about NAIOP's Refund Policy? Please call the Membership Department at 800-456-4144.

NAIOP Corporate Website

www.naiop.org



COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

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National Forums

Personal competitive advantage through exclusive networking.



“The NAIOP National Forums program provides an extraordinary opportunity to engage with leading industry practitioners, exchange ideas and experiences, and develop strategies for long-term success. The Forums are unique in that they give members a chance to openly discuss project challenges, business opportunities and lessons-learned in a confidential and non-competitive setting. Over time, fellow members become a trusted circle of advisors.”

Ralph Heins | Primera Companies Inc.



FORUMS DESIGNED FOR PRINCIPAL, ASSOCIATE AND DEVELOPING LEADER MEMBERS®

NAIOP National Forums bring together successful commercial real estate executives in a non-competitive environment where they can share knowledge, conceive ideas and find solutions.



A Trusted Group of Industry Advisors

Forums are special-interest groups that serve the needs of participating NAIOP members, providing them with the opportunity for exclusive networking and experience exchange with peers. In the Forums, members receive and provide practical advice, creative alternatives and industry wisdom.

- Gain from the experience and vision of a close network of peers.
- Take advantage of a structured and focused way to meet the right people.
- Expand knowledge and new ideas with experiences from peers across North America.
- Develop strong professional relationships in intimate and collegial face-to-face meetings where information is freely exchanged.
- Continue the experience-exchange throughout the year by online listserv participation.
- Build connections through an online directory of all Forums members.

An Atmosphere of Confidentiality

The Forums atmosphere is one of trust, openness and confidentiality.

Members of a Forum are geographically diverse, and each Forum is capped in size to provide an optimum environment for participants to discuss and debate. Because competitors are not present, Forum members feel free to interact and relate — and benefit from the collective input and experience of the group. Together, Forum members find solutions and identify new opportunities.

Networking is on the Agenda

The chair and vice chair of each Forum develop the session's meeting agenda based on each area of specialization. Typical agendas may include such items as:

- Identifying trends and assessing their likely impact;
- Identifying business opportunities and how to harness them;
- Identifying problems and proposing solutions;
- Examining environmental factors and their impact;
- Presenting and exploring case studies;
- Discussing market conditions.



Forum Meetings

National Forums meet twice per year. The spring meeting takes place at the **National Forums Symposium**, an exclusive two-day event that includes a keynote education session and networking at receptions and Forum dinners.

In the fall, the Forums convene at the **Development** conference, NAIOP's annual meeting. Forums meet in private sessions and attend their Forum dinner and special receptions.

All Forums meeting dates and locations are available on the Forums Web site: www.naiop.org/nationalforums.

Responsibilities of Forum Members

Members of a Forum are required to:

- Actively participate and volunteer expertise and resources to help the Forum achieve its objectives;
- Attend two annual Forum meetings. Members are appointed for a three-year term that may be renewed. Appointments will not be renewed if a member misses more than two meetings during the three-year appointment;
- Remain a member of NAIOP in good standing, keeping membership dues and Forum fees current.

Forums for Developing Leaders

Young professionals have an exciting opportunity to network with peers from across North America by participating in an exclusive Forum designed for NAIOP's Developing Leaders. Members are 35 years of age and less and have at least four years of related commercial real estate industry experience. Participants advance their careers by gaining insights from and networking with seasoned professionals and peers during a two year period as a cohort. The program provides a unique perspective into what it takes to be a standout leader within an organization and NAIOP, and how to put your career on the fast track towards advancement.

Developing Leaders Forum members enjoy exclusive presentations by noted NAIOP conference speakers and distinguished industry leaders and participate in exclusive networking events. A key feature of this program is that it prepares participants for senior-level Forum participation.

New Developing Leaders Forums are created periodically. **Please contact Bennett Gray, senior director, National Forums at gray@naiop.org or (703) 904-7100, ext. 168.**

General Forums

All NAIOP members with a minimum of 10 years relevant experience are eligible to apply for an appointment to these Forums.

Capital Markets I, II and III

Open to members actively involved in buying or selling, lending or borrowing for commercial real estate properties. More than 50 percent of members will be developers, owners or investors.

Developing Leaders

Open to members with at least four years of related commercial real estate experience who would like to learn and network with senior industry professionals and peers at the national level.

Medical and Life Sciences Development

Open to members interested in discussing the issues and opportunities associated with medical office building, hospital, inpatient and outpatient facility, life science and research center development. More than 50 percent of members will be developers, owners or investors.

Sustainable Development

Open to members who have a substantial knowledge of and who are actively involved in developing sustainable projects. More than 50 percent of members will be developers, owners or investors.

Trends in Real Estate Development I, II and III

Open to a diverse group of real estate professionals who wish to focus on industry trends such as technology, sustainability, workplace, leasing and developing commercial real estate.

Urban Redevelopment

Open to members with a track record in urban redevelopment interested in discussing the challenges and opportunities unique to this type of development. More than 50 percent of members will be developers, owners or investors.

Limited Forums

Only principal members (company's primary focus is property development, ownership or investment) who meet the specific experience requirements are eligible to apply for an appointment to these Forums.

Build-to-Suit Development

Limited to Principal members actively involved in the development of industrial or office properties for the end user, or as a merchant developer.

Business Park Development

Limited to Principal members actively involved in developing in the mixed-use environment of the traditional park concept.

Family Owned Business

Limited to Principal members who are family members or professional managers of family-owned real estate companies.

continued on back

New National Forums are established as needed.

See www.naiop.org/nationalforums for a listing of all Forums.

Limited Forums (cont.)

Industrial Development I, II, III and IV

Limited to Principal members actively involved in development, ownership and investment.

Investment Management I and II

Limited to Principal members actively involved as owners, developers or investors in investment properties and related real estate acquisitions and disposition transactions, including representatives of financial institutions, insurance companies, pension funds, public employee retirement systems and private investment groups.

Marketing and Leasing

Limited to Principal members who have a leading role (department heads and vice presidents) in a developer's or owner's marketing, property sales or leasing areas. This Forum will focus on issues facing these functions from owner, investor and developer points of view as they relate to various property types.

Mixed-Use Development

Limited to Principal members actively involved in mixed-use property development, ownership and investment.

Office Development I and II

Limited to Principal members actively involved in office development, ownership and investment.

Private Developers I and II

Limited to Principal members who are real estate developers or owners from privately owned companies and want to focus on the operational aspects of their businesses, as well as development issues.

Private Developers III

Limited to Principal members who are real estate developers or owners from non-major markets.

