

NEWS



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

2007 NAIOP-MD HOLIDAY PARTY

M&T Bank Stadium - Thursday, Dec. 13 - Noon to 2 p.m.

Climb to New Heights in 2008!

EarthTrek's Chris Warren Will Show You How

Featuring a new location, NAIOP-MD's Holiday Party will help you climb to new heights this year.

Having been featured on television specials for ABC and NBC, Earth Treks' Chris Warner will take you on a 45-minute, motivational journey with his awe-inspiring, edge-of-your-seat, tear-jerker multimedia show from his most epic and unbelievable experiences guiding Mount Everest.

THIS EVENT WILL SELL OUT!

REGISTER NOW:

www.naiopmd.org/2007holidayparty.htm



NAIOP 2008 Awards Deadline is November 30!

The clock is ticking! The deadline for entering NAIOP-MD's Development Awards 2008 is Friday, Nov. 30, 2007.

This competition awards excellence in building development by evaluating all facets of the project including building design, lobby design, landscaping, leasing, site plans and more!

So what are you waiting for? ENTER NOW! An application and more is available online at www.naiopmd.org/2008awards.htm.



WINTER 2007

Welcome New Members

Steve Arnold

Columbia National Real Estate

Ashley Chertkoff

Sperry Van Ness/Real Site Commercial Group

William Barroll

Corporate Office Properties Trust

Richard Escalante

Baltimore Development Corporation

John Fortino

Campbell, Nolan & Associates, Inc.

William Holland

Tri-Star Development, LLC

William Holzman

St. John Properties, Inc.

David LeBrun

Imperial Capital Bank

John Long

PNC Real Estate Finance

W. McLay

John Hancock

Charles McMahon

General Growth Properties, Inc.

Howard Perlow

Commercial Settlement Services, LLC

Patrick Tehan

Mercantile Safe Deposit & Trust

Anthony Vitti, Sr.

CAN, Inc.

OOPS....

In the last issue we listed new member **Adam Voran** as an employee with Merritt Properties, Adam is actually a member of the **Bohler Engineering** team. Our apologies for the oversight.



Take Your Career to the Next Level with NAIOP-MD's Full Cycle Course

Back by popular demand and as part of its ongoing commitment to its members, the Maryland Chapter of NAIOP is pleased to offer **Full Cycle Real Estate - Level 1**, a five-session educational series targeted at real estate professionals wishing to increase their knowledge of the industry.

Leading industry executives will instruct five two-hour classes targeting specific areas of commercial real estate. Real world experience and relevant case studies will amplify the value of the course materials! This education series will benefit real estate professionals at all levels and grant you unprecedented access to the commercial real estate industry's top executives.

This program sold out quickly during its initial offering so don't wait! Register online now at: www.naiopmd.org/2008fullcycle.htm.

FEATURED TOPICS

- *Economics, Real Estate Markets and the Development Process*
- *Financial Concepts, Capital Markets & Investment Analysis*
- *Land Use, Design and Legal/Regulatory/Governmental Issues*
- *Construction Management and Project Management*
- *Marketing, Leasing and Asset Management*

Save the Date!

March Madness Networking Social
March 20

ESPN ZONE



NAIOP-MD Chapter Calendar of Events

December 13	NAIOP-MD 2007 Holiday Party M&T Bank Stadium Baltimore, MD
January 24	Full Cycle Real Estate Course Begins 135 National Business Parkway Annapolis Junction, MD
February 5	NAIOP-MD 2008 Market Update Sheppard Pratt Baltimore, MD
March 20	March Madness Networking Social ESPN ZONE Baltimore, MD
April 17	NAIOP-MD Awards 2008 Dinner Hippodrome Theater Baltimore, MD

Baltimore, MD 21230
720 Light Street

