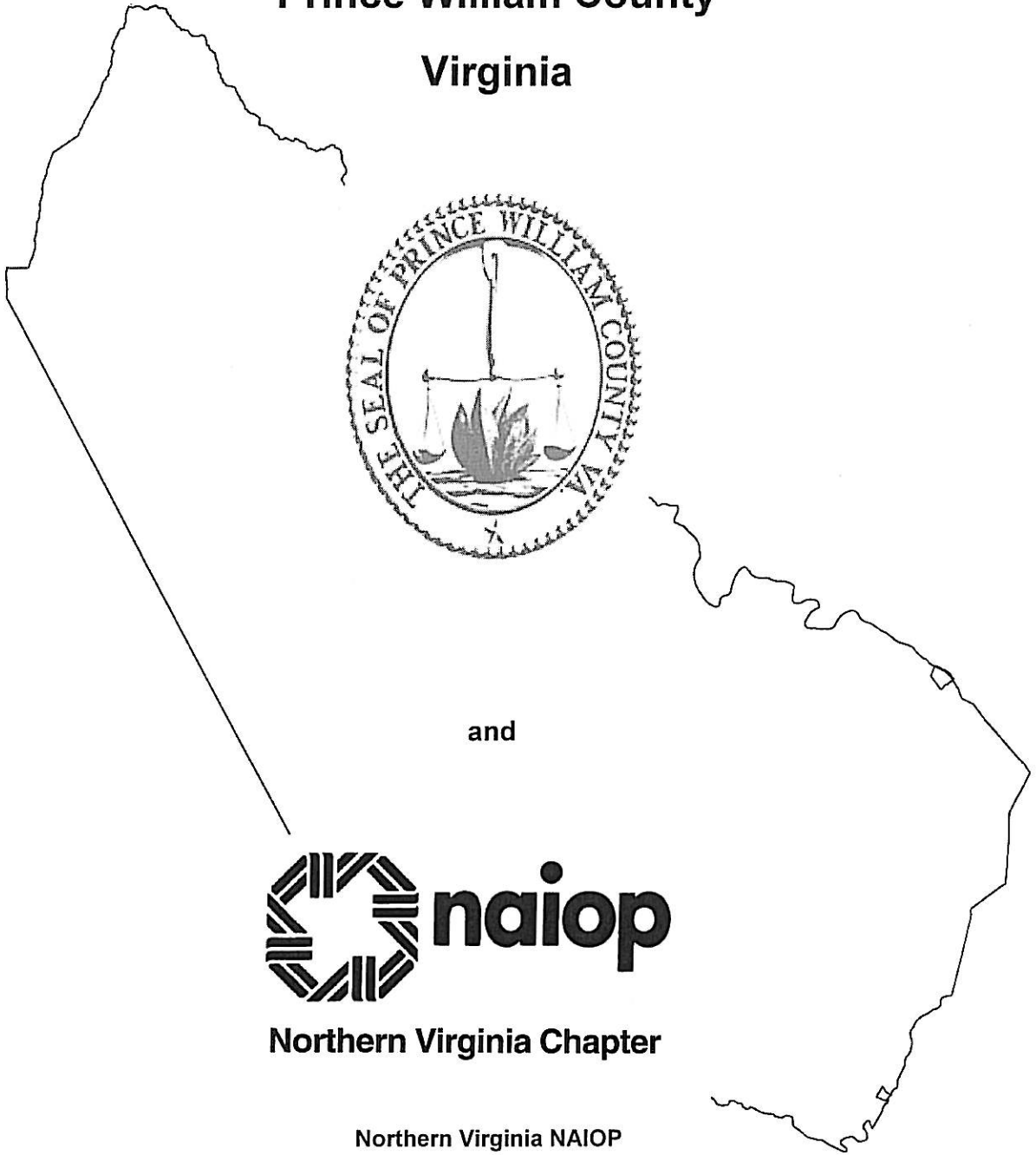


**Prince William County
Virginia**



and



Northern Virginia Chapter

Northern Virginia NAIOP
4900 Seminary Road, Suite 104
Alexandria, Virginia 22311
703-845-7080
www.naiopva.org

National Association of Industrial and Office Properties (NAIOP)

What Is NAIOP?

The National Association of Industrial and Office Properties (NAIOP) is the nation's leading trade association for developers, owners, investors, asset managers and other professionals in industrial, office and mixed-use commercial real estate. Founded in 1967, NAIOP comprises 14,500+ members in 53 North American chapters. It provides networking opportunities, educational programs, research on trends and innovations and strong legislative representation. NAIOP's sister organization, the NAIOP Research Foundation, is one of the industry's leading think tanks dedicated to conducting research assessing the trends, economic viability and needs of the built environment.

National NAIOP's Mission Statement

NAIOP is the international association of developers, owners and professionals of commercial, industrial and mixed-use real estate. Our members promote responsible, sustainable development that creates jobs. NAIOP supports diversity within the industry, provides education and advocates for legislation that benefits the communities in which we work and live.

