

NAIOP Triangle “Cheat” Sheet

Answers to commonly asked NAIOP Questions and Facts about the NAIOP Research Triangle Chapter

NAIOP Research Triangle is a chapter of NAIOP, the Commercial Real Estate Development Association, and it comprises over 150 members serving the local Research Triangle market. NAIOP is the leading organization for developers, owners, and related professionals in office, industrial and mixed –use real estate, with over 15,000 members in North America and Canada. NAIOP provides unparalleled industry networking and education, and advocates for effective legislation on behalf of our members both locally and nationally. NAIOP advances responsible, sustainable development that creates jobs and benefits the Triangle communities in which our members work and live.

Reasons To Join NAIOP Triangle:

Shape Policies

NAIOP is the most powerful advocate for the commercial real estate industry, with unparalleled influence at the local, state and federal levels. Members help to shape statewide policies affecting the industry, gain access to key legislators and government leaders, and receive insider updates and customized tracking on important legislative and regulatory issues.

Networking

Meet the leaders and top decision makers in Triangle commercial real estate. NAIOP Membership gets you priority registration and discounted admission to some of our largest social and educational programs.

Expand Industry Knowledge

Timely and informative programs on the latest trends and developments, along with access to NAIOP's national database and website provide members with the information they need to grow their businesses and educational opportunities related to our industry.

Influence the Future of NAIOP

Commercial real estate is your industry and NAIOP is the association that protects your interests. Through committee participation, your ideas and experience will help shape the future of NAIOP and promote our industry.

NAIOP Triangle Members Receive:

- Access to NAIOP Triangle **Member’s Only** side of the website and access to our NAIOP Triangle member database.
- Access to NAIOP Corporate national database and member only information including:
 - Specific educational events
 - The NAIOP Research Foundation Reports – information you need to know regarding our industry!
- Ability to be a part of member-only events, programs and unique networking opportunities.
- Discounted or complimentary registration at NAIOP Triangle Events
- Opportunity to participate on NAIOP Triangle committees and boards
- Opportunity to join NAIOP National Forums
- Opportunity to attend NAIOP Corporate Conferences
- Printed Nametags and badges at all NAIOP Triangle Events

The Chapter's mission is to provide a unified voice to protect and enhance the commercial real estate industry and quality of life in the Research Triangle. This is accomplished through proactive involvement in public policy, superior educational programs, and interactive business relationship opportunities.

NAIOP AT A GLANCE

NAIOP comprises 15,000+ Members Nationwide

- 800+ Companies integrated in NAIOP Nationally.
- 340+ Members in North Carolina, 183+ Companies.
- 150+ Members in the Research Triangle Chapter.

Powerful Government Affairs Presence

- Provides an effective voice for Commercial Real Estate by lobbying before policy makers on Capitol Hill and in the Administration.
- Protect commercial real estate's interests through access to legislative representation on state and local levels.
- Working with broad industry coalitions on matters important to the industry, such as Leasehold Improvement Depreciation, Brownfields Remediation Expensing, Carried Interest Taxation, Comprehensive Tax Reform, Internet Sales Tax, Financial and Accounting Issues, Energy, Transportation/Infrastructure Investment, Stormwater Regulations, Wetlands, and Endangered Species Act Reform. Please refer to our 2013 Government Affairs Federal Issues Agenda.
- Supporting industry-friendly members of Congress and candidates through the NAIOP Political Action Committee (NAIOP-PAC).

Leaders in the Industry in Research

- The NAIOP Research Foundation is one of the industry's leading think tanks dedicated to conducting research assessing the trends, economic viability and needs of the built environment.
- The Foundation produces forward-looking studies and vital reports that identify future development opportunities, assess employment trends and reveal the vital role commercial real estate plays in the economy.
- Eligibility to join **NAIOP National Forums**: special interest groups for NAIOP members that provide them with an opportunity for exclusive networking and experience exchange with their peers.

Strong Local Chapter Network

- The Research Triangle Chapter offers a full compliment of services to our membership which includes monthly events, networking opportunities, an annual golf event, mid-year real estate forecasts, promotion of effective public policy, educational opportunities, and an annual state conference.
- Offers a Developing Leaders (DL) program to propel young real estate professionals (age 35 and under) careers to the next level. The Developing Leaders host regular social and education events.
- The Chapter holds an annual **Day at the Capitol** in Raleigh, NC in conjunction with the NC Piedmont Triad and Charlotte chapters for members to share white papers and voice concerns to local legislators.
- Each February, members from all three NC chapters visit Capitol Hill in Washington, D.C. to meet with our Respective Congressman and Senators to advocate for Commercial Real Estate.
- In 2013, the chapter has held 8 chapter luncheons with 60+ attendees at each meeting and sold out the annual golf tournament.
- In 2012, the chapter hosted the Annual NAIOP NC Statewide Conference with approximately 200 attendees. The 2014 NAIOP NC Statewide Conference will be in Pinehurst, NC February 20-21 – the one time a year all three chapters meet under one roof.
- The chapter produces a monthly digital newsletter to promote sponsor and member updates, job openings, chapter events and CRE news.
- A Website, Blog, Facebook & LinkedIn page, and Twitter account to stay connected with CRE Colleagues

For Questions Regarding NAIOP membership, please visit www.naiopr.org, contact the NAIOP Triangle office at info@naiopr.org or contact NAIOP Triangle Membership Chair Joe Dye, AAC at jdye@aacusa.com