



COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

CENTRAL FLORIDA CHAPTER

NAIOP Central Florida is a chapter of NAIOP, the Commercial Real Estate Development Association. NAIOP is the leading organization for developers, owners and related professionals in office, industrial and mixed-use real estate, with 18,000 members in North America. NAIOP advances responsible commercial real estate development and advocates for effective public policy.

NAIOP has established a committee structure for its members to actively participate in the objectives of the commercial real estate industry. NAIOP has refined the goals and objectives for our committees and would like each NAIOP member to consider the value of getting involved in one or more of them. Committee participation is a great way to develop working relationships with other commercial real estate professionals while having a positive impact on our industry and the community as a whole.

Community Affairs - Collaborates with other NAIOP Committees on fundraising projects that directly support local charitable organizations or programs. Examples include Boys/Girls Club, Restore Orlando, Habitat for Humanity, Jim Brown Scholarship Fund and particularly the UCF School of Real Estate which is NAIOP's current community affairs priority.

Contact: Jeff McFadden, Co-Chair
407-481-0877 jmcfadden@tiholdings.com

Developing Leaders – This program is geared specifically for all professionals age 35 and under. The committee is designed to help you CareerForward by offering you tools to propel you to the next level. The Developing Leaders host educational forums, networking opportunities and other special programs.

Contact: Sandy Winkler, Chair
407-839-0886 swinkler@huntonbrady.com

Development 2010 Conference – This committee will work with NAIOP's corporate office in preparation for the Development 2010 conference being held in Orlando in October 2010.

Contact: Terry Delahunty, Chair
407-244-5669 terry.delahunty@gray-robinson.com

Economic Development - Responsible for providing a liaison to public and private economic development agencies in an effort to align regional economic development initiatives with the NAIOP's strategic interests. The Committee is principally responsible for coordinating the production of periodic industry sector reports that illustrate the economic importance of the commercial real estate industry in Central Florida.

Contact: Ray Gilley, Chair
407-422-7159 sally.bobber@orlandoedc.com

Executive & Finance - Responsible for the general supervision of the NAIOP Central Florida Chapter's financials including the review and preparation of financial statements, approval of disbursements, and oversight of the annual NAIOP budget with monthly reports to the Board of Directors for approval. Further, the Finance Committee coordinates with all NAIOP Committees on the preparation and implementation of their annual budgets.

Contact: Mary Hurley, Co-Chair
407-859-3550 mary@pineloch.com
Scott Miller, Co-Chair
407-758-1947 smiller@primarycapital.com

Gold & Silver Sponsors/Merit Awards - Responsible for recruiting and retaining the Gold and Silver Sponsors on an Annual basis. In addition, defining the sponsorship levels, benefits and specific mechanisms to promote the Gold & Silver Sponsors to the NAIOP membership and general Central Florida community. The committee prepares and promotes the Annual Gold and Silver Sponsorship appreciation dinner and/or reception.

Contact: Christie Hill, Chair
407-599-6770 chill@workscapes.com

Golf - Responsible for the Annual Golf Tournament held at one of the many prestigious golf courses in Central Florida. The Golf Committee will organize the details of the golf tournament and make recommendations to the Board of Directors regarding the general rules. The Golf Tournament will be held as an important networking and fundraising event on behalf of the NAIOP designated charity.

Contact: Will Lenihan, Co-Chair
407-647-2334 will@vanson.net
John Lackey, Co-Chair
321-441-2000 jlackey@mappconstruction.com

Green - This new Committee will educate our members and the public as to the rapidly changing area of sustainable development, both in new and existing buildings. It will coordinate actions with NAIOP National in understanding the challenges and the opportunities posed by the adoption and imposition of green building requirements, and will help insure that the interests of commercial real estate are properly considered as this new aspect of development becomes widely accepted.

Contact: Terry Delahunty, Chair
407-244-5669 terry.delahunty@gray-robinson.com

International - Responsible for expanding the awareness of activities associated with those internationally-based developers and investors as it relates to the commercial real estate industry and the NAIOP membership. Committee members work to facilitate direct international business contacts and to increase international investment activity in the Central Florida community.