Are You Eligible?

A Forums selection committee evaluates applications and appoints applicants to a Forum. The committee's goal is to appoint a diverse group of experienced individuals from a variety of geographic locations and organizational backgrounds.

Individuals applying for an appointment must meet three criteria:

- NAIOP member in good standing.
- Minimum of 10 years experience in the commercial real estate industry (Four or more years of related experience is required for the Developing Leaders Forum).
- Demonstration of significant experience in the specialization of the respective Forum.

How to Apply

Are you interested in developing long-lasting relationships with leading industry peers? If so, consider joining a NAIOP National Forum. Eligible members may complete and return an application. Notification of appointment will be made by letter. For more information about the Forums, visit www.naiop.org/nationalforums.



Limited Forums Appointments Available

For the greatest opportunity to join the Forum of your choosing, please respond immediately. Spaces on a Forum are limited, and when the maximum number of members in a specific Forum is reached, membership is closed and applicants are placed on a waiting list.

For Further Information

Bennett Gray
Senior Director, National Forums
(703) 904-7100, ext. 168
gray@naiop.org

Susan Bornt
National Forums Administrator
(703) 904-7100, ext. 159
bornt@naiop.org

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Herndon, Va. 20171
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Education Credits

The Center assigns an educational credit value for all of its offerings.

- Credit value is based on the number of elapsed hours for each offering. Values are measured in the form of both Professional Development Hours (PDH) and Continuing Education Units (CEU).
- NAIOP is a registered provider of Learning Units (LU) through the American Institute of Architects' Continuing Education Service, which regulates the LU.
- Earned educational credit is based on confirmed completion of an offering, which is recorded in a transcript by The Center for each registered student.
- Transcripts are available to each student upon request as official documentation of their work when applying to licensing and accreditation authorities for approved educational credit.





Learn - The Center for Education

Advance your career in commercial real estate with NAIOP's courses and certificate programs! NAIOP has developed a series of well-regarded courses that focus on various specialties within commercial real estate and has assembled a faculty of industry experts to lead course sessions and share real-world experiences.

NAIOP courses are based upon core competencies, which are specialized categories of applied skills and established industry practices, organized into the body of knowledge, that are essential to delivering financially successful projects.

Online Courses Enrolling Now

Essentials of the Development Process - Winter

January 4 - February 22, 2017

Basic Real Estate Finance: Understanding Your Pro Forma (Winter)

January 5 - February 23, 2017

Leasing, Marketing and Negotiations

March 1 - April 19, 2017

Advanced Real Estate Finance

March 2 - April 20, 2017

See all Available Courses

Certificate Programs

Certificate of Advanced Study in Commercial Real Estate Development

The NAIOP Certificate of Advanced Study in Real Estate Development is awarded to industry professionals who complete a series of development-centered courses, providing the student a solid understanding of the many complex subjects involved in the realm of commercial real estate development.

Certificate of Advanced Study in Real Estate Finance

The NAIOP Certificate of Advanced Study in Real Estate Finance is awarded to industry professionals who complete a series of finance-centered courses, providing the student a solid understanding of the many complex subjects involved in the realm of commercial real estate finance.

[See all Certificate Programs](#)

The Center for Education



is sponsored by:



Courses

The Center offers 10 separate course selections based on NAIOP's core competencies. Workgroups, case studies, analytical problem solving, applied techniques and forms of multi-media are used to promote a rich learning and networking environment. Each course is 16 hours and can be completed online or onsite.

Want a more rigorous path? View our [Certificate Programs](#). Have questions? Visit the [Courses FAQ](#).

Title	Date(s) Offered	Location	Format
Essentials of the Development Process - Winter	January 4, 2017 - February 22, 2017	Your Office	Online
Basic Real Estate Finance: Understanding Your Pro Forma (Winter)	January 5, 2017 - February 23, 2017	Your Office	Online
Leasing, Marketing and Negotiations	March 1, 2017 - April 19, 2017	Your Office	Online
Advanced Real Estate Finance	March 2, 2017 - April 20, 2017	Your Office	Online
Site Feasibility and Market Analysis	May 3, 2017 - June 21, 2017	Your Office	Online
Financial Analysis of Development Projects	May 4, 2017 - June 22, 2017	Your Office	Online
Advanced Development Practices	August 9, 2017 - September 27, 2017	Your Office	Online

Title	Date(s) Offered	Location	Format
Basic Real Estate Finance - Fall	August 10, 2017 - September 28, 2017	Your Office	Online
Essentials of the Development Process - Fall	October 18, 2017 - December 13, 2017	Your Office	Online
Real Estate Investment and Capital Markets	October 19, 2017 - December 14, 2017	Your Office	Online
Basic Real Estate Finance On-demand	TBD	Your Office	On-Demand
Construction Management for Developers and Owners	TBD	Your Office	Online
Construction Management for Developers and Owners On-demand	TBD	Your Office	On-Demand
Development Finance Fundamentals	TBD	TBD	Onsite
Leasing, Marketing and Negotiations On-demand	TBD	Your Office	On-Demand
Real Estate Law and Land Use Policy	TBD	Your Office	Online
Site Feasibility and Market Analysis On-demand	TBD	Your Office	On-Demand

Membership Benefits

The NAIOP membership benefits are unparalleled:

Outstanding Networking Opportunities

You'll develop important business relationships and share experiences with colleagues who are among the industry's leading dealmakers. Additional networking tools NAIOP offers are:

- NAIOP National Forums – Brings together successful commercial real estate leaders in an open environment where you can share knowledge and assist each other on hot topics of interest. Forums members range from experienced executives to Developing Leaders.
- Corporate Awards – NAIOP distinguishes outstanding achievements annually with awards for businesses, individual members and chapters. Some of our awards categories include Developer of the Year, Sustainable Development Award, Developing Leaders Award and Chapter Merit Awards.
- Online Membership Directory – Fully searchable, easy to use and a personal profile feature that allows you to add valuable networking information.
- Partnership with AMPIP – NAIOP and AMPIP (Mexican Association of Industrial Parks) allows members from both organizations access to each other's membership information, discounted pricing for conferences and education resources and strategic alliances to share market insights. Learn more about [AMPIP](#).
- International Insight – NAIOP has three distinguished chapters in Canada – Calgary, Greater Toronto and Vancouver. Canadian members enjoy the parallel benefits as their U.S.-based colleagues, and all members benefit from international insights.

