

## March Madness Networking Social March 20

### ESPN ZONE

### March Madness! Wall-to-wall TV's! Who could ask for more?



Join NAIOP-MD on Thursday, March 20 for a networking social at ESPN Zone in the Screening Room reserved exclusively for NAIOP. With wall-to-wall TV's you are sure to find every game while networking with your professional peers. It's a great excuse to keep up with March Madness while discussing a little shop.

Catch your favorite college basketball game in the screening room, the ultimate place to watch "the game." It offers multigame viewing, statistical updates by the minute and specialized sports centered around a 16-foot video wall with tiered seating. Enjoy a drink and hors d'oeuvres while networking with your fellow colleagues.

NAIOP-MD is predicting a sellout so don't wait, register now at [www.naiopmd.org/2008marchnetwork.htm](http://www.naiopmd.org/2008marchnetwork.htm)

## Awards 2008 Banquet Tickets Now Available!

Hollywood has the Oscars. Athletics has the Olympics. Maryland's commercial real estate industry has the NAIOP Awards. Honoring the state's finest development projects, tickets for this awards gala are now available at [www.naiopmd.org/2008awards.htm](http://www.naiopmd.org/2008awards.htm).

### TICKETS

\$175 for members      \$200 for non-members  
Table (10 people) \$1,575 for members, \$1,800 for non-members

## SPRING 2008

### Welcome New Members

**Barbara Alden**  
Manekin, LLC

**Robert Aumiller**  
MacKenzie Commercial Real Estate Services

**Adam Baker**  
Whiteford, Taylor & Preston, LLP

**Christina Berzins**  
St. John Properties, Inc.

**Lambert Boyce CPA**  
Clifton Gunderson, LLP

**Laurie Boyer**  
Frederick Co. Office of Economic Development

**Howard Brown**  
David S. Brown Enterprises

**Richard Cobert**  
Baltimore Co. Dept. of Economic Development

**Gina Cocco**  
Bignell Watkins Hasser Architects

**Maryellen Dolan**  
First Potomac Realty Trust

**Glenn Ercole**  
MacKenzie Commercial Real Estate Services

**Richard Escalante**  
Baltimore Development Corporation

**John Freedman**  
Wrightwood Capital

**F. Hughes**  
Sherwood Partners, LLC

**Mike Kovacs**  
Plano-Coudon, LLC

**Brandon Lough**  
Manekin, LLC

**Matt Melnick**  
Trout, Segall & Doyle

**Michael Mock**  
Morgan-Keller Construction

**Julie Natoli**  
The Brick Companies

**Jennifer Pena**  
St. John Properties, Inc.

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## LEGISLATIVE UPDATE: Chapter Experiences Busy General Assembly

NAIOP Maryland's Legislative Committee is again hard at work in Annapolis fighting to protect and advance the economic interests of commercial real estate and the professionals associated with the industry. Tracking and testifying on more than a dozen critical pieces of legislation being considered in the 2008 Session of the Maryland General Assembly, NAIOP's team has spent countless hours delivering commercial real estate's message to the legislators. The team is also expanding its efforts into a closer monitoring of the various county councils; of particular importance at this time is Anne Arundel County's legislation to adopt greatly expanded impact fees that could adversely affect both commercial development and homeowners.



Recognizing the magnitude of time the legislative issues demand of NAIOP volunteers, the Legislative Committee is also in the midst of securing a new full-time Vice President of Government Affairs. The person who fills this position will work closely with the Legislative Committee, NAIOP's lobbyists from Manis and Canning, and the Executive Director in coordinating and representing the Chapter in Annapolis and at the various county levels. We are close to finalizing an offer to a highly-qualified candidate.

Among the bills being carefully monitored and opposed by NAIOP are: **SB 313** - which proposes that a maximum of 5% retainage be held for contractors and subcontractors; **SB 559 / HB260** - IDOT recording taxes will be paid on indemnity mortgages, deeds of trust or other security interests in real property; **SB 561** - which proposes to separate the tax rate between property classes such as residential vs. commercial; **SB 791** - enabling legislation to allow excise taxes to be imposed on all types of building construction within a municipal corporation; **SB 407** - which established an elevator safety review fund; **HB 13** - which proposed to require landlords to retain common area maintenance receipts for inspection and opposing the Tech Tax.

NAIOP is your voice in Annapolis. Your membership in NAIOP as well as your support of the NAIOP PAC is crucial to these efforts.

## Welcome New Members

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**George Plakosh**  
FaciliCare

**Jennifer Pollard**  
Whiteford, Taylor & Preston, LLP

**Megan Sanders**  
Trammel Crow Company

**Stephen Sattler**  
St. John Properties, Inc.

**Christina Smith**  
Creaney & Smith Group

**P. Sullivan**  
FRP Development Corporation

**Michelle Van Newkirk**  
St. John Properties, Inc.

## NAIOP-MD Calendar of Events

- March 20 **March Madness Networking Social**  
ESPN ZONE, Baltimore, MD
- April 8 **New Member Breakfast**  
Pikesville Hilton, Pikesville, MD
- April 17 **NAIOP-MD Awards 2008 Dinner**  
Hippodrome Theater, Baltimore, MD
- May 12 **NAIOP-MD Spring Golf Outing**  
Chestnut Ridge Golf Course, Lutherville, MD
- May **Legislative Update**  
Details TBA
- June **Summer Social**  
Details TBA

Baltimore, MD 21230  
720 Light Street

