



December 15, 2010

Dear St. Louis Chapter NAIOP supporter:

Much has been in the works in 2010. The results are exciting and will provide sustainability for the chapter and, more importantly, help to provide additional networking, education and government policy action going forward. A brief 2010 summary:

1. CRI PAC formed (Comm'l R.E. Industry Political Action Committee) – **THIS IS A HUGE ACCOMPLISHMENT!** *Special thanks to Ann Auer of MGA, Megan Werner of the Sonnenschien Team, Apollo Carey of Sandberg, Phoenix and von Gontard, Steve Polk of Stormwater STL and others for tremendous efforts here!*
  - \$10,000 initially funded
  - \$7,800 strategically distributed to 17 different Missouri legislators in 2010
2. Conducted the following programs and events:
  - Breakfast program – Annual Missouri and Federal legislative wrap up
  - Breakfast program – Construction trends and technologies
  - Happy Hour program on capital markets trends
  - Half day education session on the new Federal agenda for Land Development
  - Three lunch webinars
    - 2010 Investment Outlook
    - ROI Analysis on LEED Buildings and Construction
    - Securing Debt and Equity in today's marketplace
  - Annual Holiday Party sponsored by Armstrong Teasdale including Representative John Diehl and Senator Eric Schmitt
3. Launched a Developing Leaders division of the St. Louis Chapter – this is the 35 age and younger group of our membership and will provide vital **future leadership**
  - Zane Whitely of Marcus and Millichap is the DL Committee Chair
4. We now have 3 local members involved in the national NAIOP Forums Program
  - Milton Haas – Koch Development: Marketing and Leasing Forum
  - David Busker – Koch Development: Private Developers Forum
  - Mark Billeaud – Capital Markets Forum

*Joining a Forum is an incredible way to network, build relationships and educate yourself in your area of expertise on a national scale.*

5. Successfully applied for and received a grant from NAIOP Corporate to hire our first Chapter Administrator

**WELCOM MEGAN WERNER!!!**

*Megan is recently retired from the Sonnenschien legal and lobbying team and has an extensive background in Missouri state politics including lobbying and serving both as campaign and official staff to various local and statewide elected officials.*

*Megan will help the chapter become better organized and grow – improving our effectiveness in networking, education programs and legislative affairs.*

6. Conducted our third year of “Capital Hill Day” in Washington – visited and educated several U.S. Congressman and Staff from the State of Missouri

In 2011 we will benefit from a new sponsorship program which we recently launched. This will streamline our operations budget and will contribute greatly to a more sustainable Program line up going forward. We already have the following sponsors: Armstrong Teasdale, HBD Construction, Summit Realty Ventures, and Stormwater STL. I expect to have three additional commitments in the next week and believe that we'll have a total of 15-17 sponsors by February of 2011.

As for programs, we already have four programs scheduled for the first half of the year – five more are planned for the second half. The first program is not one to miss: Bill Emmons with the Federal Reserve Bank of St. Louis will talk about the outlook for the CRE market in St. Louis – it will be held at the recently completed and renovated Federal Reserve building downtown – a remarkable and state of the art facility!

I believe we have much to be proud of and thankful for in our St. Louis Chapter. These are tough times, no doubt – but, I firmly believe that staying involved in an organization like NAIOP will be beneficial to your personal careers. At the least, your involvement certainly contributes to the successful stewardship of our industry through turbulent times. Stay involved!

The Committee Chairs will be cranking up meetings again in January. Thanks for all of your help and support and have a happy and safe New Year!

L. Mark Billeaud  
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President – St. Louis Chapter NAIOP  
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