Discounts on Education Programs and Resources

It doesn't matter if you are a CEO or a Developing Leader or somewhere in between – NAIOP has special programming and unlimited education that fits your needs. We understand your need for knowledge on sometimes limited budgets. That's exactly why we offer savings on NAIOP's top-notch education programs, seminars and cost-effective strategies for your entire office.

These programs are specifically designed to maximize your professional development, not to mention that they are relevant and timely, so you're leading the conversations instead of observing. In addition, NAIOP members receive a complimentary subscription to the award-winning *Development* magazine, industry updates through email and discounts on NAIOP eLibrary publications.

Strong Chapter Network

Along with connections with members from across North America, NAIOP members also belong to one of NAIOP's superior local chapters, allowing easy access to market education, as well as additional personalized networking opportunities and legislative affairs efforts.

Powerful Government Affairs Presence

NAIOP's Government Affairs is dedicated to providing members with an effective voice before policymakers on Capitol Hill and in the White House. The team provides chapters with the foremost intelligence from state and local governments, and works with our Canadian chapters to advance their political interests. Among its many duties, the Government Affairs team focuses on:

- Lobbying on your behalf and testifying before Congress on issues such as the availability of capital and credit, tax policy, energy efficiency and sustainable development, and transportation and infrastructure.
- **Working with broad industry coalitions** on matters important to the industry, such as brownfields policies, wetlands, natural disaster insurance and labor laws.
- Supporting industry-friendly members of Congress and candidates through the NAIOP Political Action Committee (NAIOP-PAC).

Business Development and Industry Partners

NAIOP's business development opportunities give companies a leg up by increasing their publicity and networking capabilities with NAIOP members on both local and corporate levels. Don't miss out on numerous opportunities to heighten your business' profile at competitive rates.

Ready to join?

Join NAIOP today and you'll be among commercial real estate industry leaders with instrumental resources at your fingertips! Only NAIOP membership can offer a forum for leading industry education, government affairs representation, networking and business development. The available resources are endless – join now or call 800-456-4144.

NAIOP Colorado Chapter Website

naiop-colorado.org

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
COLORADO CHAPTER

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Small Donor Committee

NAIOP EVENTS

Jan 12	2017 Economic Forecast
Feb 23	30th Annual Awards of Achievement

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connect with us:



NAIOP Colorado
1720 S. Bellaire Street, #110
Denver, CO 80222
303-782-0155
Fax: 303-820-3844
E-mail: naiop@wmrdenver.com

NAIOP Colorado - Where Deals Get Done™

NAIOP is the leading organization for commercial real estate knowledge, networking and advocacy. Founded in 1977, the Colorado Chapter of NAIOP, has become the premier real estate organization serving Denver Metro and the larger Colorado region. NAIOP Colorado boasts a diverse network of over 600 developers, owners, investors and related professionals in office, industrial, retail and mixed-use real estate.

[BECOME A MEMBER](#) [Learn More About Us](#)

Latest News

- [January 12 Economic Forecast Breakfast - Register NOW!](#)
- [Call for Nominations: 30th Annual Awards of Achievement on February 23](#)
- [2017 Sponsorship and Marketing Opportunities](#)
- [2017 NAIOP Events Schedule](#)

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NAIOP Colorado

Where Deals Get Done™

From investors, owners and developers to architects, brokers, engineers and other professionals, **NAIOP IS COMMERCIAL REAL ESTATE.**

With 600+ members serving the local Denver Metro and larger Colorado market, the **NAIOP COLORADO CHAPTER** has the people, knowledge and education to help you find connections and stay ahead of the curve, and make deals.

- **EXCLUSIVE NETWORKING** — NAIOP's programs, events and conferences connect you to the people and opportunities you need to help propel your business forward.
- **STRATEGIC RELATIONSHIPS AT YOUR FINGERTIPS** — Over 40% of our members are developers, owners, investors and asset managers.
- **POWERFUL ADVOCACY** — NAIOP promotes effective policy through our grassroots network. We work to advance legislative initiatives that will strengthen and promote the growth of the industry.
- **POWERFUL EDUCATION** — Courses when and where you need them, on the topics that matter most for your business.
- — Research on trends, opportunities and the future of CRE.





Upcoming '17 COLORADO CHAPTER Events and Programs:

- Jan. 12 Economic Forecast Breakfast
- Jan. 20 15th Annual Rocky Mountain Real Estate Challenge Kick-Off
Terminal at 51st, Globeville presented by Land Title
- Feb. 6-8 NAIOP Corporate Leadership and Legislative Retreat
- Feb. 23 Annual Awards of Achievement
- Mar. 8-9 NAIOP Corporate: I.CON '17 - Impact Projects
- Mar. 15 Spring Breakfast Event
- April 12 Developing Leaders Skiing with the ICONS (Ski Day)
- Apr. 24-27 NAIOP Corporate National Forums Symposium
- May 3 15th Annual Rocky Mountain Real Estate Challenge
presented by Land Title
- Jun. 8-9 NAIOP Corporate: I.CON '17 - Trends & Forecasts
- Jun. 23 Annual Golf Classic
- Jul. 11 Mid Year Forecast Breakfast
- Sep. 21 Fight Night 2017 presented by Chicago Title
- Oct. 10-12 NAIOP Corporate Commercial Real Estate Conference
- Nov. 14 Fall Breakfast Event
- Dec. 7 Annual Holiday Party

Visit NAIOP-COLORADO.ORG for more details or to register.

Social Media Network
Your Resource for
WHAT and *WHO* is happening in
Colorado Commercial Real Estate



