



## MEMBERSHIP

Commercial real estate is a non-stop, evolving, dynamic industry. In today's market, it's more important than ever to capitalize on the benefits of the leading commercial real estate association.

NAIOP DC | MD membership offers opportunities to:

- Serve on a diverse array of committees catering to a variety of interests
- Stay current on industry trends and issues through a wide range of educational programs and seminars
- Access exclusive members only programs and NAIOP DC | MD's Signature Events
- Support our industry lobbying and advocacy efforts at the local, state and federal levels
- Build long lasting industry connections
- Take advantage of NAIOP's national resources including NAIOP National Forums and the NAIOP Research Foundation

Join NAIOP. In commercial real estate there's no better association!

## SPONSORSHIP

NAIOP DC | MD's Chapter sponsorship program uniquely enhances your firm's visibility in the Washington, DC, metropolitan Maryland commercial real estate market. Chapter sponsors receive exceptional recognition and benefits that escalate with each level of sponsorship. Our comprehensive range of sponsorship programs offers every organization the opportunity to participate! Consider joining the premier commercial real estate organizations in our area by becoming a NAIOP DC | MD Chapter Sponsor.

# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
DC|MD CHAPTER

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### MISSION

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.

### VISION

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



## NAIOP DC | MD CHAPTER

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## NAIOP DC | MD

Since 1967, NAIOP, the Commercial Real Estate Development Association, has become the leading organization for developers, owners and investors of office, industrial, retail, multi-family and mixed-use real estate. NAIOP comprises 16,000+ members and provides strong advocacy, education and business opportunities through a powerful North American network offering opportunities to:

- Network with top real estate professionals
- Gain industry insight through cutting edge educational programs
- Advance the commercial real estate business environment through legislative advocacy
- Access research to benefit developers and the commercial real estate industry

NAIOP DC | MD includes more than 500 members of the Washington, DC and Metropolitan Maryland real estate community. Representing the collective interests of developers, owners, service providers and other industry professionals, the Chapter offers many personal and professional benefits to our members. No matter how you define yourself – an industry leader, young professional or somewhere in between – NAIOP DC | MD connects our members to the resources, people and opportunities that can enhance your business and advance your career.

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## ADVOCACY

### WHO WE ARE:

The Advocacy Committee informs and advocates for our members on local government initiatives affecting commercial real estate. The Committee utilizes a unique and effective collaborative effort with the NAIOP Maryland Chapters to deliver State government relations services. The Leadership Committee, comprised of leaders from our member organizations, strengthens critical local and regional governmental relationships.

### WHAT WE DO:

Local government advocacy efforts have included development impact taxes, building permit fees and mixed-use zoning issues. Since 2009, NAIOP has submitted testimony at more than 500 Maryland General Assembly bill hearings on issues ranging from planning and zoning to environmental and development regulations, construction codes, asset management and tax law. NAIOP is also represented on the State Growth Commission and is active before State regulatory agencies.

### HOW WE DO IT:

The Advocacy Committee operates a public official speaker series for our members, entitled: "A Seat at the Table With....", offering critical face-to-face time with regional policymakers. In addition, the Leadership Committee maintains an effective and continual dialogue with key public officials on a variety of issues affecting our industry.

### WHY WE DO IT:

The Advocacy and Leadership Committees' goal is to positively represent our members and effect change on critical State and local government issues impacting commercial real estate.



## SDC

### WHO WE ARE:

We are a diverse group of financially savvy, environmentally conscious industry professionals who recognize that a business case for sustainability must be established. Our goal is to determine that business case, and communicate it to our membership as key input to their project decision making.

### WHAT WE DO:

We provide thought leadership and promote not just the environmental, but economic benefits of sustainable commercial development, construction and operations.

### HOW WE DO IT:

- Develop educational tools, best practices and resources related to sustainability
- Provide external leadership and representation in local government affairs related to sustainability
- Serve as an internal resource that provides education, outreach, and awareness of sustainability issues and practices to members.

### WHY WE DO IT:

- We believe sustainability is important and seek to advance the sustainability movement while helping our members outperform the competition.



## REEL

NAIOP DC | MD's Developing Leaders program, Real Estate Emerging Leaders (REEL) provides the tools, networking and resources you need to gain that competitive edge and advance your career to the next level. If you're a commercial real estate professional age 35 or under, the REEL community can take you from where you are now, to where you want to be!

Founded in 2008, REEL is the fastest growing segment of the Chapter and is heavily involved in the Washington DC, suburban Maryland community.

### WHY REEL?

- Dynamic networking events - including REEL Networking at the Nats!
- Access to commercial real estate leaders throughout the greater Washington, DC area
- Neighborhood Spotlight program series
- Summer School and other educational programs geared for young professionals
- Community volunteer activities
- REEL Executive Committee leadership opportunities

As an active Developing Leader member you have immediate access to all the benefits of the REEL program. Developing Leader membership is offered at a significant discount to help get you started. If you are not currently a member of NAIOP and wish to get involved with REEL what are you waiting for? Join NAIOP DC | MD today!



## NETWORKING

Connect regularly with other real estate professionals active in the DC and Metro Maryland Market through informal social gatherings, Chapter events and educational programs. Looking to make your mark? NAIOP DC | MD has a number of committees to join, lead, get involved and make a difference.

