

Chapter Executives Idea Swap Summary – March 15, 2023

NAIOP Corporate Update

- Chapter Support Fund
 - The review committee met and approved three applications.
 - NAIOP Greater Toronto approved \$50,000 CAD for their government affairs initiative.
 - NAIOP Washington State was approved \$50,000 USD to support a local lobbyist.
 - NAIOP Oklahoma was approved \$28,000 USD to develop a Women's CRE Lunch Series.
 - The full grant amount is disbursed upfront without providing receipts.
 - If grant application is for a multi-year program, chapters are encouraged to submit for the entire program amount but give as much information as possible regarding usage of funds over the timeline of the program so the committee can decide whether to release the full amount immediately or over the scope of the program.
 - Chapters are eligible for \$50,000 over a three-year period. A three-year period begins when funds are first distributed.
- DEI Task Force
 - NAIOP Corporate is looking for volunteers to serve on this task force specifically persons with disabilities, those who may identify LGBTQ+ and/or members who are passionate about this topic.

NAIOP Wisconsin/Jim Villa: How are development companies structuring their commissions for their development teams?

- No chapter was able to respond during the meeting.

NAIOP Colorado/Jayma File: Chapter is interested in having CL&LR DEI speaker Rhonda Payne (Flock Theory) present at a chapter event. Are there other chapters interested as well to help negotiate a group discount? This program is also eligible for the DEI Speakers Program presented by Trammell Crow.

NAIOP Membership Update

- Membership drop processed was completed in early March.
- Over 14,100 members renewed or were reinstated, which is just under 72% of eligible renewals.

- The percentage of drops (22%) was on par with past averages. Over 20% of that number requested cancellation.
- February ended with over 650 new members, which is another historical high. Total new members in 2023 equals over 1600.
- All members will be reinstated upon receipt of payment. No reinstatements will incur additional fees upon reinstatement.
- Individuals not part of a Corporate invoice, wishing to reinstate can log into their accounts to pay online.
- NAIOP Corporate did not drop any company that provided us payment information even though we have not yet received their funds.

Attendees broke into small groups to share ideas/issues/concerns.

- Venu costs continue to rise.
- Rising interest rates are “spooking” a segment of membership. Banks and principal firms are pulling back from sponsorship and chapter support.

The next Idea Swap will be on Wednesday, April 12, beginning at 3:00 p.m. ET