Follow Us on Twitter® @naiopcolo



View our Profile on LinkedIn®

Members Only can join the
NAIOP Colorado Group on LinkedIn



Find us on Facebook®

Search for NAIOP Colorado
and add us to your network



See our Pictures on Instagram®

#naiopcolorado

NAIOP - Colorado 2017 Board of Directors

09-Jan-17

Position Order

<u>Name</u>	<u>Position</u>	<u>Address</u>	<u>Phone</u>
James J Neenan President and COO Prime West Companies	President	1873 South Bellaire Street, Suite 500 Denver, CO 80222-4389	(303) 741-0700 Direct: E-mail: jim.neenan@primew.com Member Type: Principal
James M Mansfield Vice President Managing Director Pinnacle Real Estate Advisors, LLC	President-Elect/Finance Chair	One Broadway, Suite 300 A Denver, CO 80203	(303) 962-9556 Direct: E-mail: jmansfield@pinnaclereea.com Member Type: Associate Affiliate
Kevin C Kelley Senior Vice President, Development United Properties	Immediate Past President	1331 17th Street Denver, CO 80202	(720) 898-5872 Direct: (303) 918-1026 E-mail: kevin.kelley@uproperties.com Member Type: Principal
J. Jeffrey Riggs President Baron Properties/Essex Financial Group	Penultimate Past President	1401 17th St. #700 Denver, CO 80202	(303) 796-9006 Direct: (303) 843-0440 E-mail: jriggs@essexfg.com Member Type: Associate Affiliate
Celeste Tanner Chief Development Officer Confluent Development	At-Large Officer	2240 Blake St. Suite 200 Denver, CO 80205	(303) 573-6500 Direct: E-mail: ctanner@confluentdev.com Member Type: Principal Affiliate
James B Borgel Partner Holland & Hart LLP	Legislative Affairs Chair	555 17th Street, Suite 3200 Denver, CO 80202	(303) 295-8245 Direct: E-mail: jborgel@hollandhart.com Member Type: Associate Affiliate
Tyler Reed Vice President Jones Lang LaSalle Americas, Inc.	Membership Chair	1225 Seventeenth Street, Ste. 1900 Denver, CO 80202	(303) 260-6515 Direct: E-mail: tyler.reed@am.jll.com Member Type: Principal Affiliate
Joe Zanone Senior Project Manager rand* construction corporation	Programs Chair	2319 East Colfax Avenue Denver, CO 80206	(720) 361-8180 Direct: (720) 340-8863 E-mail: zanone@randcc.com Member Type: Associate Developing Leader
Brandon Kramer Senior Associate Marcus & Millichap	DL Board Member	1225 17th St. Denver, CO 80202	(303) 328-2020 Direct: E-mail: brandon.kramer@marcusmillichap.com Member Type: Associate Developing Leader
Alan Colussy Principal Alan Colussy Architecture, LLC	Director	7122 E. Hinsdale Place Centennial, CO 80112	Direct: E-mail: alancolussy@gmail.com Member Type: Associate
Sherri Goldstein Assitant Vice President Land Title Guarantee Company	Director	3033 E. 1st Ave, Suite 600 Denver, CO 80206	(303) 331-6226 Direct: E-mail: sgoldstein@ltgc.com Member Type: Associate Affiliate

NAIOP - Colorado 2017 Board of Directors

09-Jan-17

Position Order

<u>Name</u>	<u>Position</u>	<u>Address</u>	<u>Phone</u>
Randall C Hertel	Director		(303) 371-1400 Fax: (303) 371-0600
Executive Vice President		20100 E. 32nd Parkway, Suite 150	Direct: Cell:
Majestic Realty Co.		Aurora, CO 80011-8176	E-mail: rher tel@ majesticrealty.com
			Member Type: Principal
Christopher R King	Director		(303) 796-8288 Fax: (303) 796-8388
President		7000 E. Belleview Ave., Suite 300	Direct: (720) 528-3341 Cell: (720) 528-3341
DPC Development Company		Greenwood Village, CO 80111-1664	E-mail: cking@dpccompanies.com
			Member Type: Principal
Thomas Kooiman	Director		(303) 657-9700 Fax: (303) 657-9701
Director of Business Development- We		3855 Lewiston Street, Suite 100	Direct: Cell: (303) 909-1909
Brinkmann Constructors		Aurora, CO 80011	E-mail: tkooiman@askbrinkmann.com
			Member Type: Associate
Justin Lutgen	Director		(720) 528-3349 Fax: (303) 796-8388
Acquisitions Director		7000 E. Belleview Ave., Ste. 300	Direct: Cell:
DPC Development Company		Greenwood Village, CO 80111-1622	E-mail: jlutgen@dpccompanies.com
			Member Type: Principal Affiliate
Kevin J McCabe	Director		(303) 892-1111 Fax: (720) 264-8313
Executive Vice President and Managin		1800 Larimer Street Suite 1700	Direct: (303) 260-4313 Cell: (303) 570-6360
Newmark Grubb Knight Frank		Denver, CO 80202	E-mail: kmccabe@ngkf.com
			Member Type: Associate
Ian Nichols	Director		(720) 488-2002 Fax:
Director of Accounting		1401 17th Street, Ste 700	Direct: Cell: (303) 374-4383
Baron Property Services LLC		Denver, CO 80202	E-mail: inichols@baronproperties.com
			Member Type: Associate Developing Leader
Timothy E Reilly	Director		(303) 894-4449 Fax: (303) 830-1033
Esq.		1801 California Street Suite 2600	Direct: Cell:
Fairfield & Woods, P.C.		Denver, CO 80202	E-mail: treilly@fwlaw.com
			Member Type: Associate
Tim Schlichting	Director		(303) 797-9119 Fax: (866) 813-6990
Principal		2150 W. 29th Ave., Ste. 410	Direct: (303) 773-2665 Cell: (303) 775-5073
LCP Development		Denver, CO 80211	E-mail: tschlichting@lcpdevelopment.net
			Member Type: Principal Affiliate
Michael Strand	Director		(303) 583-8266 Fax:
Shareholder		1401 Lawrence Street, Suite 2300	Direct: Cell: (303) 547-8497
Polsinelli PC		Denver, CO 80202	E-mail: mstrand@polsinelli.com
			Member Type: Associate Affiliate
Mark J Witkiewicz	Director		(720) 360-4716 Fax:
Senior Vice President		1404 Larimer St., Suite 300	Direct: Cell: (720) 202-6375
McWhinney		Denver, CO 80202	E-mail: markw@mcwhinney.com
			Member Type: Principal Affiliate
Larry A Lance	Director / Corporate Board Member		(303) 986-2222 Fax: (303) 986-7990
Managing Partner - Equity Ventures		1099 18th Street, Suite 2900	Direct: (303) 763-2240 Cell:
EverWest Real Estate Partners		Denver, CO 80202	E-mail: larry.lance@everwest.com
			Member Type: Principal
William D Lawrence	Director / Corporate Board Member		(303) 639-3000 Fax: (303) 407-1453
Senior Vice President Development Ser		4643 S. Ulster St., Ste. 300	Direct: (303) 407-1460 Cell: (303) 378-5445
Transwestern		Denver, CO 80237-2862	E-mail: bill_lawrence@transwestern.net
			Member Type: Principal

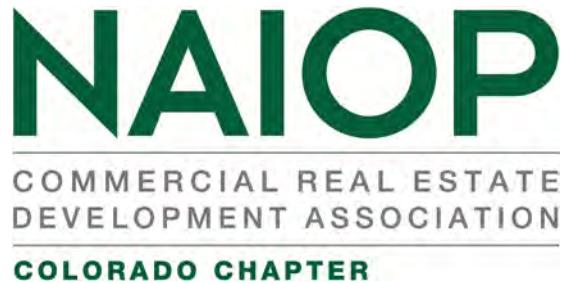
NAIOP - Colorado 2017 Board of Directors

