

# NAIOP Colorado<sup>TM</sup>

Where Deals Get Done

## 2021 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.

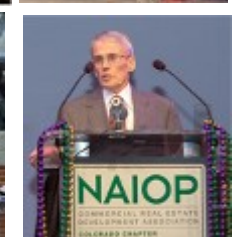
**NAIOP**  
COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
COLORADO CHAPTER

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NAIOP-Colorado.org



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*President*

**Ian Nichols**

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*Finance Chair and President-Elect*

**Tim Schlichting**

Prime West  
*Immediate Past President*

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Confluent Development  
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### CORPORATE BOARD MEMBERS

**Larry Lance**

EverWest Real Estate Investors

**John Huemoller**

First American Title — NCS

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: **Alli Stover**, Northwood Investors LLC · [stover.all@gmail.com](mailto:stover.all@gmail.com)

Vice Chair: **Nick Kitaeff**, Confluent Development · [nkitaeff@confluentdev.com](mailto:nkitaeff@confluentdev.com)

Staff: **Jayma File**, NAIOP Colorado · [jfile@wmrdenver.com](mailto: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](mailto:cquander@bhfs.com)

Staff: **Kathie Barstnar**, NAIOP Colorado · [kbarstnar@wmrdenver.com](mailto: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](mailto:brandon.kramer@marcusmillichap.com)

Staff: **Jayma File**, NAIOP Colorado · [jfile@wmrdenver.com](mailto: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: **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** - ian.nichols@flywheelcap.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/sponsorship>
- Calendar of Events · <https://www.naiop-colorado.org/Events>
- Online Membership Application · <https://mynaiop.naiop.org/Join/CreateNewUser>
- Member Directory · <https://www.naiop.org/>
- Career Center · <https://www.naiop.org/Career-Center>

### SOCIAL MEDIA NETWORK:



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