October 1, 2025

What our members have to say...

SHARE

Professionals engaged in the commercial real estate sector join and maintain their membership in NAIOP Maryland for varied reasons and, during our 40-year anniversary celebration, we sought perspectives into the specific value propositions of the association.

Their responses touch on the wide-ranging career-advancing, educational, and networking benefits provided, in addition to highlighting the Chapter's key representation and influence exerted in Annapolis.



KINLEY BRAY
Member
YVS Law, LLC

"Staying informed and on top of legislative issues impacting the commercial real estate industry is critical to my practice as a land use attorney. My involvement with the Chapter's Legislative Committee provides me with the opportunity to remain an up-to-date resource for my clients while contributing more broadly to the local real estate community. Our committee meticulously reviews every piece of State legislation introduced, decides whether NAIOP Maryland should take a position, and if written or in-person testimony is needed. Our goal is to protect the interests of the CRE community and maintain an open and transparent dialogue with State and local legislators."

Kinley Bray, Member, YVS Law, LLC



SAMANTHA ECKELS
Associate
Lee & Associates | Maryland

"Breaking into commercial real estate can be challenging, but the Developing Leaders program provides a welcoming space to grow alongside peers at a similar stage in their careers. It has been invaluable to connect with colleagues who understand the same hurdles and opportunities, offering a sounding board and sense of community. The program also makes industry leaders more accessible, creating opportunities to build meaningful relationships with mentors who are eager to share their experiences. For me, it has expanded my network, deepened my knowledge, and provided guidance that has shaped both my career and my confidence in this industry."

Samantha Eckels, Associate, Lee & Associates | Maryland



MORGAN GILLIGAN
Vice President-Division Manager, Mid-Atlantic Commercial
Stewart Title Guaranty Company

"Co-chairing the bi-annual Awards of Excellence has been an extremely rewarding endeavor, as the program allows member companies to showcase their properties across a range of categories while also recognizing individuals for their contributions to NAIOP and the broader commercial real estate community. My primary sponsorship focus has enabled me to leverage my background in charitable and political fundraising and, over the years, we have often surpassed our goals although there have certainly been challenges—particularly during COVID. The true highlight is seeing everything and everyone come together as a team to deliver a first-class event—one that is almost always sold out and a true celebration of excellence within our industry."

Morgan Gilligan, Vice President-Division Manager, Mid-Atlantic Commercial, Stewart Title Guaranty Company



CHRISTOPHER J. HILLIS, PE
Vice President / Regional Manager
Hillis-Carnes Engineering Associates

"NAIOP has been a huge part of our company's growth and success. It has given us the chance to connect with developers, real estate professionals, and decision-makers in ways that have led to strong relationships, new projects, and long-term partnerships. The programs and events provide valuable insight into market trends and what clients really need, helping us tailor our services and deliver more value. NAIOP has truly helped us collaborate more effectively, stay ahead of industry shifts, and continue growing alongside the clients and communities we are proud to serve."

Christopher J. Hillis, PE, Vice President / Regional Manager, Hillis-Carnes Engineering Associates



TOM IACOBONI
President/CEO
Iacoboni Site Specialists

"Joining NAIOP has been essential both to our company and to my career as President of an excavation and utility construction firm. The networking opportunities have opened doors to strategic partnerships and high-value projects. NAIOP's market insights and advocacy efforts are very beneficial in keeping us ahead of industry trends and government legislation. The community fosters collaboration, connecting us with developers, investors, and decision-makers who understand our value and what we need to keep our business successful. NAIOP membership has been advantageous for growth, credibility, and staying relevant in a rapidly evolving commercial real estate landscape. The ROI on our membership is extremely high."

Tom Iacoboni, President/CEO, Iacoboni Site Specialists



CASEY JONES
Vice President, Marketing, Howard Hughes Communities | Maryland

"As a member of the NAIOP Maryland community, I find the 360 newsletter and InSites Magazine to be valuable resources for staying current and engaged. These publications connect us to what's happening across the industry in real time — whether it's new perspectives from peers, deep dives on timely issues, or legislative updates that matter to our businesses. I particularly value the professional profiles and behind-the-scenes looks at high-profile projects, which spark ideas and inspiration. Together, these resources help us remain informed, connected and inspired by the great work and placemaking shaping the communities we all enjoy."

Casey Jones, Vice President, Marketing, Howard Hughes Communities | Maryland



TOM PILON
Executive Vice President, Development
St. John Properties, Inc., and Chair of NAIOP Maryland Legislative Committee

"Commercial real estate is a highly-regulated industry in the State of Maryland, and it is difficult to predict what issues the General Assembly or local politicians will have an interest in from year to year. In addition, there is no guarantee that defeating an issue or achieving a positive outcome will hold until the next legislative cycle. Issues have become increasingly complex and impactful in this ever-changing environment and the Chapter's Legislative Committee works hard to present one clear and unified voice in Annapolis which, in turn, makes our messages more amplified. The breadth of experience on our committee is impressive, and we are always scouting for new individuals which bring an area of specialty to further our efforts."

Tom Pilon, Executive Vice President, Development, St. John Properties, Inc., and Chair of NAIOP Maryland Legislative Committee



KATIE PINHEIRO
Director of Business Development
Price Modern

"Joining NAIOP Maryland was a natural fit with my role in business development for a Baltimore-based commercial furniture dealership. It connects me with brokers, land-use attorneys, and developers who drive key relocation decisions. As a long-term Chapter sponsor, Price Modern has seen tremendous value and ROI from participating in signature events, and I enjoy bringing colleagues, clients, and prospective members to experience the high-energy environment. Serving on the Community Service Committee has been especially rewarding, as it allows me to give back while collaborating with talented members to support local organizations in need."

Katie Pinheiro, Director of Business Development, Price Modern



MIKE RUOCCO
Senior Vice President, Principal
MacKenzie Commercial Real Estate Services, LLC

"My relationship with NAIOP Maryland began with my participation at various networking events, happy hour socials, and project tours, with the goal of connecting names with faces and establishing a network of professionals to do business with including developers, landlords, attorneys, service professionals, and fellow brokers. This investment paid immediate dividends and helped propel my career. Becoming involved with the Developing Leaders program was another highlight as I regularly engaged with young and like-minded professionals which shared the same goals of establishing themselves in our industry. In addition, I value the work of the Legislative Committee which serves as the cornerstone of the industry's political arm including managing Political Action Committee fundraising."

Mike Ruocco, Senior Vice President, Principal, MacKenzie Commercial Real Estate Services, LLC



NICOLE SMITH
Director of Business Development
Plano-Coudon Construction

"Giving back to the local community through NAIOP MD's Community Service Committee is extremely rewarding. Over the years, we have supported a wide range of causes around Maryland – from the Chesapeake Bay to East Baltimore – and beyond. The impact we have been able to make in just one day, thanks to our incredible volunteers and the generosity of our sponsors, is significant. Just as importantly, our industry is sending a strong message that our group is not just comprised of a collection of developers and associated companies focused on projects. Rather, it is people and companies who genuinely care about improving the places where we work and the communities where we live."

Nicole Smith, Director of Business Development, Plano-Coudon Construction

© 2025 NAIOP Maryland Chapter