

NAIOP

2011 President's Message

We are currently operating in the most challenging real estate environment of our careers. Each of us individually, as well as our companies, continue to find ways to survive and, where possible, to prosper. Landlords have a renewed focus on tenant retention, unparalleled customer service, and keeping a tight rein on expenses. As the current real estate climate is turning the corner, we can optimistically adjust our outlook toward the future.

The numerous benefits provided by NAIOP touch the individuals and companies involved in the local real estate industry in different manners. Our hard-working public affairs committee operates with a pro-active approach as a participant in the legislative and regulatory processes that affect commercial real estate both locally and nationally. Our local chapter continues to offer programs that provide education and networking opportunities to our members. Focusing on all aspects of commercial real estate from financing and cost saving, LEED and sustainable development, market trends and current events we continue to be a leading source of information in the market.

The advantages of membership in NAIOP include the ability to tap into a peer group to discuss your real-life challenges and exchange ideas for solutions. As a member of NAIOP you are a part of a national organization that gives you a voice with legislators both locally and in Washington to help protect your interest as a participant in the commercial real estate industry. At a time when our industry is working through the current cycle, it is comforting to know this resource is available to you. Now, more than ever, it pays for you to become an active participant and take a role in NAIOP.

Brian S. Brennan

2011 Chapter President

Connecticut & Suburban NY Chapter