

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

INLAND EMPIRE CHAPTER

Get Involved! Join a Committee!

NAME _____

COMPANY _____

PHONE _____

EMAIL _____

As Southern California's leading commercial real estate professional organization, we are your connection to the industry. We monitor legislation, offer networking events, professional development activities, and community involvement opportunities. In addition, we bring you together with the foremost national, regional, and local industry professionals, so you stay informed and connected to what's happening in commercial real estate.

NAIOP is an organization that relies almost exclusively on participation from its membership to manage the operations. To aid in the direction of the organization and ease the workload, NAIOP separates into several different committees that perform a specific function. Each committee is made up of a Chairperson (usually a member of the Board of Directors) and a varying number of NAIOP members depending on the objectives and workload of that committee. Each committee sets goals to attain for the year that work synergistically with the other committees to assist NAIOP in attaining its organization objectives.

Check the committee(s) that you are interested in participating or learning more about and FAX to NAIOP Inland Empire office at (951) 324-0348.

LEGISLATIVE AFFAIRS

Chair: Matt Enghard, Proficiency Capital LLC

Co-Chair: Chris Sanford, Industrial Property Trust

The committee is responsible for monitoring federal, state and local affairs. The committee works with NAIOP national on federal issues, California Business Properties Association (CBPA) on state issues. The committee will continue to focus on issues such as split roll property tax, transportation and goods movement, Development Impact fees and elections that impact the industry. The committee is also responsible for making recommendations to the NAIOP Board of Directors regarding support and opposition of candidates on local and state elections.

(Committee meets monthly – first Friday of the month)

MEMBERSHIP

Chair: Eloy Covarrubias, CBRE, Inc.

Co-Chair: John Dobrott, Conor Commercial Real Estate

Responsible for actively recruiting new members, developing marketing strategies for reaching prospective members and follows up on membership leads. Committee is also responsible for follow up phone calls to prospective annual sponsors as well as coming up with new leads to contact for future sponsorship opportunities. The committee develops marketing strategies and actively pursues the implementation and growth of the sponsorship program.

(Committee meets six times a year – 2017 dates to be determined)

SPONSORSHIP

Chair: Todd Burnight, Carson Companies

Co-Chair: Tyson Chave, Prologis

Responsible for actively recruiting new members, developing marketing strategies for reaching prospective members and follows up on membership leads. Committee is also responsible for follow up phone calls to prospective annual sponsors as well as coming up with new leads to contact for future sponsorship opportunities. The committee develops marketing strategies and actively pursues the implementation and growth of the sponsorship program.

(Committee meets six times a year – 2017 dates to be determined)

❑ **DEVELOPING LEADERS**

Chair: Paige Fullmer West, Fullmer Construction

The committee establishes the annual calendar of events, secures speakers and event sponsors and selects event venues. Committee is responsible for managing the content and material presented by the speakers and providing sponsor recognition. The committee's goal is to grow the Developing Leader membership base by adding quality educational and networking programs into the Chapter calendar.
(Committee meets monthly January through December, dates for 2017 to be determined)

❑ **GOLF TOURNAMENT**

Chair: Matt Pilliter, First American Title Insurance National Commercial Services

Committee is responsible for selecting the golf course, securing sponsors and players, promoting the event and all activities on the day of the tournament.
(Committee meets monthly January through May, dates for 2017 to be determined)

❑ **PROGRAMS**

Chair: Terry Thompson, San Bernardino County

Mid-Year Market Review Chair: Steven Ames, USAA

San Bernardino State of the County Chair: Terry Thompson, San Bernardino County

High Desert Opportunity Chair: Bob Jacob, HPA Architecture

Public/Private Sector Educational Programs Chair: Terry Thompson, San Bernardino County

Committees are responsible for securing event speakers, sponsors, and selecting a venue.
(Committee meets monthly January through November, dates for 2017 to be determined)

❑ **BUS TOUR**

Chair: Ron Washle, Newmark Grubb Knight Frank

Committee is responsible for securing event sponsors, projects, tour guides, mapping of route(s) and creating new and innovative ways to promote and market the projects on the tour.
(Committee meets monthly February through November, dates for 2017 to be determined)

❑ **COMMUNITY SERVICE**

Co-Chair: Summer Coulter, Colliers International

Committee is responsible for researching and recommending charities for the board to support. The Committee will arrange events with different organizations such as Feeding America and Habitat for Humanity for the board and others to participate.
(Committee meets monthly February through November, dates for 2017 to be determined)

Get Involved and Get Connected!