

# The Benefits of Membership

**NAIOP**  
COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
CHARLOTTE CHAPTER

Building professional relationships

Advocating for local, state and federal legislative issues

Networking within the industry

Learning about industry hot topics

## Who are NAIOP members?

NAIOP members include commercial developers, owners, brokers, bankers, architects, engineers, attorneys, title companies, and more. We are in ALL sectors of the commercial real estate industry: retail, multi-family, office, industrial, and mixed-use.

## Recent Legislative Priorities

- **Supported and won** a repeal of the North Carolina Protest Petition statute eliminating a tool frequently used by neighborhood groups to unfairly force concessions from property owners and developers.
- **Successfully opposed** a legislative proposal to redistribute locally collected Sales Tax Revenue from urban areas to communities across the state.
- **Successfully advocated** for improvements to Mecklenburg County's construction permitting and inspection process, including the implementation of new software and processes to more fully integrate plan review and building inspections.
- **Actively engaged** with City staff in the creation of Charlotte's Unified Development Ordinance.



Chris Thomas, Partner - Retail  
Childress Klein Properties

"NAIOP is the industry organization that provides us with the most relevant development-related information and perspectives. NAIOP is acknowledged by our elected leaders and state and local government staffs as having the best understanding of issues that impact our communities. Childress Klein has always been active in NAIOP leadership, and has benefitted from the organization's activities and initiatives."

## Annual NAIOP Activities

- Lunch with a Leader Series (members only)
- Statewide Conference
- Networking Socials
- Day at the Capitol in Raleigh
- Golf and Clay Shooting Tournaments
- Developing Leader Only Events
- Developing Leader Mentorship Program
- Battle of the Bands

## Join NAIOP Charlotte

Complete the online membership application available at the following link:

<http://www.naiop.org/membercenter/join.cfm>.

Sherrie Chaffin  
Trinity Capital Advisors



"For Trinity Capital, NAIOP is the best fit. It provides developers a voice on the local, state, and national level while providing current, pertinent information on relevant government issues that affect our industry. NAIOP has dedicated resources to advocate on our behalf, providing results that help us succeed."

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## Categories of Membership

Membership Category	1st Person	2nd & 3rd Person	4th Person+
<b>Principal</b> (developer, owner, asset manager)	\$850	\$500 each	\$275 each
<b>Associate</b> (all others)	\$850	\$500 each	\$275 each
<b>Developing Leaders</b> (35 and under)	\$275	\$275 each	\$275 each
<b>Public Official / Non-Profit / Academician</b>	\$425	\$425 each	\$425 each
<b>Student</b>	\$38	\$38 each	\$38 each

## NAIOP Charlotte Members

Agracel, Inc. | Alfred Williams & Company | Allegiant Commercial Experts LLC | Altus Group | Archer Western Construction, LLC | Asana Partners | Avison Young | Bank of America | Batson-Cook Construction | Beacon Partners | Bell Davis Pitt | Bennett & Pless | Bloc Design, PLLC | Bohler Engineering NC, PLLC | Builttech Services, LLC | Burton Engineering Associates | CBG Building Company | Childress Klein | Choate Construction Company | Civil & Environmental Consultants, Inc. | Clancy & Theys Construction Company | Claris Construction | Cline Design Associates, PA | Crescent Communities, LLC | DCE Solar | Doerre Construction Company | Drucker and Falk, LLC | EastGroup Properties | ECS Southeast, LLP | Edwards Construction Services | EI Group, Inc. | Elite Touch Cleaning Services, Inc. | Elliott Davis, PLLC | ElmTree Funds | EMH&T | Foundry Commercial | Fourth Elm Construction LLC | Gensler | Grandbridge Real Estate Capital, LLC | Graycor Construction Co | GreerWalker LLP | Griffin Brothers Companies | Healthcare Realty | HFF | Holder Construction Company | Horack Talley | Intercon Building Corporation | Intercon Building Corporation | Investors Title Insurance Company | Jenison Construction Incorporated | K&L Gates | KDC Real Estate Development & Investments | Kilpatrick Townsend & Stockton LLP | Kimley-Horn | Labella Associates, D.P.C. | LandDesign, Inc. | Landmark Builders | Liberty Property Trust | Lincoln Harris | Little LRC Properties | LS3P Associates Ltd. | M+A Architects | McCraney | McMillan Pazdan Smith Architecture | McMillan, PLLC | Mechanical Contractors, Inc | Metromont Corporation | Miles-McClellan Construction | Momentum Construction | Monroe-Union County Economic Development | Moore & VanAllen | MPV Properties | Multivista | Myers & Chapman, Inc. | Nexsen Pruet PLLC | Niagara Bottling, LLC | Northwood Development, LLC | NOVA Engineering | Progressive ae | Ranger Construction, Inc | Rodgers Builders, Inc. | Samet Corporation | Selwyn Property Group, Inc. | Shelco LLC | SilverCap Partners LLC | Southside Constructors, Inc. | Spangler Restoration | SpeedPro Imaging | Charlotte Center | SunTrust Bank | TD Bank N.A. | Terracon Consultants | The Fallon Company | The Keith Corporation | The Korte Company | The Spectrum Companies | Trademark Visual | Trinity Capital Advisors | UNC Charlotte | UNCC | United Mechanical Corporation | US Lawns | Virginia Tech | Wells Fargo Bank | Wharton-Smith, Inc. | Whiting-Turner Contracting Company

## FAQs

- **How do I join NAIOP Corporate?** You only need to pay once. The dues are inclusive of the Charlotte Chapter and national membership. Join today: <http://www.naiop.org/membercenter/join.cfm>.
- **How are my future dues calculated?** NAIOP dues are for 12 months of membership. When you join, you pay for 12 months. On your first anniversary, you will receive a prorated dues invoice to update your dues to a calendar year billing.
- **What type of membership do I qualify for?** Principal members are individuals whose primary business is development, ownership, asset management or investment. Associate members are those who provide products or services to the industrial, office, mixed-use or related commercial real estate firm. Discounts are available for multiple persons from a firm.
- **Can I join other NAIOP Chapters?** Yes you may. First you join based on the location of your office (e.g. Charlotte). Then you can contact NAIOP Corporate to request an additional chapter and to receive a quote on the additional chapter dues.
- **When I submit my application with NAIOP Corporate, will they notify the Charlotte Chapter?** Upon processing you application, you and the chapter will receive a welcome message via email. This can take up to 5 days.
- **What is a Developing Leader?** You qualify if you are 35 years or younger and are a developer, owner, investor, asset manager or provide services in commercial real estate.

## Contact Us

The NAIOP Charlotte offices are located at 1300 Baxter St., Ste. 360, Charlotte, NC 28204. If you have any questions, please give us a call at 704-940-7383. You can also email us at [info@naiopcharlotte.org](mailto:info@naiopcharlotte.org) or visit us online at [www.naiopcharlotte.org](http://www.naiopcharlotte.org).

