

## 2024 NAIOP SOUTHERN NEVADA PRESIDENT'S CIRCLE SPONSORSHIP



ADVOCATE

EDUCATE

NETWORK



Members:

It's that time of the year when you review sponsorships and plan your commitments for next year.

With more than 700 members, NAIOP Southern Nevada Chapter delivers a range of value to cover the spectrum of reasons people join and remain members year after year.

Some of the main reasons include access to industry leaders, influencing legislative efforts, professional exposure, and professional development.

In our 36-year history, our chapter has delivered dynamic events like the Bus Tour, Spotlight Awards, sold-out Golf Tournaments, and exclusive Members-Only Mixers. NAIOP Southern Nevada has been recognized nationally year after year by NAIOP Corporate for our innovative monthly Programs, Educational events and the Developing Leaders Institute. The Community Service Committee keeps us engaged with worthy causes like Make-A-Wish Foundation, Street Teens, Helping Hands of Vegas Valley and more. This year, we added a full-time Government Affairs coordinator to help the committee.

NAIOP Corporate has also awarded our chapter as Chapter of the Year thrice because of the excellent work we do. We're able to do this work due to the support of our President Circle Sponsors.

We invite you to continue your support or become a first time President Circle Sponsor in 2024. Your active participation and sponsorship in NAIOP enables our industry and our chapter to thrive.

Sponsorship funds stay in our local chapter to sustain chapter operations and local Legislative efforts.

The sponsorship package details the 2024 President's Circle Sponsorship information and other sponsorship opportunities within our chapter throughout the year. Please review and return your commitment form no later than January 12, 2024, to secure full benefits for the year. [Click here](#) for the benefit package and [Click here](#) for the online commitment form.

Thank you for your membership, support, and commitment to the NAIOP Southern Nevada Chapter and to our community. Thank you to our [2023 President's Circle Sponsors](#).

**NAIOP Southern Nevada President**

**Reed Gotttesman**

Senior Vice President, Regional Manager  
Schnitzer Properties

**NAIOP Southern Nevada President Elect**

**Cassie Catania-Hsu**

Managing Director  
CBRE

## **Representing Our Industry Throughout Nevada**

- LVGEA: Chapter representatives are meeting regularly with LVGEA
- Southern Nevada Strong: Chapter representatives are working with Southern Nevada Strong as needed on one of their initiatives
- Nevada Contractors Board: A Chapter representative now serves on a multi-trade commission organized by the Nevada State Contractors Board
- Invanpah Study: Chapter representatives have been participating in a joint-municipal (Clark County and Henderson) study led by consulting firm MIG
- Nevada Energy: Chapter representatives will soon be serving on a “Development Council,” a group newly created by Nevada Energy.

## **The Nevada Legislative Session (2023) – Lobbied, Successfully**

### *The Good News:*

- A proposed bill that would allow companies to utilize existing utility easements without the property owner’s consent: did not pass.
- A proposed bill related to property tax caps that would have been bad for our industry did not pass.
- A proposed bill that would apply prevailing wage policies to any property/project that received any type of municipal, state, or economic development incentive did not pass in original form. However, a more amenable version of the bill did pass.
- A proposed bill with a very short effective timeline that would eliminate all lighting that was not LED technology did pass, but was vetoed by the Governor.

### *The Concerning:*

- Though it did not survive the session, our sources tell us that new heat illness regulations out of state or federal OSHA are imminent. While some specific proposals related to this effort could be considered reasonable, Government Affairs leadership is working to ensure that unreasonable policy proposals are addressed.

## **Leaping Forward For NAIOP Members:**

- Government Affairs Coordinator: This summer NAIOP SNV took a tremendous leap forward and hired a brand-new full-time position to serve Government Affairs for the chapter exclusively. Angela is a huge addition and will serve the chapter alongside our lobbyists (Argentum Partners) and Government Affairs Chair (Steve Neiger).
- Lien Issue - Amicus Brief Commissioned & Filed: An Appellate Court ruling put into jeopardy the standard industry practices related to contractors filing liens on all property types. The implications for our industry were potentially disastrous, so NAIOP SNV hired the best attorneys in the valley (for this subject matter) to draft an Amicus Brief, which has now been filed with both the Nevada Supreme Court and the Nevada Appellate Courts. This may require further action during the next legislative session (2025).

