



## NAIOP MEMBERSHIP YOUR STRATEGIC ADVANTAGE

NAIOP provides critical commercial real estate education, connections and advocacy that help our members' businesses and the industry advance. Members benefit from the resources and networking provided by both NAIOP COLORADO and the 20,000 -member-strong North American association. Take advantage of the full scope of member benefits, including discounted on-demand courses and networking events.

With 600+ members serving the local Denver Metro and larger Colorado market, NAIOP COLORADO 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** —
  - 31% — Owners/Developers/Asset Managers/Investors
  - 21% — Brokers
  - 14% — Architects/Engineers/Contractors/Related Fields
  - 32% — EDAs/Accountants/Consultants/Financiers
  - 71% — Senior Management
  - 258 — NAIOP Companies
- **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. In addition to local Chapter programming, NAIOP's [Center for Education](#) presents online courses and Webinar offerings—as well as live courses and an optional [Certificate in Advanced Study in Real Estate Development or Finance](#).
- **RESEARCH** — Research on trends, opportunities and the future of CRE.

[Visit www.naiop.org to join now.](http://www.naiop.org)

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

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# NAIOP Colorado

We Get Deals Done

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# NAIOP Colorado

## Building Strategic Relationships

### COMMITTEE INVOLVEMENT

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

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

#### DIVERSITY, EQUITY & INCLUSION

This group is responsible for ensuring that the Chapter's programming, events, and other activities reflect the cultural, gender, age, and other aspects of our diverse market. The DEI Committee actively recruits the next generation of diverse candidates to careers in commercial real estate through a series of events that support healthy careers and growth opportunities.

Chair: **CJ Manning**, Prime West · [cj.manning@primew.com](mailto:cj.manning@primew.com)

Vice Chair: **Erin Kelley**, Arch-Con Corporation · [ekelley@arch-con.com](mailto:ekelley@arch-con.com)

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

#### ENGAGEMENT & COMMUNICATIONS

The purpose of the Engagement & Communications Committee is to help increase awareness of NAIOP's mission and promotes engagement and involvement opportunities for members and corporate sponsors alike. Responsibilities include: efforts to create and manage shareable content, act as liaisons with other Chapter committees to streamline communications. **Meeting Frequency:** Monthly, 2nd Tuesday

Chair: **Shane Mahoney**, Community Banks of Colorado · [shane.mahone@cobnks.com](mailto:shane.mahone@cobnks.com)

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

## Building Strategic Relationships

### COMMITTEE INVOLVEMENT (Cont.)

#### 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 · Jayma@naiop-colorado.org

#### PUBLIC POLICY

This Public Policy 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 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: **Chris Alcorn**, Alcorn Construction · chris@alcornci.com

Staff: **Kathie Barstnar**, NAIOP Colorado · Kathie@naiop-colorado.org

#### 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 Monday

Chair: **Luke Cannon**, Koelbel and Company · lcannon@koelbelco.com

Staff: **Jayma File**, NAIOP Colorado · Jayma@naiop-colorado.org

#### 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 boxers, entertainment, marketing and more.

Chair: **Brandon Kramer**, Marcus & Millichap - Brandon.Kramer@marcusmillichap.com

Vice Chair: **John Huemoller**, First American Title - jhuemoller@firstam.com

Staff: **Jayma File**, NAIOP Colorado · Jayma@naiop-colorado.org

#### 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 · (303) 782-0155 · Jayma@naiop-colorado.org

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/>
- NAIOP Colorado Career Opportunities Board · <https://www.naiop-colorado.org/career-opportunities>
- NAIOP Corporate Career Center · <https://www.naiop.org/Career-Center>
- Center for Education · <https://learn.naiop.org/>

### SOCIAL MEDIA NETWORK:



[Follow Us on Twitter](#)<sup>®</sup> @naiopcolorado #naiopcolorado



[Join the NAIOP Colorado Group on LinkedIn](#)<sup>®</sup>



[Like us on Facebook](#)<sup>®</sup>



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## 2022 COLORADO CHAPTER Events and Programs:

- January 12 Economic Forecast Breakfast
- January 19 Real Estate on the Rocks
- January 27 Rocky Mountain Real Estate Challenge Kick-Off
- February 9 Winter Classic Curling
- February 24 Annual Awards of Achievement
- March 1 Applications Open for 2022 Mentor Program
- April 7 Winter Classic Skiing with the Icons
- April 19 Capital Markets Breakfast
- May 3 Rocky Mountain Real Estate Challenge presented by Land Title
- May 19 DL Project Tour
- June Life Science & Healthcare Program
- June 16 NAIOP & CoreNet Member Mixer
- June 27 NAIOP Golf Classic at Fossil Trace Golf Club
- July 14 Mid Year Forecast Breakfast
- July 21 Real Estate on the Rocks
- August 11 Winter Classic Hockey Event at The Ice Ranch, Littleton
- Fall Fall Education Series (4 sessions)
- Fall Public Policy Series (2-3 sessions)
- September Annual Property Tour / Developer Showcase
- September 22 DL Half-Day Community Outreach Event
- October 6 Fight Night 2022
- October 20 Real Estate on the Rocks
- December 8 Annual Holiday Party

Visit [NAIOP-COLORADO.ORG](https://www.naiop-colorado.org) for more details.

PLEASE NOTE: This calendar is subject to change. Please watch our website at [NAIOP-Colorado.org](https://www.naiop-colorado.org) for the most current information. Thank you.