09-Jan-17

Position Order

<u>Name</u>	<u>Position</u>	<u>Address</u>	<u>Phone</u>
James M Mulligan Partner Husch Blackwell LLP	Director / Corporate Board Member	1700 Lincoln Street, Suite 4700 Denver, CO 80203	(303) 749-7200 Direct: (303) 749-7257 E-mail: James.Mulligan@huschblackwell.com Member Type: Associate
Robert F Moody Denver Energy Network	Honorary Lifetime Member	122 S. Locust Street Denver, CO 80224	Fax: Cell: (303) 324-1786 E-mail: bob@modyres.com Member Type: Associate Chapter Member
Dan Metzger Vice President Brue Capital Partners	Ex Officio / RMREC Chair	1555 Blake St., Suite 210 Denver, CO 80202	(720) 907-1984 Direct: E-mail: Dan.Metzger@bruecap.com Member Type: Principal Affiliate
Kathie Barstnar Executive Director NAIOP Colorado Chapter	Executive Director	1720 S. Bellaire St., Suite 110 Denver, CO 80222	(303) 782-0155 Direct: E-mail: kbarstnar@wmrdenver.com Member Type: Associate
Jayma File Managing Director NAIOP Colorado Chapter	Managing Director	1720 S. Bellaire St, Ste 110 Denver, CO 80222	(303) 782-0155 Direct: (303) 782-0155 E-mail: jfile@wmrdenver.com Member Type: Associate Chapter Member

Total On Committee: 28



NAIOP Colorado Committee Descriptions

(Updated 1.1.17)

Developing Leaders – This group is responsible for creating programming that provides the tools, networking and resources that will help NAIOP Developing Leader members reach the next level in their careers. These events and programs include, but are not limited to, Dinner with the Icons, Mentor Program, Educational events, Community Outreach and Social Networking gatherings.

Legislative Affairs Committee – This committee supports the lobbying efforts of NAIOP, and works to ensure that members have a seat at the table in the negotiation of possible legislative and public policy activity affecting commercial real estate. The LAC meets monthly throughout the year and biweekly during the legislative session to discuss and review state legislation, local activities and ballot initiatives that may be of concern to the NAIOP membership. Through its subcommittees, the LAC focuses on issues such as taxation, growth, water, land use, transportation, economic development and affordable housing, formulating general policies so that, as specific issues arise, the LAC is prepared to respond. LAC has brought NAIOP into the forefront of leadership with respect to several issues impacting NAIOP membership such as: construction defect reform legislation; condemnation; financing of public projects, urban renewal legislation, initiative/referenda affecting water development and TABOR reform. Much of the effort to implement the LAC's policies and positions on behalf of NAIOP is directly due to its full-time legislative affairs director, Robert Moody. With the able assistance of its lobbying firm, Axiom Strategies, and its legal advisor, Fairfield and Woods, Moody has assembled a support team for the LAC that allows its direction to be realized "on the ground." These activities are financed through the Common Cents Fund, a voluntary membership contribution based on a penny per square foot of property owned or managed, and through a political action committee for candidate-specific donations.

Membership Committee – The Membership Committee of NAIOP-Colorado has four major objectives to ensure the continued success and growth of the organization. These objectives include, but are not limited to: recruitment of potential new members, new member orientation, new member assistance, and welcoming and retention of existing members. Each month, the Membership Committee meets to discuss and review potential professionals in the commercial real estate industry who would benefit from involvement in NAIOP. A member of the committee will either volunteer a prospect or will be assigned to a potential member. Upon joining NAIOP, new members are welcomed and receive personal attention from committee members to field any questions or concerns. New members are provided the NAIOP Orientation Materials via the

Members Only section of the NAIOP Colorado web-site. In addition, they are asked to attend a New Member Orientation held quarterly at various locations around the metro area. Finally, to maintain the high level of involvement and the quality of our membership, the committee places continual effort on retention of its existing members. In doing so, NAIOP-Colorado has seen significant growth in the past years, ranking our chapter tenth in the nation out of 51 chapters.

Program Committee – This committee is responsible for planning the organization's monthly breakfast and lunch programs as well as several special and seasonal events such as the Annual Economic Forecast, Annual Holiday Party, and Property Tour. The goal is to make the programs informative, educational and entertaining as part of our value proposition to members. The committee is comprised of approximately 10 to 15 members who meet on a monthly basis. The programs focus on new projects, legislative issues, or current business issues that impact our industry. Formats and topics vary in order to keep the presentations fresh, while maintaining those programs that have been successful and well received over the past years. Individual committee members take the lead in planning one or more events and in return act as moderator for the program. Our monthly committee meetings focus on a review of the most recent presentation, including attendance and member feedback. This review invites discussion by the committee of potential program topics and formats, resulting in the selection of topics and moderators for future programs.

NAIOP Colorado Chapter – 2017 Committee Meeting Dates/Times

Breakfast - Quarterly Meetings: 2nd Tuesday of the month from 7:00 am – 9:00 am with New Member Orientation to follow:

- Thursday, January 12, 2017 – Economic Forecast
- Wednesday, March 15, 2017 - TBD
- July TBD, 2017 – Mid Year Forecast
- Tuesday, November 14, 2017 – TBD

Breakfast - Educational Series: 3rd Wednesday of the month from 7:00 am – 9:00 am from August thru December:

- TBD

Board of Directors Meetings: Typically 1st Tuesday of every other month starting in January, 7:30 – 9:00am at Denver Country Club

- Thursday, January 5, 2017* at 3:30 pm; Cocktail Reception at 5:00 pm
- Tuesday, March 7, 2017
- Tuesday, May 9, 2017* (Moved due to RMREC Week)
- Tuesday, July 11, 2017* - Half Day Strategic Planning Meeting (Moved due to Independence Day)
- Wednesday, September 6, 2017* (Moved due to Labor Day)
- Tuesday, November 7, 2017

**Denotes Meetings moved from usual schedule due to event conflicts*

Executive Committee: Typically 1st Tuesday of every other month starting in February, 7:30 -9:00 am at NAIOP offices

- Wednesday, February 1, 2017* (Moved due to CLLR)
- Tuesday, April 4, 2017
- Tuesday, June 6, 2017
- Tuesday, August 1, 2017
- Tuesday, October 3, 2017
- Tuesday, December 5, 2017

