



Welcome

New Member Brochure
NAIOP New Mexico Chapter



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Welcome from Board President Karl Smith



Welcome to NAIOP New Mexico!

On behalf of the Board of Directors and our entire membership, I am delighted to extend a warm welcome to you as a new member of our chapter. We are thrilled to have you join our community of commercial real estate professionals dedicated to advancing the industry in our region.

NAIOP New Mexico is committed to advocacy, education, and networking, and we strive to provide our members with valuable resources and opportunities for professional growth and development.

Advocacy: As a member of NAIOP New Mexico, you will have the chance to engage in advocacy efforts that promote pro-business policies and initiatives. We actively work with local and state officials to advocate for policies that support a vibrant and sustainable built environment.

Education: Our chapter offers a variety of educational programs, and events designed to keep our members informed about the latest trends, best practices, and regulatory changes impacting the industry. Whether you are a seasoned professional or new to the field, there are always opportunities to expand your knowledge and expertise.

Networking: NAIOP New Mexico provides numerous networking opportunities throughout the year, including luncheons, mixers, and special events. These gatherings offer the chance to connect with fellow industry professionals, build relationships, and explore potential business opportunities.

As we embark on this new year, I am excited to share that one of my key priorities as the 2024 Board of Directors President is to encourage a stronger pipeline towards the trades and Career Technical Education (CTE) training within our industry. The growth of the trades field plays a crucial role in supporting commercial real estate development. Skilled tradespeople, such as electricians, plumbers, carpenters, and construction workers, are essential partners in bringing projects to fruition. By fostering partnerships with trade schools, vocational programs, and apprenticeship initiatives, we can ensure a steady supply of skilled labor to meet the demands of our industry.

I encourage you to get involved with our chapter by participating in one of our committees. Whether your interests lie in advocacy, education, membership, or events, there are opportunities to make meaningful contributions and help shape the future of our organization.

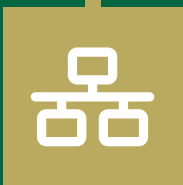
Once again, welcome to NAIOP New Mexico! I look forward to meeting you at our upcoming events and working together to advance the interests of the commercial real estate community in our region.

Warm regards,

A handwritten signature in blue ink that reads "Karl Smith".

President, NAIOP New Mexico

NM Chapter Membership Benefits



Outstanding Network Opportunities

You'll develop important business relationships and share experiences with colleagues who are among the industry's leading dealmakers. Additional networking tools NAIOP offers are:

- **NAIOP New Mexico Luncheons** — Attend monthly luncheons with 300-600 individuals involved in New Mexico's commercial real estate industry and enjoy relevant presentations from individuals across the state and the country.
- **Rio Rancho Roundtable** — Meet with industry leaders and discuss ways to improve New Mexico's commercial real estate initiatives and work towards economic development for the community and state.
- **Online Membership Directory** — Fully searchable, easy to use and a personal profile feature that allows you to add valuable networking information.
- **Bus and Hard Hat Tours** — Close look at recent projects
- **Combined Industry Events** — Including ULI and Intersections
- **Social Events** — Golf and cornhole tournaments, Fight Night

Powerful Government Affairs Presence

- NAIOP's **Government Affairs** is dedicated to providing members with an effective voice before all policymakers. Our chapter always keeps our members' best interest in mind. NAIOP New Mexico makes a point to:
 - Lobby on your behalf and testify on issues such as the availability of capital and credit, tax policy, energy efficiency, sustainable development, and more.
 - Supporting industry-friendly candidates through the NAIOP Political Action Committee (NAIOP-PAC).
- Strong connections with policymakers at the City, County and State Level.
- Small group meetings and luncheons with elected officials.

Business Development and Industry Partners

NAIOP's business development opportunities give companies a leg up by increasing their publicity and networking capabilities with NAIOP New Mexico members on both local and corporate levels. Don't miss out on numerous opportunities to heighten your business' profile at competitive rates. NAIOP Political Action Committee (NAIOP-PAC).

