



# NAIOP MEMBERSHIP YOUR STRATEGIC ADVANTAGE

## NAIOP IS COMMERCIAL REAL ESTATE

With over 600 members in the Denver Metro and Colorado markets, NAIOP Colorado connects professionals across all sectors of commercial real estate. Our Chapter provides the knowledge, resources, and relationships to help you thrive in today's market.

## CONNECT WITH INDUSTRY LEADERS

NAIOP Colorado brings you closer to the people and tools that drive success:

- **Membership:** 38% are developers, owners, investors, and asset managers.
- **Engagement:** Over 5,000 attendees annually at high-impact events and programs.
- **Shaping the Next Generation:** With over one-third of our members aged 35 and under, NAIOP Colorado is cultivating a pipeline of emerging leaders and a dynamic talent pool for the commercial real estate industry.

## ADVANCING PUBLIC POLICY

NAIOP Colorado is a voice for the industry, driving meaningful change:

- **Defending Property Owners:** Legal action against AQCC Regulation 28 and Energize Denver, challenging punitive measures while promoting balanced, reasonable energy efficiency standards.
- **Addressing Property Tax Increases:** Proactively advocated to mitigate rising property tax impacts on the industry.
- **Legislative Advocacy:** Engaged on 66 bills (9% of all introduced), securing wins such as extending brownfield mitigation tax credits, amending parking requirement bills, and defeating harmful lease algorithm restrictions.

## EDUCATIONAL, IMPACTFUL, AND FUN

NAIOP Colorado connects you with industry leaders through over 45 annual programs and networking events designed to inform, engage, and inspire.

- **Signature Programs:** Rocky Mountain Real Estate Challenge, Property Tours, Annual Awards, and Market Forecasts.
- **Unique Experiences:** The exhilarating Fight Night event, showcasing amateur boxing talent from the industry, alongside the Real Estate on the Rocks networking series, Project Destined Bridge Programming, and the Mentor Program, fostering professional growth and collaboration.
- **What's New for 2025:** Launching Chapter InForums—small, interest-based networking groups—and introducing innovative educational program in 2024 to address mission-critical topics for the industry.

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

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[www.NAIOP-Colorado.org](http://www.NAIOP-Colorado.org)



SCAN ME:



# NAIOP Colorado

## We Get Deals Done

## 2025 BOARD OF DIRECTORS

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**EX OFFICIO****Larry Lance**

Evergreen Real Estate Advisors  
*Lifetime Honorary Director*

**Margo Black**

Forum Capital Advisors  
*2025 Real Estate Challenge Chair*

**Nicholas Job**

FirstBank  
*2025 Investment Committee Chair*

# 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: **Blaire Butler**, Essex Real Estate Capital Advisors | [bbutler@essexreca.com](mailto:bbutler@essexreca.com)

Vice Chair: **Annie Arnwine**, First American Title—NCS | [aarnwine@firstam.com](mailto:aarnwine@firstam.com)

NAIOP Staff: **Jayma File** · [Jayma@naiop-colorado.org](mailto:Jayma@naiop-colorado.org) | **Sabrina Salgado** · [Sabrina@naiop-colorado.org](mailto:Sabrina@naiop-colorado.org)

#### 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. **Meeting Frequency:** Monthly, 1st Wednesday

Chair: **Lisa Metzger**, Chord Design Studio | [lmetzger@chord-ds.com](mailto:lmetzger@chord-ds.com)

Staff: **Jayma File**, NAIOP Colorado | [Jayma@naiop-colorado.org](mailto:Jayma@naiop-colorado.org)

#### 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, 1st Wednesday

Chair: **Buzz Miller**, Stream Realty | [buzz.miller@streamrealty.com](mailto:buzz.miller@streamrealty.com)

Vice Chair: **Hayleigh DeLoach**, Vari | [hayleigh.deloach@vari.com](mailto:hayleigh.deloach@vari.com)

NAIOP Staff: **Jayma File** · [Jayma@naiop-colorado.org](mailto:Jayma@naiop-colorado.org) | **Sabrina Salgado** · [Sabrina@naiop-colorado.org](mailto:Sabrina@naiop-colorado.org)

#### 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: **John Huemoller**, First American Title-NCS | [jhuemoller@firstam.com](mailto:jhuemoller@firstam.com)

NAIOP Staff: **Jayma File** · [Jayma@naiop-colorado.org](mailto:Jayma@naiop-colorado.org) | **Sabrina Salgado** · [Sabrina@naiop-colorado.org](mailto:Sabrina@naiop-colorado.org)

# 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, 1st Thursday

Chair: **Margaux Askeland**, Alpine Bank · margauxaskeland@alpinebank.com

Vice Chair: **Nick Kitaeff**, Confluent Development · nkitaeff@confluentdev.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: **Tyler Carlson**, Evergreen Development | tcarlson@evgre.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 Tuesday

Chair: **Margo Black**, Forum Capital Advisors · mblack@forumcapadvisors.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

NAIOP Staff: **Jayma File** · Jayma@naiop-colorado.org | **Sabrina Salgado** · Sabrina@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 Skiing, Charity Fundraisers, Annual Golf Tournament, Property Tour** and more.

For more information about these programs, please

(303) 782-0155 | NAIOP-Colorado.org



# NAIOP Colorado

## We Get Deals Done

## HELPFUL LINKS

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:



[Join the NAIOP Colorado Group on LinkedIn®](#)



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[See our Pictures on Instagram®](#) #naiopcolorado



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# 2025 CALENDAR

# NAIOP COLORADO

## JANUARY

08: Economic Forecast Breakfast  
09: Members Only Stock Show  
Viewing Party  
15: DL Luncheon  
16: RMREC Challenge Kick-Off

## FEBRUARY

03-05: Corporate Chapter  
Leadership & Legislative Retreat  
18: Legislative Reception  
20: DL Leadership Series  
27: Awards of Achievement

## MARCH

01: Mentor Applications Open  
06: Real Estate on the Rocks  
20: DL Leadership Series  
26-27: I.CON West

## APRIL

3: Capital Markets Breakfast  
10: DL Skiing with the Icons  
30: Rocky Mountain Real Estate  
Challenge

## MAY

13-15: National Forums  
Symposium 2025  
15: Real Estate on the Rocks  
21: Mission Critical: Data  
Centers & CRE  
28: DL Mentor Program Kick-  
Off

## JUNE

04-05: I.CON East  
05: Networking Connections  
06: Volunteer Day  
12-13: CRE High School  
Academy  
16: Golf Tournament  
18: Member Meet-Up  
25: DL Mentor Program Event

## JULY

17: DL Market Tour  
22: Mid-Year Forecast Breakfast  
31: DL Mentor Program Event

## AUGUST

21: DL Mentor Program Event  
28: Pickleball Tournament

## SEPTEMBER

08-10: CRE.Converge  
10: Project Destined Bridge  
Program Launch  
11: DL Leadership Series &  
Real Estate on the Rocks  
25: Property Tour  
30: DL Mentor Program

## OCTOBER

06-07: I.CON Cold Storage  
9: DL Leadership Series  
10-31: Project Destined Bridge  
Program  
22: DL Mentor Program Wrap-Up  
23: Real Estate on the Rocks +  
2025 Real Estate Ringers  
Weigh-In Party  
28: Fall Breakfast

## NOVEMBER

03-04: I.CON Central  
07: Project Destined Bridge  
Program  
13: Fight Night 2025  
19: DL Leadership Series

## DECEMBER

04: Holiday Party  
11: DL Year-End Celebration