

NAIOP NEWS

December 2017

PROGRAMS

2017 was a great year of programs for NAIOP Northern Nevada. The 3 guiding principles of our organization; Advocacy, Education, and Relationships are strongly considered when planning and executing our events. Here's a snapshot of 2017.

We started strong in February with our annual Developers Forum. NAIOP National Chairman of the Board, Jonathon Tratt, joined our local developers; Vince Griffith, Doug Roberts, Michael Dermody and Bill Miles to discuss the current trends in development and the potential roadblocks to success here in Northern Nevada.

A special congratulations to the 2017 Legends Golf Series Winner and Low Score Champion, Ron Parsons of Western Title. Mr. Parsons fought off a charging pack and quickly setting sun at our final golf outing of the year in early October.

The Legends golf is played once a month, in the afternoon between July - September. It brings together all ages of our membership and gives players the opportunity for extended networking. This fun event is sponsored by US Bank and will be back in 2018.



NAIOPOLY was brought back this September and our gracious hosts and sponsors at Resource Management & Development, provided Corporate Pointe, a perfect

venue for our developers, landlords and vendors to showcase their properties and services. In attendance at the event were RTC and NDOT who both took the opportunity to share each of their upcoming plans for improving roadway infrastructure and the exciting new projects on the horizon in our region.



EDUCATION

This year the NAIOP Education Committee presented an 8 hour CE class entitled "Legal Analysis of Commercial Real Estate Transactions". The material was supplied by NAIOP's Center for Education in Washington D.C., and was presented by long-time Board member of NAIOP of Northern Nevada, Elizabeth Fielder, Esq., of Fielder Law Ltd., and incoming President Doug Flowers, Esq., of Holland and Hart. This comprehensive class delved into several facets of complex transactions such as: the legal dimensions and definitions of real estate ownership; financing options and documentation; Title and construction issues; and contract and lease analysis. The fact that quality commercial real estate CE classes are in short supply drove attendance, and we ended up with a full class of very experienced real estate professionals. The experienced audience combined with the extremely qualified instructors resulted in very in-depth discussions of the topics, and everyone walked away with new insights and knowledge to bring to their careers.



Developing Leaders

The Developing Leaders program has made tremendous strides in 2017, in not only the specific DL events we offer, but also in our general membership. We started the year with about 21 DL members; that number has more than doubled over the course of the year and we continue to see genuine interest in NAIOP from current non-member DLs.

In 2017, the NAIOP launched Northern Nevada's first Developing Leaders Institute, a series of 8 classes that educates a selected group of students about each stage of development. Courses cover a variety of topics including site selection, construction, finance, and asset management, to name a few. These students will get firsthand knowledge from industry leaders and a chance to exclusively network with the instructors, sponsors, and NAIOP Board of Directors. At the end of this 8 month institute, the students will group together to compete in a development project that will be judged by top local developers and instructors.

At the start of 2017, the DL Committee also started a quarterly Speaker Series event, where DL members get a chance to learn about the past, present, and future of local industry leaders. To date, our speakers have included; Bernie Carter, Par Tolles, Doug Flowers, and Cory Miller. We look forward to bringing this successful event back in 2018 and beyond!

Thank you DLI Sponsors!

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EXECUTIVE DIRECTOR NOTES

As we enter into the final months of the year, I love taking a moment to reflect on the year's accomplishments. We kicked off the year with our annual Chapter Leadership & Legislative Retreat in Washington D.C., where we won our very first Chapter Merit award for NAIOPOLY and I spoke on a panel about our 10 Year Anniversary event. Shortly after, we hosted our annual Developer's Panel, where we welcomed Jonathan Tratt, NAIOP 2017 Chairman of the Board on the panel and gave him a special-ized tour of the region. We reached record attendance for March Madness and the Summit Awards, while raising the bar at the golf tournament with a helicopter ball drop and it's highest earnings to date! In between all of those activities, we also hosted our ongoing Legends Golf Series and Developing Leaders Speakers Series, our 2nd NAIOPOLY event and a Legislative Review event. As if that wasn't enough, we launched our inaugural Developing Leaders Institute, where developing leaders work through an intense 8-month course, to learn all aspects of the CRE world. And last, but certainly not least, we created the NAIOP Transportation Coalition in conjunction with RTC, NDOT, other major stakeholders and private developers; to increase communication and awareness of potential transportation or infrastructure related issues.

In addition to taking a moment to reflect on the accomplished events of the Chapter, I also like to take a formal moment to show my gratitude. The Board of Directors and our Committee Chairs work tirelessly behind the scenes, seizing any chance to improve our industry and/or protect it at all costs. They are an incredible group of selfless, hard working and dedicated professionals, whom I am honored to call colleagues and friends.

Happy Holidays and Happy New Year!

Randi Reed

GOVERNMENT AFFAIRS

The Government Affairs Committee continues to meet monthly to monitor policies and issues that impact commercial development. As our region experiences unprecedented growth, the NAIOP Government Affairs Committee continues to work proactively to build positive relationships with elected officials, administrative staff, and regional entities such as RTC, TMWA, TMRPA and NDOT.

Members of the Committee met with Vice Mayor Jardon and Mayor Schieve this quarter to discuss issues facing our region and commercial development. Committee members also attended local workshops, meetings and a combined City of Sparks, City of Reno and County Commission meeting.

NAIOP represents the commercial real estate community on many critical local task forces such as the Truckee River Flood Control Project Committee and the Commercial Green Building Task Force. NAIOP also has established a subcommittee on Redevelopment to work with downtown business leaders in ongoing efforts to redevelop our downtown areas to improve safety and commercial quality.

As Northern Nevada attracts new companies, its transportation needs grow. NAIOP continues to facilitate communication between the commercial real estate community and local, regional and state entities in regular meetings of the **NAIOP Transportation Coalition**. Members of the Coalition share their concerns about how our area will manage its transportation needs. Situated uniquely within the eleven western states, Northern Nevada's location is an important attraction to business as Reno is located within 500 miles of 18 percent of the country's population. When NAIOP met with the leaders of the RTC and NDOT, it came to our attention that the various governmental entities and commercial real estate private industry should have better communication regarding projected growth and priorities. This coalition of over 25 members has met throughout the year to exchange information about RTC/NDOT proposals and projected residential and commercial projects that will place demands on the area's transportation infrastructure. This coalition is locally the first of its kind and has been well attended and received by its members.

Nationally, the Government Affairs Committee will work with the NAIOP nationally to access the impact of proposed federal legislation, including the tax reform package. NAIOP representatives will meet with our congressional delegation in Washington DC in February 2018 to discuss the impact of federal issues and legislation on our region.

NAIOP Northern and Southern Nevada lobbyists, Jon Leleu and Kerrie Kramer, have worked with state legislative leaders on issues and legislation that will affect our industry in the 2019 session.

2018 Schedule of programs has 2 new additions, a night at the Reno Rodeo and a Property Poker Run / Bus Tour.

- ◆ **January 18th - Membership Mixer**
- ◆ **February 21st - Developers Forum**
- ◆ **March 15 - March Madness Member Mixer**
- ◆ **April (TBD) - Summit Awards**
- ◆ **May 3rd - Cinco De NAIOP (Member Mixer)**
- ◆ **June 15th - CREW/NAIOP Golf Tournament**
- ◆ **June 20th - Reno Rodeo Night**
- ◆ **July 10th - NAIOP Legends Golf Series #1**
- ◆ **August 3rd - Property Poker Run**

If you're interested in sponsoring or being included in any of the 2018 programs, please contact Matthew Harris - 2018 Programs Chair @

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