2024 Executive Committee Board Officers



Karl Smith
President
Pavilion Construction



Adam Silverman
President-Elect
Geltmore, LLC



Prakash Sundaram,
Vice President
Total Management
Systems
Sundaram Builders



Bobbi Kay Nelson
Treasurer
Nelson & Company



Michelle Franks
Secretary
Studio Southwest
Architects



Jim Strozier
2023 Past Chair
Consensus Planning



Lance Sigmon
2022 Past Chair
Allen Sigmon
Real Estate Group



Scott Whitefield
2021 Past Chair
CBRE



Joe Farr
2020 Past Chair
Duke City Commercial



Kurt Browning
**National NAIOP
Board Liaison**
Titan Development



Dale Dekker
**NAIOP Research
Foundation Governor**
Dekker Perich Sabatini



2024 Board of Directors

Vanessa Alarid | Alarid Consulting
Emily Allen | Dekker /Perich/Sabatini
Clay Azar | Metro Commercial Realty
Michael Balaskovits | Bohannon Huston, Inc.
Aimee Barabe | New Mexico Gas Company
Mackenzie Bishop | Abrazo Homes
Nick Chavez | Mesa Del Sol
James Chynoweth | CBRE
Rick Davis | R. Davis Companies
Justine Deshayes | Wells Fargo
Charles Giannini | Enterprise Builders
Mindy Gonzales | TLC & Spear Construction
Jennifer Greenwood | Centric Title
Sam Hatchell | Jaynes Corporation
James Hernandez | Nusenda
Justin Horwitz | Rodey Law Firm

Tom Jenkins | Real Estate ANM
Jessica Kuhn | Enterprise Bank & Trust
Adam Leyba | Klinger
Wade Messenger | Pulte Group
Salvator Perdomo | Titan Development LLC
Alexandra Pulliam | NAI SunVista
Sherry Read | Century Bank
Rebecca Rodriguez | Yearout Mechanical Inc.
Elisha Saavedra-Torres | PNM
Darin Sand | Goodman Real Estate
David Shaffer | AIC General Contractors Inc.
David Silva | Legacy
Jeff Stuve | Cauwels Investments LLC
Dennis Towne | Bradbury Stamm
Oscar Urias | Bridgers & Paxton
Angela Piarowski | Modulus Architect

Non-Voting Ex-Officio Board Of Directors

John Mitchell | DXD Capital | Developing Leader Committee Chair
Bethany Pendergrass | Rio Rancho Public Schools | Ex-Officio
Carey Plant | Amrep Southwest, Inc. | HBA of Central New Mexico | Ex-Officio

Committees



Developing Leaders

Works on programing for members 35 years of age and under and finds special opportunities for them to engage with and learn from more seasoned professionals in the Commercial Real Estate Industry.



Golf Tournament

(April – September) Organizes and holds an annual golf tournament for NAIOP Members and guests.



Fight Night

(January – October) Organizes and executes a captivating and engaging “Fight Night” event that reflects the spirit of camaraderie and competition.



Rio Rancho Roundtable

(January – November) Assists in choosing topics, arranging for speakers, and coordinating presentations of the Rio Rancho Round Tables each year.



Nominating

(May-September) Ensures the diverse representation of the commercial real estate development community within board by effectively identifying and recruiting new members.



Government Affairs

(Year round) Work with NAIOP staff on policy issues related to the industry.



Awards of Excellence

(April – December) Produces an annual luncheon that recognizes excellence in the real estate industry via a number of award categories.



Investment

(Once a Quarter) Oversees Chapter investments and procedures. To advise the Board and the Executive Committee on financial matters and tax-related issues.



PAC

(Year round) A separate 501(c)4 that communicates the goals and interests of the business community to candidates running for office. Help elect pro-business candidates to office.



STEM Research/Science Fair

(January – April) Oversees the Chapter’s involvement with the UNM STEM Research Fair and coordinates Chapter activities with the fair’s staff.



Seminar

(December – March) Plans, organizes and oversees one or one, ½ day seminar sessions that provides 5 CEU credits to attendees and meets the Chapter budget requirements.



Outreach

(Year round) Enhances membership recruitment, growth, and engagement within the chapter.



Get Involved Today!

Visit naiopnm.org/committees or email Rhiannon Samuel, RSamuel@naiopnm.org to learn more or join a committee today.



Developing Leaders

Networking for
our NAIOP
members of
35 years of age
or younger

DL's

NAIOP's Developing Leaders is an exclusive program geared specifically for all professionals age 35 and under. Your membership entitles you to participate in our extensive network, gain instant access to the latest industry news and enjoy unparalleled networking opportunities.

Most importantly, our program is designed to help you move your career forward by offering you the tools to for success. For those ready to connect with their peers and gain instant access to leaders of the industry, joining NAIOP's Developing Leaders is a no-brainer.

The NM NAIOP Developing Leaders council will build a strong foundation for young commercial real estate professionals by bridging the gap between innovation and experience, where career growth and community development flourish. The council's intention is to influence and cultivate the next generation of young professionals through mentorship, education, and networking.