## **Ongoing Issues That Matter:**

- Lands Bill: For our members nothing is more urgent than the passage of a Lands Bill in Washington DC. NAIOP SNV is doing anything it can to help, from Clark County to Washington DC, including visiting our elected delegates at their offices (in Las Vegas, Carson City and in Washington DC) to assist in its passage.
- Evaporative Cooler Moratorium and Related Actions: As you’re aware, NAIOP SNV spent all of 2022 working with authorities to develop a far less dramatic and damaging policy for our industry related to initially proposed policies on the Evaporative Cooling Ban. More work is necessary in the next 18 months and NAIOP SNV is working diligently to represent our industry and members.

## NAIOP Southern and Northern Nevada 2023 Public Policy Initiatives

NAIOP, the Commercial Real Estate Development Association, is the leading organization for developers, owners and related professionals in office, industrial, retail and mixed-use real estate. With more than 750 members statewide, and over 303 affiliated businesses in the commercial development, construction, and property management fields, **our members represent the largest non-gaming economic driver in the state of Nevada.** In 2022 the commercial real estate development industry contributed **\$6.3 Billion to Nevada's GDP, \$2.5 Billion Nevada wages and salaries** generated, and 43,493 Nevada jobs created and supported. NAIOP's members are focused on advancing Nevada's local economies through advocacy and awareness of issues related to the long-term health of our economy and improved quality of life in the state of Nevada. NAIOP supports issues that are critical to the success of our member companies and Nevada as a whole, including the following:

**Economic Development** – NAIOP supports incentives and programs that will increase demand for commercial real estate by creating jobs and encouraging businesses to remain and expand within the state and/or relocate from other markets to Nevada. NAIOP supports efforts by organizations and legislators that:

- Support programs to **diversify our economy and incentivize businesses to relocate** to Nevada.
- Eliminate unnecessary statutory, regulatory, and local ordinances which make Nevada anti-competitive.
- **Enhance workforce training and development programs** focused on high wage economic clusters, such as Health Care, Manufacturing, Transportation and Logistics.
- Support legislation that will **promote banking reform** for increased commercial lending.
- **Improve revenue, funding matrix and flexibility for Nevada's K-12 and higher education system.**

**Government Funding** – NAIOP supports improving Nevada's tax structure in a manner that will continue to keep Nevada competitive in the Western United States. As business owners and as companies leasing to other businesses within the community, we recognize the need to support services with dependable streams of revenue. However, sound tax policy must be implemented to ensure any revision is applied fairly and does not disrupt the market. NAIOP, and indeed, the Legislature must have transparent and complete information before taking any responsible position on new or revised fees or taxes. NAIOP looks forward to contributing its industry knowledge to the discussion, and supports efforts by organizations and legislators that:

- Advocate for **creating efficiencies in Nevada's tax code** which result in generation of additional revenue by ensuring fair application of existing taxes, as opposed to new or higher taxes.
- Oppose the implementation of taxes and fees targeting specific industries and sectors, placing an unreasonable burden on businesses, reducing Nevada's competitive position or adversely impacting the sustainability of Nevada's economy.
- Ensure taxes and fees intended for use on infrastructure projects are not reallocated.
- Control state and local expenditures and support those recommendations that streamline programs, consolidate programs, eliminate wasteful programs, measure performance and promote efficiencies within governments that reduce the need for additional taxes.
- **Work to increase Nevada's share of available federal funding.**
- **Support technical revisions to the Commerce Tax**, reducing complexities and easing the burden of compliance on Nevada taxpayers.

**Transportation & Infrastructure** – NAIOP supports policies and improvements that will increase the overall transportation system resulting in efficiency of moving goods into and out of Nevada including expanding the capacity of the highways that serve the area. NAIOP supports efforts by organizations and legislators that:

- Support public-private partnerships that expand the capacity of our highways and major arterial streets.
- Support Interstate 11, from Arizona and through Nevada.
- **Support of the Clark County Lands Bills and the Northern Nevada Lands Bill, to expand BLM disposal boundaries, creating opportunities for more infrastructure and development.**
- Support highway expansions to improve access to Nevada's major markets including:
  - Improvement of US Highway 95 between State Route 163 and Interstate 40.
  - Improvement of State Route 164 between Interstate 15 and US Highway 95.
  - Improvement of Pyramid Hwy in Washoe County.