Developing Leaders Committee: 2nd Thursday of each month from 7:30 am – 9:00 am @ Various Locations (occasionally a lunch meeting from 11:30 am – 1:00 pm)

- | | |
|---|--|
| <ul style="list-style-type: none">- Thursday, January 19, 2017*- Thursday, February 9, 2017- Thursday, March 9, 2017- Thursday, April 13, 2017- Thursday, May 11, 2017- Thursday, June 8, 2017 | <ul style="list-style-type: none">- Thursday, July 13, 2017- Thursday, August 10, 2017- Thursday, September 14, 2017- Thursday, October 12, 2017- Thursday, November 9, 2017- Thursday, December 14, 2017 |
|---|--|

**Denotes Meetings moved from usual 2nd Thursday due to event conflicts*

Finance Committee: To Be Determined (As Needed)

Legislative Affairs: 2nd & 4th Wednesday of each month from 7:30 am – 9:00 am during session (January – May) @ Axiom Strategies; 2nd Wednesday of each month from 7:30 am – 9:00 am (June – December) @ NAIOP

- Wednesday, January 11, 2017 (Axiom Conference Room)
- Wednesday, January 25, 2017 (Axiom Conference Room)
- Wednesday, February 8, 2017 (Axiom Conference Room)
- Wednesday, February 22, 2017 (Axiom Conference Room)
- Wednesday, March 8, 2017 (Axiom Conference Room)
- Wednesday, March 22, 2017 (Axiom Conference Room)
- Wednesday, April 12, 2017 (Axiom Conference Room)
- Wednesday, April 26, 2017 (Axiom Conference Room)
- NO MAY MEETING
- Wednesday, June 14, 2017 (NAIOP Conference Room)
- NO JULY MEETING
- Wednesday, August 9, 2017 (NAIOP Conference Room)
- NO SEPTEMBER MEETING
- Wednesday, October 11, 2017 (NAIOP Conference Room)
- NO NOVEMBER MEETING
- Wednesday, December 13, 2017 – 3:00 pm – 5 pm (Year End Reception) (NAIOP Conference Room)

Membership: 3rd Thursday of each month from 12:00 pm – 1:00 pm @ NAIOP

- Thursday, January 19, 2017
- Thursday, February 16, 2017
- Thursday, March 16, 2017
- Thursday, April 20, 2017
- Thursday, May 18, 2017
- Thursday, June 15, 2017
- Thursday, July 20, 2017
- Thursday, August 17, 2017
- Thursday, September 21, 2017
- Thursday, October 19, 2017
- Thursday, November 16, 2017
- Thursday, December 21, 2017

**Denotes Meetings moved from usual 3rd Thursday due to event conflicts*

Past Presidents: Typically 3rd Wednesday on quarterly basis from 11:30am – 1:00pm at the Denver Country Club

- Wednesday, February 15, 2017
- Wednesday, May 17, 2017
- Wednesday, August 16, 2017
- Wednesday, November 15, 2017

Programs: 2nd Friday of each month from 7:30 am – 9:00 am (or Friday following an event) @ Avison Young, 1801 California St., Ste. 3750, Denver, CO 80202

- Friday, January 13, 2017
- Friday, February 10, 2017
- Friday, March 17, 2017
- Friday, April 14, 2017
- Friday, May 12, 2017
- Friday, June 9, 2017
- Friday, July 14, 2017
- Friday, August 11, 2017
- Friday, September 8, 2017
- Friday, October 13, 2017
- Friday, November 17, 2017
- Friday, December 8, 2017

**Denotes Meetings moved from usual schedule due to event conflicts*

Annual Property Tour: To Be Determined

Golf Committee: To Be Determined

Fight Night Committee: To Be Determined

Rocky Mountain Real Estate Challenge (RMREC): 3rd Tuesday of each month from 7:30 – 9:00 am @ NAIOP

NAIOP COLORADO CHAPTER 2017:
SPONSORSHIP PROGRAM
MENU OF OPPORTUNITIES

NAMING RIGHTS SPONSOR: Rocky Mountain Real Estate Challenge \$50,000 – SOLD OUT
(Details regarding pricing and benefits are available from the NAIOP Office)

PROJECT SPONSOR: Rocky Mountain Real Estate Challenge \$40,000 – SOLD OUT
(Details regarding pricing and benefits are available from the NAIOP Office)

NAMING RIGHTS SPONSOR: Fight Night Event \$30,000 – SOLD OUT
(Details regarding pricing and benefits are available from the NAIOP Office)

NAMING RIGHTS SPONSOR: Awards Event \$10,000 – 1 of 2 Available
(See page 4 for package details)

NAMING RIGHTS SPONSOR: Developing Leaders Program \$20,000 – SOLD OUT
(Details regarding pricing and benefits are available from the NAIOP Office)

	<u>2017</u>	<u>LEVEL</u>	
		<u>PACKAGE</u>	
		<u>VALUE</u>	<u>PRICE</u>
SUSTAINING SPONSOR (33.33% savings) – 1 OF 2 Available			
Sustaining Sponsor 4 events - Choose from Package A or B:		\$12,000	
PACKAGE A: SOLD OUT			
Economic Forecast Breakfast (January): ONLY SPONSOR			
Golf Tournament (June)			
Educational Series (4/5 from August - December)			
Breakfast Meeting (October/November)			
PACKAGE B: 1 Available			
Breakfast Meeting (April)			
Mid-Year Forecast (July): ONLY SPONSOR			
Property Tour or Other Event TBD (September/October)			
Holiday Reception (December)			
Sponsored Event Regis./Preferred Seating (4 comps X 4 events)	\$1,000		
Sponsored Event Opportunity to Reserve Tables	Priceless		
1 Premier Table at Awards Event	\$2,000		
1 Elite Table at Real Estate Challenge	\$2,000		
Company Name on WEB Page/Hot Link	\$500		
Company Name in All Media Sponsor Lists	\$500		
=====			
	\$18,000	\$ 12,000	