Join DL's Today!

Visit naiopnm.org or email JT Mitchell, DL Committee Chair, jt@dxd.capital to request more information and become a sponsor.



National Membership Benefits

21,000
members
nationwide
top developers, owners,
investors, brokers and more

Advocacy in Congress

- As the Inflation Reduction Act of 2022 was being voted on, NAIOP mobilized to eliminate the carried interest provision in the bill.
- Built cross industry coalitions to pass improvements to the state's CPACE Program and housing zoning changes at the City of Albuquerque called the Housing Forward Plan.
- **PAC Fund** – A separate 501(c)4 from the chapter that supports pro-business candidates at all levels of government

Networking

- **NAIOP National Forums** – Brings together successful commercial real estate leaders in an open environment where you can share knowledge and assist each other on hot topics of interest. Forums members range from experienced executives to Developing Leaders.
- **Corporate Awards** – NAIOP distinguishes outstanding achievements annually with awards for businesses, individual members and chapters. Some of our awards categories include Developer of the Year, Developing Leaders Award and Chapter Merit Awards.
- **Online Membership Directory** – Fully searchable, easy to use and a personal profile feature that allows you to add valuable networking information.

Discounts on Education Programs and Resources

- **Upcoming conferences**, ranging from specialty product types to trends and leadership
- **On-demand courses** – keep ahead on your own schedule
- Participate in a **NAIOP Advantage Series** webinar
- These programs are specifically designed to maximize your **professional development**, not to mention that they are relevant and timely, so you're leading the conversations instead of observing. In addition, NAIOP members receive a complimentary subscription to the award-winning Development magazine and industry updates through email.

Advocacy for your company



Rhiannon Samuel
Executive Director

One of the most important activities NAIOP New Mexico does is **advocate on behalf of the industry** to create a friendlier business environment while being responsive to the community's needs. Help us increase our influence by donating to our independent PAC fund.

One of the cornerstones of NAIOP New Mexico's mission is to advocate tirelessly on behalf of our industry, championing initiatives that foster a more conducive business environment while also remaining attuned to the evolving needs of our community. We believe that a thriving commercial real estate sector not only drives economic growth but also plays a crucial role in enhancing the quality of life for all residents.

Achieving these objectives requires significant resources, particularly in the realm of advocacy and lobbying efforts. It is essential that we have the means to effectively communicate our industry's perspectives and priorities to policymakers and stakeholders at all levels of government.

Your support as a member of NAIOP NM is not just an investment in New Mexico; it is an investment in the future prosperity of our industry and the communities we serve. Together, we can work towards creating a business environment that fosters growth, innovation, and prosperity for all. If you have any questions or would like further information about our PAC fund and its initiatives, please do not hesitate to contact me.

Recent Successes



26% Membership Growth

There were 226 members in January 2022 and now the chapter has 286 members in January 2024.



Advocacy

Built a coalition to fix State's CPACE legislation for ease of use for the development industry.



Increased Value-Add

2 new events added: Bus Tours and Fight Night



Mentorship Program

New program created to help increase the sustainability of the industry and the chapter



Calendar of Events | 2024

JANUARY

Jan 22 Luncheon
Jan 25 DL Happy Hour

FEBRUARY

Feb 1 RR Roundtable
Feb 12-14 Chapter DC Retreat

MARCH

Mar 7 RR Roundtable
Mar 14 District Tour
Mar 26 Luncheon
Mar 28 DL Happy Hour

APRIL

Apr 4 RR Roundtable
April 18 Seminar
Apr 23 Luncheon
April 27 Cornhole Tournament

MAY

May 2 RR Roundtable
May 21 Luncheon
May 23 DL Happy Hour

JUNE

Jun 6 RR Roundtable
Jun 13 District Tour

JULY

Jul 23 Luncheon
Jul 25 DL Happy Hour

AUGUST

Aug 1 RR Roundtable
Aug 27 Luncheon

SEPTEMBER

Sep 5 RR Roundtable
Sep 17 Golf
Sep 19 District Tour
Sep 24 Luncheon
Sep 26 DL Happy Hour

OCTOBER

Oct 7-10 NAIOP Converge
Oct 18 Fight Night

NOVEMBER

Nov 7 RR Roundtable
Nov 19 Luncheon
Nov 21 DL Happy Hour

DECEMBER

Dec 6 Awards of Excellence
Dec 12 District Tour

- Rio Rancho Roundtable
- Corporate Events
- District Tours
- Special Events
- Luncheon
- Developing Leaders

