

# NEWS



MARYLAND CHAPTER

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

**RAMS HEAD**  
*Live!*

*NAIOP-MD Brings  
March Networking Event to  
Baltimore's Hottest Venue  
March 16, 2005*

**NAIOP Maryland's March Networking Social** will take place at Baltimore's hottest and newest entertainment venue - Rams Head Live! Join your friends and peers for this outstanding networking event on Wednesday, March 16.

All participants will receive two complimentary drinks followed by a cash bar, sumptuous hors d'oeuvres, and party favor. Don't miss out on this opportunity to network with Maryland's most successful commercial real estate professionals.

Make your reservations now as this new location is expected to bring a sellout! The cost to attend is \$55 for NAIOP-MD members and \$65 for nonmembers if registered by March 9.

For more information about the event, including registration materials, please visit NAIOP-MD online at [www.naiopmd.org/2005marchnetworking.htm](http://www.naiopmd.org/2005marchnetworking.htm).

### Sponsored by NAIOP-MD's Partners in Excellence

**PLATINUM** - Corporate Office Properties Trust; Manekin, LLC; Merritt Properties, LLC; MIE Properties, Inc.; Opus East, Inc.

**GOLD** - Continental Realty Corp.; Hill Management Services, Inc.; Nottingham Properties; Provident Bank; The Talon Group

**SILVER** - Baltimore Gas & Electric Co.; Daft-McCune-Walker; Emory Properties, Inc.; Heritage Properties, Inc.; M&T Bank; Wilhelm Commercial Builders



## NAIOP Community Service Project 2005 Needs You!

Please join your fellow NAIOP members and co-workers on the afternoon of Friday, April 8 as we build picnic tables to be used throughout Druid Hill Park. Sign up as a team or partner up with other NAIOP members for this worthy project.

**12:30 - 1 PM** Registration & Set-Up

**1 - 4 PM** Hammer away as we assemble 50 picnic tables

**4 - 6 PM** Wrap Up, Picnic Supper & Awards

There are a variety of sponsorship levels that you can choose from to support this worthwhile project. More information, including a registration form, is available online at [www.naiopmd.org/2005communityservice.pdf](http://www.naiopmd.org/2005communityservice.pdf).

WINTER 2005

## Welcome New Members

**Bradley Cole**

MacKenzie & Associates, Inc.

**Pamela Frentzel-Beyme**

Whiteford Taylor & Preston LLP

**Jeffrey Glock**

Stout Causey & Horning P.A.

**John Gontrum**

Whiteford Taylor & Preston LLP

**Jeffrey Koenig**

John Hopkins Real Estate

**Dino La Fiandra**

Whiteford Taylor & Preston LLP

**Roberta Levy Liss**

Trammell Crow Company

**Greg Manuel**

Susquehanna Bank

**Michele North**

NAI LKNB LLC

**Shannon Sentman**

Whiteford Taylor & Preston LLP

**Richard Waddington**

Whiteford Taylor & Preston LLP

**James Wellschlager**

Colliers Pinkard

## Nearly 150 Attend Dynamic 2005 Market Update

Nearly 150 commercial real estate professionals from throughout Maryland turned out on February 17 to be briefed on the state of the market as NAIOP-Maryland presented its annual "Market Update" at the Sheppard Pratt Conference Center.



(l-r) Julie Schmitt of Hillis-Carnes Engineering Assoc., Abby Glass of Trammell Crow Co, and Wendy Ulmer of MIE Properties chat with Market Update moderator Tim Cahill.

Moderated by **Tim Cahill**, the dynamic program featured a panel of nine professionals reviewing the commercial real estate market.

Panelists included: **Mike Muldowney** of SVP CBRE Multifamily Investment Sale Group and **Doug Margrum** of Equity Management speaking on the multifamily market; **Dan Thomassen** of Cal-East/Lasalle Investments and

**David Scheffnocker** of Preston Partners discussing the outlook for industrial properties; **John Graham, EVP** of Direct Invest speaking on the topic of tenants in common capital; **David Starowitz** of The Harbor Group and **T. Courtney Jenkins III** of



(l-r) Richard Fradkin of Corridor RF&S Real Estate, Michele Salvino of First Potomac Realty Trust, Kevin Riegler of Heffner & Weber, and Kevin Keane of Abeshouse Partners recognize the value of networking at NAIOP-MD's events.

taking a look at the office properties; and **David Fick** of Legg Mason and **James M. Riordan**, of Lubert Adler Funds reviewing public capital.



## NAIOP MD Chapter Calendar of Events

- |          |  |
|----------|--|
| March 16 | <b>Spring Networking at Ram's Head Live</b><br>Ram's Head Live, Baltimore, MD        |
| April 8  | <b>NAIOP Community Service Project 2005</b><br>Druid Hill Park, Baltimore, MD        |
| May 2    | <b>NAIOP Members Spring Golf Outing</b><br>Towson Golf & Country Club / Eagle's Nest |
| May 12   | <b>Developers' Council</b><br>Details TBA  |
| May 18   | <b>Legal/Legislative CE</b><br>Sheppard Pratt Conference Center, Towson, MD          |
| June 9   | <b>Summer Social</b><br>Nick's Fish House, Baltimore, MD                             |
| Sept. 8  | <b>Developers' Council</b><br>Details TBA  |
| Sept. 26 | <b>Fall Golf Outing</b><br>Bulle Rock Golf Course, Havre de Grace, MD                |

Baltimore, MD 21230  
720 Light Street

