

NAIOP ColoradoTM

Where Deals Get Done

2020 MEMBER ORIENTATION

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** — Research on trends, opportunities and the future of CRE.

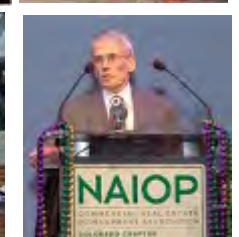
NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
COLORADO CHAPTER

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NAIOP-Colorado.org



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Confluent Development

NAIOP Colorado's local committees are a big part of our Chapter's success and are a great way for members to actively participate in advancing their business and personal relationships. Each committee meets to set goals and work collectively to achieve their goals.

DEVELOPING LEADERS

This group is responsible for creating programming that provides the tools, networking and resources that will help Developing Leader (DL) members - those members aged 35 and under - reach the next level in their careers. These events and programs include, but are not limited to, Skiing with the Icons, Mentor Program, Educational events, Project Tours, Community Outreach and Networking.

Meeting Frequency: Monthly, 2nd Thursday

Chair: **Beau Breck**, LCP Development · bbreck@lcpdevelopment.net

Vice Chair: **Alli Stover**, Northwood Investors LLC · astover@northwoodinvestors.com

Staff: **Jayma File**, NAIOP Colorado · jfile@wmrdenver.com

LEGISLATIVE AFFAIRS

This Legislative Affairs Committee (LAC) 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 at the city, state and federal levels. 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.

Meeting Frequency: Bi-Monthly, 2nd & 4th Wednesday

Chair: **Caitlin Quander**, Brownstein Hyatt Farber Shreck, LLP · cquander@bhfs.com

Staff: **Kathie Barstnar**, NAIOP Colorado · kbarstnar@wmrdenver.com

MEMBERSHIP

This committee helps advance NAIOP's efforts to unify the local real estate community, increase membership and retention. Responsibilities include: developing recruitment and retention strategies, identifying and recruiting key prospects.

Meeting Frequency: Monthly, 3rd Thursday

Chair: **Brandon Kramer**, Marcus & Millichap · brandon.kramer@marcusmillichap.com

Staff: **Jayma File**, NAIOP Colorado · jfile@wmrdenver.com

NAIOP Colorado

Where Deals Get Done™

COMMITTEE INVOLVEMENT

PROGRAMS

The Programs committee is responsible for planning the organization's quarterly breakfast and lunch programs as well as several special and seasonal events such as the Annual Economic Forecast, Awards of Achievement, Educational Series, Holiday Party, and Property Tour. The goal is to make the programs informative, educational and entertaining as part of our value proposition to members.

Meeting Frequency: Monthly, 2nd Friday

Chair: **Brian Dietz**, Northstar Commercial · bdietz@northstarcp.com

Vice Chair: **Sara Croot**, Chase · sara.d.croot@jpmorgan.com

Staff: **Jayma File**, NAIOP Colorado · jfile@wmrdenver.com

ROCKY MOUNTAIN REAL ESTATE CHALLENGE

The Rocky Mountain Real Estate Challenge (RMREC) is an annual event designed to serve as a learning tool for students of the University of Colorado and University of Denver's graduate real estate programs and local business community to interface, while assisting the Project Sponsor with development options for the specific property. The RMREC Committee responsibilities include: solicitation a project sponsor; development of project competition materials; coordination of competing students, judges and multiple resources; planning of RMREC event dinner; and program marketing.

Meeting Frequency: Monthly, 3rd Tuesday

Chair: **Cooper Williams**, Essex Financial Group · cwilliams@essesfg.com

Staff: **Jayma File**, NAIOP Colorado · jfile@wmrdenver.com

FIGHT NIGHT

Fight Night an annual event featuring the commercial real estate industry's elite for an evening of tapas, cocktails, ringside boxing entertainment and unlimited networking! The Fight Night Committee responsibilities include: solicitation of event sponsors, development of real estate industry "white collar brawler" boxers, entertainment, marketing and more.

Co-Chair: **Ian Nichols** - INichols@baronproperties.com

Co-Chair: **Brandon Kramer** - Brandon.Kramer@marcusmillichap.com

Staff: **Jayma File**, NAIOP Colorado · jfile@wmrdenver.com

ADDITIONAL EVENT COMMITTEES

The NAIOP Colorado Chapter also provides the opportunity to participation on several event specific committees, for programs to include: **Winter Classic Hockey, Curling and Skiing Charity Fundraisers, Annual Golf Tournament, Property Tour** and more. For more information about these programs, please contact:

Jayma File, NAIOP Staff · (303) 782-0155 · jfile@wmrdenver.com

Thank you for your interest in NAIOP Colorado Chapter membership and volunteer opportunities. To take your membership to the next level, here are some helpful links and tools for your reference:

- NAIOP Colorado Chapter · <https://www.naiop-colorado.org/>
- NAIOP Corporate (National) · <https://www.naiop.org/>
- Marketing Opportunities · <https://www.naiop-colorado.org/About-Us/Sponsorship>
- Calendar of Events · <https://www.naiop-colorado.org/Events/Upcoming-Events-Calendar>
- Online Membership Application · <https://mynaiop.naiop.org/Join/JoinNAIOP>
- Member Directory · <https://www.naiop.org/>
- Career Center · <https://www.naiop.org/Career-Center>

SOCIAL MEDIA NETWORK:



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Upcoming COLORADO CHAPTER Events and Programs:

- January 14 Economic Forecast Breakfast at Hilton Denver City Center
- February 11 Member Only Event at Edgewater Public Market
- February 20 DL Project Tour: Meow Wolf
- February 27 Annual Awards of Achievement
- March 11 Winter Classic Skiing with the Icons
- April 28 Rocky Mountain Real Estate Challenge presented by Land Title—Virtual Competition
- April 30 Economic Town Hall Webinar
- May 14 DL Leadership Spotlight Webinar
- May 28 Real Estate on the Rocks—Virtual Networking Event
- June 18 DL Leadership Spotlight Webinar
- June 25 DL Mentor Program Kick-Off
- July 9 DL Leadership Spotlight Webinar
- July 15 Real Estate on the Rocks—Virtual Networking Event
- July 21 Mid Year Forecast Webinar
- July 23 DL Mentor Program Game Night/Team Building Event
- August 19 Development 101 Series: Multifamily
- September 16 Development 101 Series: Industrial
- September 17 DL Half-Day Community Outreach Event + Real Estate on the Rocks
- September 23 NAIOP Golf Classic at Fossil Trace Golf Club
- October 1 DL Mentor Program Speaking & Networking Coach
- October 15 Rocky Mountain Real Estate Challenge presented by Land Title—In-Person Networking Event
- October 21 Development 101 Series: Office
- October 22 DL Real Estate on the Rocks
- November 5 Fight Night 2020 presented by Fidelity National Title National Commercial Service
- November TBA DL Mentor Program Wrap Up Party + Mile High Moguls
- November TBA Winter Classic Curling Tournament
- November 18 Development 101 Series: Retail
- December 3 Annual Holiday Party

PLEASE NOTE: This calendar is subject to change due to the ongoing COVID-19 (coronavirus) pandemic. Please watch our website at NAIOP-Colorado.org for the most current information. Thank you.