Note: Above dates subject to change. For latest information and to register, visit naiopnm.org/events

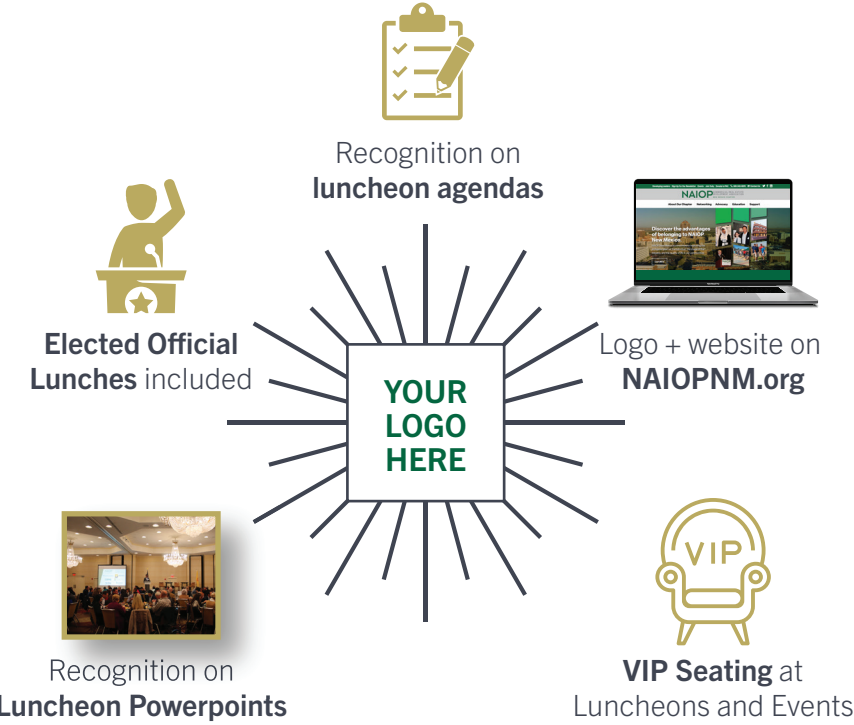
Sponsorship Offerings

Connect your company to the leaders in NM commercial real estate

while you support political advocacy on issues directly affecting your bottom line. There's no better investment you can make for the future of your company.

Benefits

The Chapter offers 6 different sponsor packages. Members purchasing packages receive a discount of \$250 off their total package amount for every NAIOP member their company has with the local chapter. In addition to the individual sponsor benefits for each event you sign up for, below is the annual sponsor benefits you will receive with variations at different levels.



Levels

CHAMPION	\$20,000+
ADVOCATE	\$15,000+
AMBASSADOR	\$12,000+
PARTNER	\$10,000+
ALLY	\$8,000+
SUPPORTER	\$5,000+

Become a Sponsor Today!
 Visit naiopnm.org or email Rhiannon Samuel, RSamuel@naiopnm.org to request more information and become a sponsor.

2024 Sponsors

CHAMPION \$20,000

DEKKER
PERICH
SABATINI

Architecture
in Progress

ADVOCATE \$15,000

NAI SunVista

TITAN
DEVELOPMENT

AMBASSADOR \$12,000

Bohannon & Huston

CliftonLarsonAllen

EB ENTERPRISE
BUILDERS

JAYNES
Build. Lead. Grow.™

OLD REPUBLIC TITLE

WELLS
FARGO

PARTNER \$10,000

Bradbury Stamm
FBT Architects
Modulus Architecture & Land Use Planning
NM Gas Company
PNM
Total Management Systems

ALLY \$8,000

Bank of Albuquerque
Legacy Development
Mesa Del Sol
Nusenda
Pavilion Construction
Quantum Fiber
TLC

SUPPORTER \$5,000

AIC
Alarid Consulting
Allen Sigmon
Bridgers & Paxton Yearout
Mechanical C&S Real Estate &
Brycon
C&S Real Estate & Development
CBRE

Centric Title & Escrow
Century Sign Builders Colliers
Century Bank
Century Sign Builders
Colliers
Consensus Planning
Duke City Commercial
Enterprise Bank & Trust

Geltmore LLC
Goodman Realty
Journal Center
King Capital CRE
Klinger
Metro Commercial Real Estate
Pulte Group
REDW

Rodey Law
Sandia Laboratory FCU
Southwest Capital Bank
Spear D
Studio Southwest Architects
Yearout Mechanical

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