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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. NAIOP provides unparalleled industry networking and education, and advocates for effective legislation on behalf of our members. NAIOP advances responsible, sustainable development that creates jobs and benefits the communities in which our members work and live.

For more information, visit www.naiop.org.

By addressing the pressing issues impacting our industry, NAIOP Government Affairs shapes the future of commercial real estate.

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NAIOP President
Aquiles Suarez
Vice President for Government Affairs
John Bryant
Senior Director of Federal Affairs
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Richard Tucker
Director for Public Policy Communications

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2355 Dulles Corner Boulevard, Suite 750
Herndon, VA 20171
Phone: 703-904-7100 Fax: 703-904-7942

www.naiop.org
(703) 904-7100

Members of NAIOP Northeast Florida with Representative Cliff Stearns (R-Fla.).
NAIOP Corporate offers a variety of assistance to help you further your government affairs programs, including:

**Day at the State Capitol**
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**Chapter Visits**
Corporate staff is available to visit your chapter and provide professional government affairs assistance as requested by your chapter leadership. In addition to speaking at chapter events, members of NAIOP’s Corporate staff can help your chapter develop and execute an advocacy strategy to address public policies at the national, state and local levels.

**State Legislative Monitoring**
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**Political Action Committee (PAC)**
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**Letter Writing Program**
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**Public Relations and Communication Strategy**
Letters to the editor, opinion pieces and press releases...we can do it all! NAIOP will work with you to develop your communication materials and deliver the message to the right audience by connecting you with the proper media channels.

**Advocacy Assistance**
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**NAIOP’s Government Affairs team:**
- Lobbies at the federal level on issues impacting commercial real estate, including tax, environment, infrastructure, property rights and more.
- Serves as a recognized source for information on the commercial real estate industry in Washington, D.C., and in state houses.
- Works with government agencies including the Environmental Protection Agency (EPA) and the Treasury Department to ensure that industry concerns are addressed in new regulations.
- Provides the latest news on current legislative issues of importance to you and your chapter through the NAIOPSource newsletter. Staying informed on issues affecting commercial real estate is the first step towards making a difference in development of public policy.
- Participates in issue coalitions including: Waters Advocacy Coalition (WAC); National Brownfields Coalition; FASB Lease Accounting Coalition; and The National Real Estate Organizations (NREO).
- Works closely with state-focused public policy groups, such as:
  - National Association of Counties
  - National Conference of State Legislatures
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NAIOP Pittsburgh members discuss industry issues with Representative Jason Altmire (D-Pa.).

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NAIOP Pittsburgh members discuss concerns with Representative Jason Altmire (D-Pa.).

NAIOP Cincinnati/ Northern Kentucky members discuss industry issues with Representative Joan Schmitz (R-Ohio).
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