# 2024

## President's Circle Sponsorship

# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
SOUTHERN NEVADA CHAPTER

PLATINUM

### \$15,000



- One Breakfast Sponsorship
- Named Sponsor of One Major Chapter Event
- Platinum Discounts on Select Chapter Event Sponsorships
- Exhibit Table at Bus Tour



- Opportunity to Attend NAIOP Day in Carson City During Legislative Session
- Opportunity to Sit at Reserved Tables at Breakfast Programs
- Private Exclusive Tours (Members Only)



- Recognition from Breakfast Program Podium
- Website Link on Sponsor Page
- Company Website Link in Quarterly Electronic Newsletter

logo

- On Screen During Breakfast Announcements
- Scrolling Before & After Breakfast Program
- In Bus Tour Guidebook
- On Display at Spotlight Opening
- In Spotlight Program
- On naiopnv.org Homepage



- 6 Breakfast Program Attendees
- 6 Bus Tour Attendees
- 4 Spotlight Attendees
- 4 Mixer Attendees
- Early Golf Registration & Player Discount

GOLD

### \$10,000



- Gold Discounts on Select Chapter Event Sponsorships



- Opportunity to Attend NAIOP Day in Carson City During Legislative Session
- Opportunity to Sit at Reserved Tables at Breakfast Programs
- Private Exclusive Tours (Members Only)



- Recognition From Breakfast Program Podium
- Website Link on Sponsor Page
- Company Website Link in Quarterly Electronic Newsletter

logo

- On Screen During Breakfast Announcements
- Scrolling Before & After Breakfast Program
- In Bus Tour Guidebook
- On Display at Spotlight Opening
- In Spotlight Program
- On naiopnv.org Homepage



- 4 Breakfast Program Attendees
- 4 Bus Tour Attendees
- 2 Spotlight Attendees
- 2 Mixer Attendees
- Early Golf Registration & Player Discount

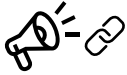
# 2024 President's Circle Sponsorship

SILVER

\$5,000



- Silver Discounts on Select Chapter Event Sponsorships
- Opportunity to Attend NAIOP Day in Carson City During Legislative Session
- Opportunity to Sit at Reserved Tables at Breakfast Programs
- Private Exclusive Tours (Members Only)



## Company Name

- On Screen During Breakfast Program Announcements
- Scrolling Before & After Program
- On Display at Spotlight Opening & in Program
- In Bus Tour Guidebook

## Company Website Link

- In Quarterly Electronic Newsletter
- On naiopnv.org Sponsor Page



- 4 Breakfast Program Attendees
- Player Discount for Golf Tournament



- On naiopnv.org Homepage

BRONZE

\$3,000



- Bronze discounts on select Chapter event sponsorships



- Opportunity to Sit at Reserved Tables at Breakfast Programs
- Private Exclusive Tours (Members Only)



## Company Name

- On Screen During Breakfast Program Announcements
- Scrolling Before & After Program
- On naiopnv.org Homepage
- On Display at Spotlight Opening & in Program
- In Bus Tour Guidebook

## Company Website Link

- In Quarterly Electronic Newsletter
- On naiopnv.org Sponsor Page



- 2 Breakfast Program Attendees
- Player Discount for Golf Tournament

COPPER

\$1,500



- Copper Discounts on Select Chapter Event Sponsorships
- Opportunity to Sit at Reserved Tables at Breakfast Programs
- Private Exclusive Tours (Members Only)



## Company Name

- On Screen During Breakfast Program Announcements
- Scrolling Before & After Program
- On naiopnv.org Homepage
- On Display at Spotlight Opening & in Program
- In Bus Tour Guidebook

## Company Website Link

- In Quarterly Electronic Newsletter
- On naiopnv.org Sponsor Page



- 1 Breakfast Program Attendee
- Player Discount for Golf Tournament