



# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

**NORTH CAROLINA  
PIEDMONT TRIAD CHAPTER**

## The Benefits of Membership

### The benefits of being a NAIOP member

- ✓ Building professional relationships
- ✓ Advocating for local, state, and federal legislative issues
- ✓ Networking within the industry
- ✓ Learning about industry topics
- ✓ Free registration at chapter events (*special events excluded*)

“Not only is the work NAIOP does on a national level invaluable to our industry, locally I have found it to be the best networking opportunity in our business.”

Rick Dehnert, Highwoods Properties

### Recent legislative priorities

- **Supported** the proposed tax law changes to “promoted” and “carried” interest provisions
- **Defeated** the proposed franchise tax
- **Supported and won** a victory in the NC Court of Appeals to a rule change which would require a developer to be licensed contractor to facilitate build-to-suit projects
- **Provided** input on the North Carolina Broker Lien Law, striving for equality and avoiding undue hardships for frivolous claims by brokers
- **Actively engaged** in regulations impacting the future development such as: tax reform, Urban Street Design Guidelines (USDG), building heights in or adjacent to residential areas, the combined interpretation of the Tree Ordinance, Post Construction Controls Ordinance (PCCO) and the USDG

### Who are NAIOP Members?

**NAIOP members include commercial developers, owners, brokers, bankers, architects, engineers, attorneys, title companies, and more. We are in ALL sectors of the commercial real estate industry: retail, multi-family, office, industrial, and mixed-use.**

Baker Roofing Company | BB&T | Bell Davis & Pitt, PA | Bernard Robinson & Company | BIRS, Inc. | Blanco Tackabery & Matamoros, PA | Brady Services | Brown Investment Properties, Inc. | Capital Associates | Carolina Investment Properties, Inc. | Carruthers & Roth, P.A. | CBRE | Triad | City of Greensboro | Colmar Contracting Inc. | Commercial Realty Advisors, LLC | Craig Brawley Lipfert & Walker LLP | D.H. Griffin Construction Company | DAVENPORT | Davis Martin Powell & Associates, Inc. | Dixon Hughes Goodman LLP | Duke Energy | ECS Carolinas LLP | Fidelity Bank | Fleming Engineering, Inc. | Frank L. Blum Construction Co. | Freeman Commercial Real Estate | GEMCAP Properties, LLC | Geo Hydro Engineers, Inc. | Greenpoint Insurance Group | Greensboro Partnership Economic Development | Hayden Design | Highwoods Properties, Inc. Holden Building Co., Inc. | Isaacson Isaacson Sheridan | Fountain & Leftwich, LLP | Joubran Commercial Properties | Karnes Research Company | KeyBank Real Estate Capital | Kirkland, Inc. | Koury Corporation | Landmark Builders of the Triad, Inc. | Liberty Property Trust | Lindbrook Development Services | Lindsey Architecture | Linville Team Partners | Meridian Realty Group | NewBridge Bank | Nexsen Pruet, PLLC | Piedmont Triad Partnership | Rentenbach Constructors | Richardson Properties | S&ME, Inc. | Salem Law | Samet Corporation | Schell Bray PLLC | Senn Dunn Insurance | Simpson Schulman & Beard | Smith Leonard PLLC | Smith Moore Leatherwood LLP | Spilman Thomas & Battle, PLLC | Stewart Realty, LLC | Stimmel Associates | Stitch Design + Development | SunTrust Banks, Inc. | Tax Advantage Property Services | The Arden Group | Thomas H. Hughes/Architecture, P.C. | Time Warner Business Class | Triad Business Journal | Triad Commercial Properties | Triad Design Group | U.S. Lawns | Universal Protection Service | W. C. Construction Co., LLC | Wall Esleeck Babcock LLP | Walter Robbs Callahan & Pierce Architects | Weaver Cooke/Kirkland | Wells Fargo Bank | Westscott, Small & Associates, PLLC | Womble Carlyle, et al | Workplace Strategies Inc.

“NAIOP provides great resources in Governmental Affairs on national, state and local levels. This is our “ear to the ground” on governmental policy issues that can impact the commercial real estate industry both positively and negatively. As a small real estate brokerage & development company, the investment in our NAIOP membership pays huge dividends in areas we simply could not afford to accomplish on our own.”

T. Richard Beard Jr., Simpson Schulman & Beard Commercial Real Estate

## Annual NAIOP Activities

- Monthly “Lunch & Learn” Luncheons
- North Carolina Statewide Conference
- Developing Leader Networking Events
- Day at the Capitol - Legislative Day in Raleigh
- Golf Tournament
- Events and Meetings
- NAIOP Corporate *Development National Conferences*



## How do I join?

Complete the online membership application available at <http://www.naiop.org/membercenter/join.cfm>. Or simply call the NAIOP Piedmont offices at 336-379-0603, or [info@naioptriad.org](mailto:info@naioptriad.org). The categories of membership include:

Membership Category	1 <sup>st</sup> Person	2 <sup>nd</sup> & 3 <sup>rd</sup> Person	4 <sup>th</sup> Person+
Principal ( <i>developer, owner, asset manager</i> )	\$750	\$450	\$275
Associate ( <i>all others</i> )	\$750	\$450	\$275
Developing Leaders ( <i>35 and under</i> )	\$250	\$250	\$250
Public Official/Non-Profit/Academician	\$450	\$450	\$450
Student	\$50	\$50	\$50

**Complimentary chapter event registration value - \$495 savings**

## FAQs?

- **How do I join NAIOP Corporate?** You only need to pay once. The dues are inclusive of the NC Piedmont Triad Chapter and national membership.
- **What type of membership do I qualify for?** Principal members are those individuals whose primary business is development, ownership, asset management or investment
- **How are my future dues calculated?** NAIOP dues are for 12 months of membership. When you join, you pay for 12 months. On your first anniversary, you will receive a prorated dues invoice to update your dues to a calendar year billing.
- **Can I join other NAIOP Chapters?** Yes. First, join based on the location of your office (i.e., Piedmont Triad). Contact your chapter or NAIOP Corporate to request to be a multi-chapter member.
- **When I submit my application with NAIOP Corporate, will they notify the Piedmont Triad Chapter?** Upon processing your application, you and the Piedmont Triad chapter will receive notification of activation of your membership

“NAIOP is an organization that is on the leading edge of protecting our commercial real estate interests. They consistently deliver valuable insight into both local and national trends and offer an excellent opportunity to network with top local industry leaders on a monthly basis.”

J.J. Patterson, Samet Corporation

### Contact Us

The NC NAIOP Piedmont Triad offices are located at 405 Battleground Ave, Suite 204, Greensboro, NC 27401. If you have any questions, please give us a call at 336-379-0603. You can also email us at [info@naioptriad.org](mailto:info@naioptriad.org) or visit us online at [www.naioptriad.org](http://www.naioptriad.org).



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