



**NAIOP at the National Level**

NAIOP is a dynamic network of 57 chapters representing more than 18,000+ real estate members across the United States and Canada. For 44 years, NAIOP has represented the interests of developers, owners, investors, managers, brokers, attorneys, architects, lenders, contractors and public officials in protecting and shaping the commercial real estate industry.

**NAIOP at the Chapter Level**

Founded in 1989, the NAIOP San Francisco Bay Area chapter encompasses members from San Francisco, Alameda, Contra Costa, San Mateo, Marin and Sonoma Counties. Of these members, there is a strong representation of owner/developers and a wide array of service providers who cover the spectrum of real estate issues. The chapter’s mission is to support the Bay Area commercial real estate industry by proactively influencing legislative policy, providing superior educational events and fostering networking opportunities.

**NAIOP at the Member Level**

As a NAIOP member, you become part of an influential constituency of industry leaders and politically involved business professionals at the national, state and local level. NAIOP provides opportunities for you to develop new business relationships, keep current on the latest issues and trends in the industry, and share experiences with colleagues who are among the industry’s top professionals.

**Networking and Professional Development Opportunities**

- |                             |                                |
|-----------------------------|--------------------------------|
| A full calendar of programs | Online membership locator      |
| Sponsorship visibility      | Expert project advice          |
| Committee involvement       | Research resources             |
| Legislative policy action   | National chapter network       |
| Community service projects  | National forums                |
| Membership directory        | Annual conferences, symposiums |

**NAIOP at the Sponsor Level**

As a NAIOP sponsor, you’ll join our impressive list of companies that have benefited from associating with the NAIOP name. Platinum, Gold, Silver, Friend of NAIOP and President’s Circle opportunities are also available.

**Officers**

**President**

Awais Mughal, Harvest Properties

**Immediate Past President**

Trevor Wilson, Broadreach Capital

**Secretary**

Sharon Groenendyk, JP Morgan Chase Bank

**Treasurer**

Richard Morisky, WTAS

**Committee Chairs**

**Membership**

Scott Pertel, Marcus & Millichap

**Programs**

Meade Boutwell, CBRE

Sharon Groenendyk, JP Morgan Chase Bank

**Sponsorship**

Terry Daly, Kearny Capital Partners

Kevin Crabtree, Cox Castle & Nicholson

**Legislative Action**

Phil Wang, Duane Morris

Mark Mengelberg, Seyfarth Shaw LLP

**Advisory Council**

Gordon Hess, Ellis Partners LLC

Ashley Powell, RREEF

Vincent Schwab, Marcus & Millichap

Don Shaver, LBA Realty

Dennis Williams, Northmarq Capital

**Board of Directors**

Rob Bickel, Sovereign Investment Co.

Meade Boutwell, CBRE

Kevin Crabtree, Cox Castle & Nicholson

Terry Daly, Kearny Capital Partners

Matt Field, TMG Partners

Drew Gordon, Venture Corporation

Sharon Groenendyk, JP Morgan Chase Bank

Mark Mengelberg, Seyfarth Shaw

Richard Morisky, WTAS

Awais Mughal, Harvest Properties

Scott Pertel, Marcus & Millichap

Lauren Pressman, Aspiriant

Chris Robbins, North Point Energy Solutions

Kevin Saavedra, Morgan Stanley

Stephen Van Dusen, Eastdil Secured

Phil Wang, Duane Morris

Trevor Wilson, Broadreach Capital

Brad Zampa, Cornish & Carey Commercial

**Corporate Sponsors**

**PLATINUM**

Cassidy Turley

**GOLD**

Bank of the West

Cornish & Carey Commercial Newmark Knight Frank

Hines

US Bank

**SILVER**

Cox Castle & Nicholson

Holme Roberts & Owen

Howard S. Wright Constructors

Jones Lang LaSalle

Terreno

**FRIENDS OF NAIOP**

Allen Matkins Leck Gamble Mallory Natsis LLP

Chamberlin Associates

Duane Morris

Ellis Partners

Grubb & Ellis

Harvest Properties

Heffernan Insurance Brokers

Jay Paul Company

LBA Realty

Marcus & Millichap

McCarthy Cook

Mechanics Bank

NOVO Construction

Paramount Group Inc.

Partner Engineering

Seyfarth Shaw

Shorenstein Company

Stein & Lubin

Symphonic Investments

TMG Partners

Transwestern

WCV Properties

Woodruff Sawyer