

Chapter Ideas Swap Summary

January 10, 2024

NAIOP Chapter Leadership & Legislative Retreat Update

- Room block closes on Sunday, Jan. 21.
- Chapter Executives are invited to the NAIOP Corporate hospitality suite on Sunday, from 3:00 pm – 6:00 pm. This event is hosted by President & CEO, Marc Selvitelli.
- Monday at 9:00 am the Chapter Executives will meet.
- Consulting sessions with NAIOP Corporate Senior staff are scheduled for Monday.
- Monday Bonus Sessions:
 - NAIOP Corporate Associate VP of State and Local Affairs, Toby Burke will host an open session to discuss various state and local issues of concern.
 - Using Futures-thinking to Make Better Decisions Today
 - Networking and Navigating CL&LR for New Leaders.
- Tuesday Programming
 - Information on NAIOP's federal legislative agenda from Sr. Vice President for Government Affairs Aquiles Suarez
 - Innovative Chapter Programs and Events
 - Exploring DEI Initiatives at the Chapter Level
 - Building the CRE Talent Pipeline
 - Michael Tatonetti speaking on pricing strategies.
- Chapter Merit Awards Lunch
 - Door Prizes include CRE.Converge registration, VISA Gift Cards and guided tour of Washington, DC.
- Political Commentator and Journalist Chris Cillizza and Rebecca Rockey, Deputy Chief Economist, Global Head of Forecasting at Cushman & Wakefield.
- Reimbursements:
 - Chapter determines who is eligible for reimbursement.
 - The deductible is \$500 per person but no session sign-in is needed.
 - Forms will be distributed to chapter executives upon conclusion of the conference.
- Hill Visits
 - More information [here](#).
 - Each chapter will receive white papers on NAIOP's topics of interest along with state specific data on the economic impacts of commercial real estate. They will also be posted on the naiop.org website.

NAIOP ACH Payments

- ACH remittance payments to the chapters will begin at the end of January 2024.
- Chapters will be notified when payments are made and for what time period.
- Corresponding remittance reports will be sent via email in Excel format.
- In the future chapters will be able to access their remittance reports through naiop.org.

Chapters Update:

- NAIOP Massachusetts: Is there any discount/extension we can give members who are laid off?
Not at this time but Beth will investigate this.

- NAIOP Oklahoma: What AMS (association management software) do most chapters use?

Growth Zone

NAIOP Wisconsin/Katie Hulce(katie@naiop-wi.org)

Member Clicks

NAIOP Washington State/Danielle Duvall (danielle@naiopwa.org)

Your Membership

NAIOP Georgia/Teresa Tatum (ttatum@naiopga.org)

NAIOP Vancouver/Paul Kool (paul.kool@malachite-mgmt.com)

Wild Apricot

NAIOP New Jersey/Donna Laterza (laterza@naiopnj.org)

- NAIOP Wisconsin experienced bank account fraud. Please regularly check chapter bank records.

NAIOP Membership Update:

- NAIOP ended 2023 with almost 22,000 members.
- In 2023, over 4,700 new members joined.
- Renewals continue to come in.
- Invoices will be mailed next week and a few NAIOP staff members will reach out to unpaid companies.

Welcome to:

- Amy Ables, new Chapter Executive Director from NAIOP Austin who replaces Amy Hammond.
- Tracy Lonnen, new Chapter Executive Director from NAIOP Calgary who replaces Charlene Roth-Diddiam.
- Kate Pietkiewicz, new Chapter Executive Director from NAIOP Central Florida who replaces Lindsay Winter.
- Donna Reist, new Chapter Administrator from NAIOP Dayton replacing Nya Myers.
- Rachel Walters, new Chapter Administrator from NAIOP New York City replacing Terri St. Jacques.
- Jennifer Sanford, new Chapter Executive Director from NAIOP Oklahoma who replaces Debra Wimpee who recently retired.
- Tom Frank, new Chapter Executive Director from NAIOP Pittsburgh who replaces Brandon Mendoza.