



The Forum for Commercial Real Estate

OTHER DYNAMIC PROGRAMS HEADED YOUR WAY

**May 17
Hilton Inn Pikesville**

"Real Estate in the 2006 Session of the Maryland General Assembly"

(Approved for 3 hour Required Legislative Maryland Real Estate CE)

**June 8
Nick's Fish House**

"Parrothead Paradise"
Summer Networking Social

for more information or to register on line go to

www.naiopmd.org

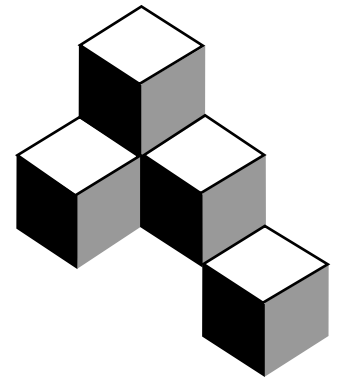


naiop
Maryland

720 Light Street
Baltimore, MD 21230

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Building Green for Sustainable High Performance Real Estate

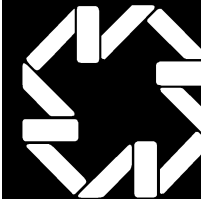


May 4, 2006

Sheraton Columbia
10207 Wincopin Circle
(Off Little Patuxent Pkwy)
Columbia, MD
410.730.3900

8:00 a.m. – 10:30 a.m.
Breakfast Buffet included

1-1/2 hours
Continuing Education Credits



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naiop@assnqtrs.com

Everything You Want to Know About High Performance (Green) Buildings

For everyone involved in commercial real estate including: developers, brokers, bankers, appraisers, owners, investors, tenants, architects, engineers, attorneys, government officials.

This seminar is designed to educate you about the emerging green building industry, to discuss the best practices, lessons learned and available incentives, marketing opportunities, current projects current trends (local, national, international), industry challenges and benefits of going green.

We will have four or five presenters and one moderator deliver individual presentations for approximately one hour and then conduct a moderated panel discussion with questions from the audience lasting about a half hour (1-1/2 hours total).

Speakers:

Moderator

Cole Schnorf, *Manekin*

Green Building Consultant

David Pratt, *Lorax Partnerships*
"Green Building Industry Overview"

Architect

Julie Gabrielli, *Gabrielli Design Studio*
"Green Design and Best Practices"

Developer

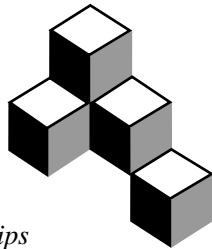
Peter Garver, *Corporate Office Properties Trust*
"Green Development for Spec. Building"

Owner/Tenant/Operator

Laure McMahon, *Cassidy Pinkard*
"Green Property Management and Brokerage"

Finance Professional

Dan Winters, *Evolution Partners*
"Financing Green Buildings"



Moderator:

- Introduce the individual speaker with a brief biography before each topic
- Each speaker will speak for 10-12 minutes, followed by a half hour panel discussion.
- Manage the panel discussions to keep it moving on topic and help encourage a high degree of audience participation

Green Building Consultant:

- High Performance Building Definition (with local examples)
- Industry overview
- Available incentives
- Challenges and benefits
- Best practices and future trends (business)

Architect:

- What is a good green building design
- The green building design process
- Green rating systems
- Best practices and future trends (design)

Developer:

- The business case for building green
- Investment criteria / The green premium
- Marketing green
- Lessons learned
- Best practices and future trends (developer)

Owner/Tenant/Operator:

- Tenant Experience
- Tenant benefits
- Operating efficiencies
- Lessons learned

Finance Professional:

- How future green building trends will affect real estate value
- Green building deal structures
- Green buildings as a financial risk mitigator
- Strategic economic benefits of environmental leadership
- Competitive financial advantages from rising energy prices

(Please type or print legibly.)

NAIOP Building Green Seminar—May 4, 2006

for more information or to register on line go to www.naiopmd.org

Tuition

Before April 28, 2006

Tuition

After April 28, 2006

\$55.⁰⁰ - NAIOP Members

\$65.⁰⁰ - NAIOP Members

\$75.⁰⁰ - Other Professionals

\$85.⁰⁰ - Other Professionals

Name (First, Middle Initial and Last)

Title

Employing Organization

Address

City/State/Zip

Work Phone

Fax Number

Email Address

Signature

Date

• We accept checks, VISA, AmEx & MasterCard •

Check enclosed payable to NAIOP

Charge to: VISA / MC / AmEx (circle one)

Card #: _____

Exp. Date: _____ CID: _____

Signature: _____

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