Contact: Rene` Schneider, Chair
407-253-5479 rjschneider@mactec.com

Membership - Responsible for the oversight of all membership recruitment and retention efforts and to promote member benefits to the NAIOP members. The Committee also organizes quarterly new member/prospective member events to enhance the commercial real estate industry's knowledge of NAIOP. Further, the Committee welcomes all new members to the NAIOP Association. The Membership Committee liaisons with all other NAIOP Committees to enhance the benefits of membership.

Contact: Angel Shawver, Co-Chair
407-708-5915 ashawver@4fbi.com
Alex Dobrev, Co-Chair
407-418-6445 alexander.dobrev@lowndes-law.com

Programs - Responsible for the annual programming of the NAIOP calendar of programs/events; initial speaker contact(s), theme selection and working with the NAIOP Staff on the marketing and promotion of these programs/events. These include monthly meetings, the annual Golf Tournament, Annual Developers Showcase, Bus Tour, “Meet Me At’s”, Rumble Food & Wine Festival, the Annual Awards Gala and other programs/events approved by the Board of Directors.

Contact: David Evans, Co-Chair
407-649-4000 devans@bakerlaw.com
Lee McNeil, Co-Chair
407-295-2530 lmcneil@williamsco.com

Public Affairs - Responsible for the monitoring of local and state governmental laws and/or regulatory initiatives that affect the real estate industry. Further the Public Affairs Committee makes recommendations of NAIOP governmental goals, objectives and action on behalf of the commercial real estate industry. The Committee is charged with keeping the membership and the Board of Directors informed on legislative and regulatory developments affecting the industry. The Committee will assist members with speaking one-on-one with appropriate elected officials and regulators. The Committee works with members to help them participate in the governmental process concerning issues of importance to the industry.

Contact: Alan Sheppard, Chair
407-420-1000 shepparda@gtlaw.com

Public Relations and Marketing - Responsible for internal and external public relations information regarding the commercial real estate industry and the actions of the NAIOP Association. The Committee coordinates with all NAIOP Committees, programs and events on the preparation of press releases on activities associated with these committees and the Association in general. The Public Relations Committee is the liaison with all real estate media and is responsible for inviting the media to attend these activities. The Committee creates and distributes a bi-monthly e-Newsletter which serves as a major communication vehicle to the NAIOP membership and the general community.

Contact: Ken Cristol, Chair
407-774-2515 khc@crismktg.com

Political Action Committee (PAC) - A separate entity reporting their recommendations to the NAIOP Board of Directors regarding the oversight and taking action on the electoral process in Central Florida and exists to promote the political interests of the NAIOP membership. The PAC accomplishes this by making a coordinated political campaign contributions to candidates for local and state elected office in Central Florida who understand the needs and concerns of the commercial real estate industry. To be a Member of the NAIOP-PAC, there are separate dues.

Contact: Alan Sheppard, Co-Chair
407-420-1000 shepparda@gtlaw.com
Arnold Gibbs, Co-Chair
407-843-1411 aegibbs@terracon.com

Sign up TODAY and get active on a NAIOP Central Florida Chapter Committee!

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| <input type="checkbox"/> Community Affairs | <input type="checkbox"/> Developing Leaders | <input type="checkbox"/> Development 2010 |
| <input type="checkbox"/> Economic Development | <input type="checkbox"/> Executive & Finance | <input type="checkbox"/> Gold & Silver Sponsors/Merit Awards |
| <input type="checkbox"/> Golf | <input type="checkbox"/> Green | <input type="checkbox"/> International |
| <input type="checkbox"/> Membership | <input type="checkbox"/> Programs | <input type="checkbox"/> Public Affairs |
| <input type="checkbox"/> Public Relations and Marketing | <input type="checkbox"/> Political Action Committee (PAC) | |

Name: _____ Company: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____ Email Address: _____

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