

# Chapter Executives Idea Swap Summary – February 8, 2023

## NAIOP Corporate Update

- Chapter Merit Awards
  - Congratulations to NAIOP Hawaii Chapter Executive Barbie Rosario who was awarded the 2022 Chapter Executive of the Year for medium chapters and to NAIOP DC|MD Chapter Sally Modjeska who was awarded the 2022 Chapter Executive of the Year for large chapters.
  - Size categories for CMAs are under review.
- Chapter Leadership & Legislative Retreat
  - The Canadian meeting was focused on a new national advocacy taskforce.
  - Session handouts are available on the CL&LR app.
  - The 5 Steps to Value Propositions that Sell session was cancelled due to the presenter's illness. This will be rescheduled as a webinar and available to all chapter leaders.
  - If there is interest, NAIOP Corporate will coordinate additional product demos and perhaps include chapters with experiences with various platforms.
  - Reimbursement forms should be sent to Beth Gulding no later than Friday, March 24. Each chapter is eligible to receive reimbursement for up to five attendees.
- Chapter Support Fund
  - The [application](#) is now available for all chapters.
  - Projects planned for 2023 should request the maximum amount needed for the project.

## Supplier Diversity Initiative

- Through the end of 2024, NAIOP member companies can engage in a pilot program to access SupplierGATEWAY, an online supplier management platform to better identify, track, report, procure services from, and increase spending with Minority and Women-owned Business Enterprises (MWBEs).
- During the pilot program (2023-2024), NAIOP's member companies will receive an almost 50% discount to subscribe to SupplierGATEWAY to access the vendor management software and a comprehensive database of MWBE suppliers. Hiring companies will also be able to post their purchase orders, contracting, and other hiring opportunities through the CREDS portal.
- Data entered by participating companies is confidential, but the aggregated information will be reported out to the consortium.

- Conversations are ongoing to address potential cost concerns of our smaller members.

**NAIOP Southern Nevada/Katrina Bruce:** Chapter is looking for advice on integrating a number of platforms to assist in member communications (ex. using Constant Contact with a member database).

**NAIOP New Jersey/Donna Laterza:** What property type trends are the chapters seeing in their new members?

**NAIOP Northern Virginia/Benita Stocks:** Chapter instituted many new efforts to get through the COVID lockdowns but those initiatives are no longer applicable. They are starting “fresh” with programming, recruitment, and retention. Reimagining/redesigning the workplace is a hot topic and the chapter will also branch out to hold events throughout the region.

### **NAIOP Membership Update**

- January 2023 had the highest number of new members ever with over 700 individuals joining.
- Over 12,000 members have renewed for 2023 which is 61% of potential renewals. Approximately 7,000 members have not renewed.
- The final printed invoices were sent the week of February 6.
- All Full members on unpaid Corporate invoices will receive a renewal reminder email/invoice from either Diana Tucker, Lisa Taylor or Beth Gulding.

Congratulations to NAIOP Pittsburgh Brandon Mendoza who was named to the Power 100 by [City and State Pennsylvania](#).

Four of our longest serving chapter executives will retire in 2023: Debbie Koenig in NAIOP Georgia; Sally Modjeska in NAIOP DC|MD; Mike McGuinness in NAIOP New Jersey; and Kelly Ross in NAIOP Oregon.

The next Idea Swap will be on Wednesday, March 8, beginning at 3:00 p.m. ET