

Chapter Executives Idea Swap Summary – January 11, 2023

NAIOP Chapter Leadership & Legislative Retreat Update

- The hotel room block closes today.
- Chapter Executives are invited to the NAIOP Corporate hospitality suite on Sunday, from 4:00 pm- 7:00 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:
 - Three AMS vendors (StarChapter, Growth Zone and Member Clicks) will each conduct 30-minute demos on their platforms.
 - 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.
 - Presidents/Presidents-elect networking session.
 - 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.
 - Chapter Merit Awards nominated programs.
 - DEI Essentials: Rhonda Payne (FlockTheory) will present on the basics of DEI.
 - DEI Committees: How to form a DEI committee and how to proceed once formed.
 - Electrification of buildings.
 - Michael Tatonetti speaking on pricing strategies.
 - Marketing communications/media relations consultant and how to communicate legislative wins.
 - NAIOP's [Supplier Diversity Initiative](#)
 - Futures Thinking workshop to build skillsets on planning ahead.
 - Getting Principal members engaged with the chapter.
 - Roundtable sessions based on volunteer positions.
- Chapter Merit Awards Lunch
 - Champagne lunch
 - Door prizes include two CRE.Converge registrations and AMEX Gift Cards.
- Political Keynote: Reva Goujon, Director, Rhodium Group
Global strategist who has previously spoken at CRE.Converge.

- Reimbursements:
 - Chapter determines who is eligible for reimbursement.
 - Deductible is raised to \$500 per person but no session sign-in is needed.
- Hill Visits
 - More information here: <https://www.naiop.org/events-and-sponsorship/corporate-events-list/conferences/2023-chapter-leadership-and-legislative-retreat/capitol-hill-day/>
 - 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 are also posted on the naiop.org website.
 - Reach out to Aquiles Suarez or Toby Burke to see if they would like you to meet with specific individuals.
 - Try to ask a representative to host a meeting and invite other state representatives to participate.

NAIOP Membership Update:

- NAIOP ended 2022 with over 21,000 members.
- 90% of the chapters (47) had net membership growth.
- 28% of the entire membership are Developing Leaders.
- In 2022 over 5,000 new members joined.
- Renewals continue to come in.
- Third invoices were mailed this week and a few NAIOP staff members are reaching out to unpaid companies.

Welcome To:

Stacy Lee, new Chapter Executive Director from DC|MD who replaces Sally Modjeska who will be retiring soon.

Mary Eversole, Chapter Executive Director from Washington State replacing Peggi Lewis Fu.

Congratulations To:

Jim Villa, NAIOP Wisconsin Executive Director, who was named one of Milwaukee's Power Brokers by the Milwaukee Business Journal.

The next Idea Swap will be on Tuesday, September 26, beginning at 11:00 a.m. ET