Northern Virginia Chapter of NAIOP

The **Northern Virginia Chapter of NAIOP** (National Association of Industrial and Office Properties) was chartered in 1980 by a group of local developers. Governed by a Board of Directors and Executive Committee, Northern Virginia NAIOP is one of the largest chapters with over 800 members.

The association offers a full complement of services for its membership, including: monthly educational programs, an annual bus tour, annual awards program, annual and mid-year real estate forecasts, spring and fall golf tournaments and legislative representation at the state and local level.

Our **MISSION** is to enhance the Northern Virginia commercial real estate community by:

- Advancing professional and industry standards
- Enhancing image and public perception of the industry
- Maintaining an effective government action plan
- Positively impacting the environmental, social, and economic quality of life in Northern Virginia
- Sharing professional ideas for growth and greater understanding

What does NAIOP do?

PROGRAMS

NAIOP's timely educational programs and seminars are designed to help maximize professional development and business opportunities. In addition to our Development 101 educational series, recent program topics have addressed Leadership in Energy and Environmental Design (LEED) and the Virginia General Assembly legislation to increase transportation funding.

BUS TOUR & TRADE SHOW

Over 550 people attend our award winning Bus Tour each year which provides real estate professionals the latest information on what's happening in the Northern Virginia real estate market. The trade show, held in conjunction with the Bus Tour, offers NAIOP members an opportunity to showcase their projects, products or services.

AWARDS GALA

Our annual Awards Gala which recognizes the best Northern Virginia buildings, interiors, marketing and transactions.

GOVERNMENT AFFAIRS

NAIOP monitors legislative and regulatory issues at the local and state levels and, through our National organization, at the federal level. Our members have represented the development community's interests on issues as diverse as Low Impact Development (LID), comprehensive plan changes, and increased transportation funding.

ECONOMIC DEVELOPMENT

In conjunction with organizations such as the Northern Virginia Transportation Alliance (NVTA) and the Northern Virginia Economic Development Coalition (NVEDC), NAIOP works to sustain and foster growth and quality of life in Northern Virginia.

COMMUNITY SERVICE

Through organizations such as Youth for Tomorrow, Capital Area Food Bank, Life with Cancer, Goodwill Industries, Carpenter's Shelter and The Susan G. Komen National Race for the Cure, NAIOP members are given an opportunity to give back to their community.

**Representative List of Prince William County Commercial Property Owners
and NAIOP Members***

Bavar Properties Group

BlackRock Holdings

Buchanan Partners, LLC

Clark Realty Capital

Comstock

Dupont Fabros Development

Elm Street Development

EQUINOX Investments, LLC

Farms & Acreage

First Potomac Realty

I-95 Business Parks Mgmt, LLC

Jonas Cooke Interests

Kettler

Lerner Enterprises

Long & Foster

Norman Realty

Opus East

The Peterson Companies

ProLogis

Rector Construction

R.W. Murray Co.

Standard Properties, Inc.

The Tetra Partnerships

Weber Ghadban & Associates, Realty

WestDulles Properties

Wetland Studies and Solutions, Inc.

WTG Properties, Inc.

Representative List of NAIOP Member Participation in Prince William County Government Committees

Commercial Development Committee

Steve Daves, R.W. Murray Co.

William D. Fairchild, R.W. Murray Co.

Jon Peterson, The Peterson Companies

Coleman Rector, Rector Construction Company, Inc.

Plan Improvement Committee

Mike Kitchen, christopher consultants

Joe McClellan, William H. Gordon Associates

Policy & Standards Committee

Steve Daves, R.W. Murray Co.

Bond Process Review Committee

Steve Daves, R.W. Murray Co.

ZORC

Mike Kitchen, christopher consultants

Fire Prevention Code Appeals Board

Joe McClellan, William H. Gordon Associates

Virginia Gateway Community Development Authority

William D. Fairchild, R.W. Murray Co.

Land Development Fee increase

Matt Marshall, Land Design Consultants

ADVISORY PLANS EXAMINER BOARD

Johnny Groupe, The Engineering Groupe

Jack E. Rinker, Rinker Design Associates

BUILDING CODE APPEALS BOARD

Joe McClellan, William H. Gordon Associates

Select NAIOP Partnerships with

Northern Virginia Localities

Alexandria – working with staff on Small Area Plans

Arlington – working with staff on revising 4.1 submission process

Fairfax – working on Green Building program for County and serve on Development Process Review Committee

Loudoun – ZORC

Prince William – Commercial Development Committee

Other Initiatives

Green Building

- Formed a special committee to help set a standard for region

Northern Virginia Transportation Alliance (NVTA)

- NAIOP members serve on Board of Directors
- Chapter provides support

Development 101

- Educational program on the fundamentals of development
- Local government staff may attend via NAIOP scholarships

Center for Real Estate Entrepreneurship at George Mason University

- Founding and funding of new academic center

Virginia Association for Commercial Real Estate (VACRE)

- Founding member
- Coordinate efforts to monitor statewide regulatory and legislative issues