NAIOP COLORADO CHAPTER 2017:
SPONSORSHIP PROGRAM
MENU OF OPPORTUNITIES

<u>2017 VALUE</u>	<u>LEVEL PACKAGE</u>	<u>PRICE</u>
SUPPORTING SPONSOR PACKAGE (36.51% savings) – 1 OF 2 Available		
Supporting Sponsor 3 events - Choose from Package A or B:		\$8,000
PACKAGE A: 1 Available		
Golf Tournament (June)		
Educational Series (4/5 from August - December)		
Breakfast Meeting (October/November)		
PACKAGE B: SOLD OUT		
Breakfast Meeting (April)		
Property Tour or Other Event TBD (September/October)		
Holiday Reception (December)		
Sponsored Event Regis./Preferred Seating (4 comps X 3 events)	\$1,000	
Sponsored Event Opportunity to Reserve Tables	Priceless	
1 Premium Table at Awards Event	\$1,000	
1 Premium Table at Real Estate Challenge	\$1,600	
Company Name on WEB Page/Hot Link	\$500	
Company Name in All Media Sponsor Lists	\$500	
=====		
	\$12,600	\$ 8,000

CHAPTER SPONSOR (39.39% savings) – 8 OF 35 Available

Chapter Support Banner at Events	\$3,500
2 Player Spots at Golf Tournament	\$500
½ Table at Awards Event	\$550
½ Premium Table at Real Estate Challenge	\$800
Company Name on WEB Page/Hot Link	\$500
Company Name in All Media Sponsor Lists	\$500
=====	
	\$6,100
	\$ 4,000

LAW CORNER SPONSOR \$20,000 – 1 Available

(See page 4 for package details)

MDEDCC SPONSOR: In Kind Contribution

(Details regarding pricing and benefits are available from the NAIOP Office)

MEDIA SPONSOR: In Kind Contribution – SOLD OUT

(Details regarding pricing and benefits are available from the NAIOP Office)

**NAIOP COLORADO CHAPTER 2017:
SPONSORSHIP PROGRAM
MENU OF OPPORTUNITIES**

UPGRADE YOUR SPONSORSHIP:

Is your sponsorship missing tickets to your favorite event? No worries, just Upgrade your Sponsorship by purchasing advance tickets to these popular events for 2017 at discounted 2016 rates!

Awards Event Tables:

- * Full Elite Table + \$1,500
- * Half Elite Table + \$750
- * Full Reserved Table + \$1,250
- * Half Reserved Table + \$625

Real Estate Challenge Tables:

- * Full Elite Table + \$2,400
- * Half Elite Table + \$1,200
- * Full Premium Table + \$1,900
- * Half Premium Table + \$950

Golf Tournament Tickets:

- * Foursome + \$1,000
- * Individual + \$250

HOST A NAIOP EVENT OR MEETING:

Interested in hosting a NAIOP Colorado Chapter meeting or event in your office building, training room or other vacant space? We are constantly looking for unique meeting space for a variety of Chapter events and programs from intimate meetings and educational programming, to large networking events. To learn more about our meeting needs or to host an event, please contact us by phone at 303-782-0155 or email: naiop@wmrdenver.com.

NAIOP COLORADO CHAPTER 2017:
SPONSORSHIP PROGRAM
MENU OF OPPORTUNITIES

	LEVEL 2017 VALUE	PACKAGE PRICE
AWARDS OF ACHIEVEMENT PATRON: Awards Event – 2 of 3 Available		
Sponsor/Patron of Annual Awards Event	\$10,000	
1 Awards Event Elite Tables (10 guests) in Prime Location	\$2,000	
Company Logo on all AWARDS EVENT promotional materials Including link on AWARDS EVENT web page	\$2,500	
Opportunity to place one company representative on the AWARDS EVENT Committee	Priceless	
Opportunity to serve as a judge for the AWARDS EVENT	Priceless	
2 Player Spots at Golf Tournament	\$500	
1/2 Table at January Economic Forecast Breakfast (5 guests)	\$1,250	
1/2 Table at Mid-Year Forecast Update (5 guests)	\$1,250	
5 Non-Member Registrations for the Holiday Reception	\$1000	
Company Name on WEB Page/Hot Link	\$500	
Company Name in All Media Sponsor Lists	\$500	
=====		
	\$19,500	\$ 10,000
LAW CORNER SPONSOR (39% Saving) – 1 Available		
Authorship of 6 (every other month) articles on legal subject of your choosing	\$10,000	
Articles distributed via all social media outlets		
Articles posted to NAIOP Colorado website		
Articles placed on chairs at all breakfast events		
Article printed in the NAIOP Colorado Supplement to CREJ		
Real Estate Roundtable Sustaining Sponsor (1 of 2)	\$4,000	
Legislative Policy Group Sustaining Sponsor (1 of 2)	\$4,000	
Legislative Reception Sustaining Sponsor (1 of 3)	\$3,000	
DL Legislative Event Supporting Sponsor (1 of 2)	\$2,000	
1 Table at Rocky Mountain Real Estate Challenge (10 guests)	\$2,500	
1 Awards Event Elite Table (10 guests) in Prime Location	\$2,000	
1/2 Table at January Economic Forecast Breakfast (5 guests)	\$1,250	
1/2 Table at Mid-Year Forecast Update (5 guests)	\$1,250	
1 Golf Foursome	\$1,000	
5 Non-Member Registrations for the Holiday Reception	\$1,000	
Company Name on WEB Page/Hot Link	\$550	
Company Name in All Media Sponsor Lists	\$500	
=====		
	\$33,000	\$ 20,000

NAIOP Colorado Legislative Advocacy Strategic Plan 2017

Executive Summary

January 10, 2017

PURPOSE: To define NAIOP Colorado's Legislative Advocacy program, recognize its strengths and weaknesses, maintain fiscal responsibility, develop a plan to strengthen our position as the "voice of the commercial real estate development industry."

VISION: Advancing public policy that enhances and protects commercial real estate development.

MISSION: NAIOP Colorado, the Commercial Real Estate Development Association, is a prime voice for developers, owners and related professionals in office, industrial and mixed-use real estate in the public policy arena. NAIOP advances public policy that protects and encourages responsible, sustainable development that creates jobs and benefits the communities in which our members work and live.

STRATEGIC INITIATIVES: There are four primary areas which need attention in order for NAIOP Colorado to focus its Legislative Advocacy program to meets its Purpose, Vision, and Mission. They are:

- ✓ **Legislative Focus:** This is the strategy that will determine the message. It will include assessment and ranking of Bills and Issues of most importance to NAIOP constituents; cooperation with Sister organizations to best utilize resources; and cooperation with Community organizations to maximize impact.
- ✓ **Organization:** This is the strategy that will identify and organize the manpower. The efforts include the NAIOP Staff, Lobbying Staff, and NAIOP Volunteers.
- ✓ **Communication:** This is the strategy that will determine and empower the appropriate messengers for various audiences. Messages will be focused in three directions:
 - a. Inward: To the Legislative Affairs Committee, NAIOP Staff, Lobbying Staff
 - b. Upward: To the Executive Committee/Board of Directors, Past Presidents, Legislative Advocacy (CCF) Investors
 - c. Outward: To the NAIOP Colorado Membership, Legislators, Sister Organizations, Community Organizations, NAIOP Corporate
- ✓ **Financial Investment:** This is the strategy that will manage the financial investments that will enable NAIOP Colorado to meet the purpose, vision and mission. The investment strategy will focus on Retention: Keeping current investors; and Recruitment: Meeting with and converting prospects to investors.

