

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

NORTHERN NEVADA CHAPTER

Executive Director's Corner

Welcome to the revamped version of our quarterly NAIOP Newsletter. This newsletter is to better inform our membership about what is happening behind the scenes with the BOD and our various committees. Our committee chairs do not receive enough recognition, but they are working diligently to provide an incredible membership experience and a worthy ROI for your membership dollars. Kudos for them and their tenacity!!

A very special thank you to Stephanie Morrison and Tomi Jo Lynch from SVN for assisting with the design and layout of this newsletter!!

2016 proved to be a fantastic year for our Chapter and our Region in general. We were recognized on multiple occasions by Corporate Staff and the Corporate Board for creating memorable programs and increasing membership levels to the extent that we have. Some of my favorite highlights included: increased membership by over 50%, growing our Developing Leaders program to comprise almost 1/3rd of our total membership, hosting our inaugural Fiesta de NAIOP mixer, hosting over 200 attendee's to our annual Holiday Party and THE most memorable moment; was the opportunity to celebrate those individuals who helped make NAIOP Northern Nevada what it is today and throwing the best event of 2016 at Greater Nevada Field!!

2017 is already off to a great year with the recent recognition of our very first Chapter Merit Award. The CMA's are awarded by our peers within other Chapters across the US and represents the best of the best. NAIOP Northern Nevada was awarded the CMA for Special Event for our innovative play on a very popular board game. Last year, I was honored to speak on a panel at the annual Chapter Leadership & Legislative Retreat and discuss in depth, the planning process and the idea behind our NAIOPOLY event. It was very well received and at this years retreat, I was fortunate enough to accept our award on behalf of you, the members!! Congratulations to us and let's continue the momentum we have all worked so hard to attain!! For those who were not able to attend our inaugural NAIOPOLY event in 2015, I encourage you to join us this September, when we break out the walkable game board, crank up the tunes, surround the properties with our incredible Developer's and collect Developer Dollars for raffle prizes!! You won't want to miss it!



Here's to an incredible 2017 and to our incredible CRE community!!

As always, should you have questions or concerns, my phone is always on...even at 4am!!

I'm honored to be your Executive Director,

Randi Reed
775.513.7052

Developing Leaders

Congratulations to the 2017 NAIOP Scholarship winners



Alejandra Avila
NAI Alliance Carson City



Casey Prostinak
SVN Gold Dust Commercial Associates

The first Developing Leaders event of 2017 took place on January 31st and was a huge success. Twenty-five attendees joined at the Basement for drinks and an intimate discussion with one of Reno's top retail developers, Bernie Carter.

The Developing Leaders program is working forward to provide members with future events each quarter that will feature a developer and/or a "deal maker" within the industry.

Upcoming Events

February 28, 2017
Developer Forum @ Reno/
Sparks Convention Center

March 7, 2017
Legislative Fly-In and Mixer
with the NAIOP Southern
Nevada Chapter

March 16, 2017:
March Madness NAIOP
Membership Mixer @ Imperial
Bar & Lounge

April 6, 2017:
Survival of the Fittest @
Bundox Bocce

May 6, 2017:
Summit Awards @ Rancharrah

Government Affairs

The City of Reno is working on a master plan update. A meeting for the development community is being held **Thursday, February 16, 2017**, from 11am - 1pm at the McKinley Arts & Culture Center, 925 Riverside Drive, Reno, NV. The City will make a short presentation, answer questions, and ask for feedback on the draft area-specific policies, including design principles and the preliminary land use categories and map. Lunch will be provided. We encourage NAIOP members to attend this and to provide input. RSVP to reimagine@reno.gov. Additionally, the City is hosting two public open houses to seek community input on the draft area-specific policies the evenings of February 15 and February 16. [Click here](#) for details.

The GA Committee is following the proposed changes to the City of Reno Business License ordinance. A second public workshop has been scheduled for **Thursday, February 23, 2017** at 3:30pm in the Reno Council Chambers, 1 E. First Street, Reno, NV. We encourage NAIOP members to attend this and provide input. Additional comments, data or arguments about the ordinance change must be submitted in writing to the Reno Business License Division by 5:00pm on Friday February 24, 2017 at bsuusinesslic@reno.gov. The revised time line for City Council review can be found [here](#).

The next Government Affairs (GA) Committee meeting is **Wednesday, March 1, 2017** from 12pm - 1:15pm at Panattoni Development, 980 Sandhill Road #100, Reno, NV. The GA Committee is looking for members. If you are interested, contact Elizabeth Fielder (elizabeth@fielderlawltd.com) or Shirley Folkins-Roberts (Sfolkins-Roberts@panattoni.com).

Sponsor Spotlight



Ticor Title's superior financial strength, advanced technical capabilities and team approach to delivering title and escrow services; sets us above all other title companies. Ticor focuses on hiring the most skilled and customer-focused staff in the business, supported by a substantial investment in cutting edge technologies and training. It is your assurance of consistent quality, resourcefulness and professionalism. We use a positive and proactive approach to overcome potential obstacles and keep our clients informed of the status of your transaction at all times. By understanding the delicate balance of the interests of the parties to a transaction and professionally handling issues as they arise, we capably guide the parties to a successful closing.

We customize our services to accommodate client needs, and can handle any escrow. Ticor Title is a proud supporter of NAIOP Northern Nevada and we look forward to our continued partnership with the premier Commercial Real Estate Development Organization.

Membership Update

We have finally surpassed the 100 member mark and we are still seeing steady growth, especially amongst our Developing Leaders. Corporate NAIOP recognized the Northern Nevada Chapter for the highest percentage of membership growth in 2015 and the second highest membership growth for 2016. Our goal for 2017 is to grow beyond 150 members and will start initiating membership drives for upcoming events. Our Chapter is seeing new sponsors for 2017, including Nevada Builders Alliance and Air Systems. In addition, existing Sponsors such as Ticor Title are increasing their 2017 Sponsorship commitments. Remember – we offer a major discount on membership costs for multiple members and there are various opportunities throughout the year to sponsor specific events.

If you're interested in becoming a member or sponsor – please contact Carole Brill at Resource Management & Development.

775.338.3844
carole.brill@rmdnvh.com



Developers Forum

The Challenges Ahead: Development & Infrastructure

February 28, 2017
Reno/Sparks Convention Center

7am: Registration
7:30am - 9:00am: Program

Panelists:

NAIOP 2017 Chairman Jonathan Tratt - Tratt Properties
Doug Roberts - Panattoni Development
Michael C. Dermody - Dermody Properties
Vince Griffith - Reno Engineering Corporation
Bill Miles - Miles Construction

Moderators:

Doug Flowers - Holland & Hart
Denise Barcomb - Ticor Title

NAIOP Members: \$40.00
Non-Members: \$50.00
At the Door: \$60.00