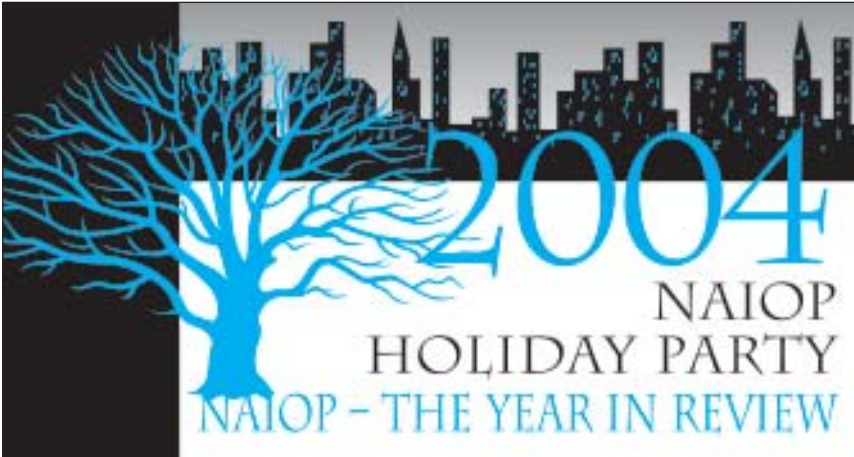


NEWS



MARYLAND CHAPTER

Important News and Information from the National Association of Industrial and Office Properties



Join your friends and peers for **NAIOP Maryland's Holiday Party & Year in Review** on Thursday, December 16. The venue for this event will be the Camden Club at Camden Yards and the luncheon will include a bountiful buffet complete with wine, beer, and soda.

There will also be plenty of laughs on hand with comedian Kelly Terranova providing the infamous Year in Review Roasting. No one will be safe! You won't want to miss it.

Make your reservations now as a sellout is again expected this year. Registration is \$60 per person. Or register a party of four for \$200. Parking will be available on Lot A for a discounted rate of \$5.

For more information about the event, including registration materials, please visit NAIOP-MD online at www.naiopmd.org/2004holidayparty.htm.

FALL 2004

Welcome New Members

Jennifer Beach

Konover Construction Corporation Mid-Atlantic

Jennifer R. Busse

Whiteford Taylor & Preston LLP

Robert Eitel

BL Companies

Morgan C. Gilligan

Residential Title & Escrow Company

Bob Hamilton

James F. Knott Realty Group

James Knott, Jr.

James F. Knott Realty Group

Edward Lee

Whiteford Taylor & Preston LLP

David Pratt

Lorax Partnerships LLC

Julie Schmitt

Hillis-Carnes Engineering Associates Inc.

Third Annual NAIOP Fall Golf Outing A Hole in One

The **Third Annual NAIOP Maryland Fall Golf Outing** was held at the Beechtree Golf Course in Aberdeen on Monday, September 27, 2004. This event was a great time for a great cause, with all proceeds from the Outing going to support the legislative programs of NAIOP-MD in Annapolis. With the constant threat of restrictive development legislation, NAIOP-MD's legislative efforts in Annapolis should be a priority to all of us who rely on the development industry for our livelihood. A photographic recap of this event is available online at www.naiopmd.org/2004fallgolfrecap.htm.



Become a
 **naiop**
Partner in Excellence

NAIOP-MD's **Partners in Excellence** program offers companies exposure to key players in Maryland's commercial real estate industry. It also benefits NAIOP-MD by freeing up valuable funds to deal with regulatory and legislative challenges routinely faced by the industry, in addition to making our programs affordable for just about everyone who wants to participate.

Visit us online at www.naiopmd.org/becomepartner.htm to find out more about the benefits of Partnership or to sign up!

Annual Night for Commercial Real Estate Professionals a Sellout Success With Networking Opportunities Galore

The **Seventh Annual Night for Commercial Real Estate Professionals** was a sellout success, attracting nearly 400 movers and shakers from Maryland's commercial real estate industry on Thursday, October 14.

If you missed this invaluable networking event, be sure to plan on attending the chapter's Holiday Luncheon & Networking Event at Baltimore's Camden Club on December 16 (see *front page for details*)!

Visit us online to view even more pictures from this fun-filled event (www.naiopmd.org/2004octoberfestrecap.htm).



Top Right: It's a Who's Who of Commercial Real Estate. Chuck Stromberg of American Express TBS, David Horsman of SunTrust Bank, Davis Emory of Emory Properties, Chris Nevin and Ray Schlissler of Provident Bank. **Left:** Rich Levine of Piper Rudnick and J.M. Schapiro of Continental Realty Corp. talk about the latest industry trends. **Center:** Barry Plunkett of Kane Construction, Debbie Heaver of Heaver Properties, and Dennis Kane of Kane Construction smile for the camera. **Right:** Cole Schnorf of Manekin, Linda Whitaker of Brasher Design, and Alton Fryer of Manekin enjoyed the surroundings of The Baltimore Museum of Industry.

NAIOP's Web site - www.naiop.org - links our members across the country to association, industry and government affairs news and information. From news on upcoming conferences to an online membership directory to business development opportunities, the NAIOP Web site is a key tool for all NAIOP members.

NAIOP MD Chapter Calendar of Events

- | | |
|---------|-------------------------------------------------------------------------------|
| Dec. 16 | Holiday Luncheon & Networking
The Camden Club, Baltimore, MD |
| April 8 | NAIOP Community Service Project 2005
Druid Hill Park, Baltimore, MD |