WHY SHOULD YOU INVEST IN CCF?



CommonCentsFund
A Voice for Commercial Real Estate in Colorado

Since 2001, the Common Cents Fund ("CCF") has been successfully and effectively protecting & advocating for the rights of Commercial Real Estate in Colorado by positively affecting the Legislative process

IF YOU'RE A BUILDING OWNER...

CCF has, and continues to, successfully protect building owners against:

1. Increased property taxes and other operating costs
2. Restrictive and damaging construction contract terms changes
3. Exposure to unscrupulous, multi-million dollar liability suits for construction defects
4. Onerous real estate transfer tax proposals
5. Mandated building code upgrades and *mandated* environmental regulation

Any of these issues can affect your bottom line returns and therefore the value of your investments into the future.

Your investment in CCF makes good business "cents".

IF YOU'RE A DEVELOPER...

CCF has, and continues to, successfully protect developers against:

1. Land use rights infringement
2. Growth limitation legislation
3. Eminent domain (condemnation) reform that would be detrimental to local economic development
4. Bad public policy affecting economic development including water policy, transportation, impact fees, freedom of contract, etc. can all negatively impact your business.
5. The struggle over surface land control between the surface rights holder and the mineral rights holder, which could slow to a stop future development in certain areas of the Front Range

Any of these issues can slow or negatively affect your entitlement process for new or infill development which in turn increases your development cost or may cause you to abandon a project all together.

Your investment in CCF makes good business "cents".



IF YOU'RE AN INDUSTRY SERVICE PROVIDER...

Successes in all the issues above create a healthy business environment for commercial real estate which in turn:

1. Allows brokers to make deals and earn commissions
2. Encourages architects, engineers, planners and contractors to create new projects
3. Allows banks and mortgage companies to lend money
4. Encourages Property Management service and other service providers to build their businesses

CCF has helped to create the current positive environment for commercial real estate. Your business, which depends on the health of both developers and building owners, will be more prosperous. Without the vital legislative work of CCF, the business of your company could be substantially diminished.

Your investment in CCF makes good business "cents".

IF YOU'RE A TENANT...

CCF has, and continues to, effect greater cost efficiencies for the businesses housed in commercial, industrial, retail and related real estate buildings. Many of the above issues such as property taxes and construction related items reduce tenants' occupancy costs.

Your Landlord's inclusion of a CCF investment in your building's operating expense pool is a wise investment which has and will produce tangible reductions in rent levels or occupancy costs for your company and other commercial tenants.

CCF promoted and contributed to the successful adoption of the light rail transit system both under construction and planned, which, as it is built out, will save employers productive downtime, transportation expense or enhance employee on-the-job productivity adding indirectly to their bottom lines.

Your investment in CCF makes good business "cents".



Pass Through of Your CCF Contribution

Contributors and others have asked us about the specifics regarding the “pass through” of CCF contributions to tenants. Remember that the decision to “pass through” is voluntary and not required. It is your decision but given the way we operate we believe that the pass through is perfectly justifiable. While we do not track this process we are led to believe that nearly all participants who are owners, take advantage of the pass through and we are unaware of any CCF contributor who has ever been questioned by a tenant regarding the process. Also, our program is based on the model of the Minnesota Chapters “penny per square foot program” which has operated for over 15 years and which model recommends the pass through and reports no problems.

First, you should be aware of the two key principles that guide our administration of the Fund: 1) We must be able to defend any CCF expenditure to a tenant and 2) The interests of the owner and the tenant are one and the same. Our legislative and other efforts attempt to reduce taxes, keep both operating and development costs as low as possible, promote economic development, promote sound water policy (conservation and storage), support affordable housing, sound transportation policies, and support or defeat legislation and initiatives that either promote or harm our industry. We are guided by the concept that what is good for the owner/developer is also good for our tenants.

If there is any serious potential conflict between the interests of our members and their tenants, we would not fund those activities from CCF contributions. These activities would be funded from the separate NAIOP budget which is funded by dues, fees etc.

Second, it is very important to remember that no direct political candidate support comes from CCF contributions. There are very strict state laws regarding political contributions and direct contributions from CCF to either political candidates or to our own PAC's (Political Action Committees) would not be allowed.

NAIOP does have two PAC's, as allowed under Colorado law. One is a Small Donor Committee and the other a “regular” Political Action Committee. There are very strict laws regarding both contributions to and expenditures from these entities. We are happy to review these with anyone. The PAC's are controlled by a separate “board” which approves all expenditures. Fund raising for these two entities is also strictly regulated by state law and is overseen by the NAIOP Board and our Executive Director. Fund raising for these entities is totally separate from CCF and comes from individual member contributions through a dues check-off and separate fund raising events.

- Over -



Regarding the specifics of the pass through, the following information came from one of our major contributors (an office owner/developer), who has been involved in our program and its “sister” program in Minnesota for several years. When billing their “pass throughs”, those expenses are broken down into a number of major categories including taxes, maintenance, security, HVAC, etc. One of the major categories is Administration and their CCF (penny per foot) contribution is included in this category. They do not specifically provide details of all of the items included in Administration (their average admin cost is 70¢ per square foot) but included expenses are dues & subscriptions, office equipment and computer costs, property management and accounting salaries, office supplies, etc. Their 1¢ per square foot contribution is included in the general Administration category.

They do not provide a breakdown of the administration category in their billings to tenants, but are prepared to provide this information if requested. They advise that audits are rare and usually focus on “bigger ticket” expenses. They have not been asked to specifically “defend” their CCF contributions in the few audits they have experienced.

Another of our major contributors is primarily an industrial/office warehouse owner/developer and they also report that their contribution is passed through as an administrative expense. Given that their contribution is just under a full penny, the item is not shown separately but simply lumped into the general Administration category as a miscellaneous expense along with a number of other relatively small items.

If you would like more information, please contact Kathie Barstnar at the NAIOP office. The participants listed above have indicated a willingness to provide direct information to interested investors regarding their pass through process.

