

Chapter Executives Idea Swap Summary – August 23, 2023

NAIOP Corporate Update

- Membership Team Transition: Morgan Doxer has been promoted to Membership Coordinator, replacing Hulda Bocchino who has left NAIOP.
- NAIOP Corporate is looking for members interested in volunteering at the Corporate level to serve on various Corporate committees.
- Chapters are encouraged to submit applications to the Chapter Support Fund grant. Details are located on [Corporate's website](#).
- CRE.Converge Chapter Executives' meeting will be held on Friday, Oct. 20 from 9:30 am – 3:30 pm.
 - Agenda items include NAIOP Corporate 2024-26 strategic plan.
 - Membership Structure Task Force recommendations. The number of dues rates will probably be reduced.
 - Chapter execs/staff attending will receive a \$500 travel stipend.
- Chapter Dues Profiles due to Beth Gulding by Friday, Sept. 1, 2023. Include chapter address and signature.
- Chapter Leadership & Legislative Retreat
 - 2025 Corporate Dues will be set at the NAIOP Corporate Board meeting during CLLR. We will need 2025 chapter dues much earlier next year.
 - Proposed session: Evaluating programs to determine their value to membership.
 - CLLR programming will help prepare chapter leaders in their volunteer role. This is not an industry centered event.

Chapter Support Fund Submissions: Chapters are eligible to apply for \$50,000 over a three-year period.

NAIOP Oklahoma/Jennifer Sanford: NAIOP Oklahoma is implementing a women's luncheon series.

- Approximately 70 women meet bi-monthly at a set location for a catered lunch program to network. This also acts as a recruiting tool for the chapter.
- Both members and non-members can participate but members receive discounted pricing.
- As attendance grows, the chapter plans to move to monthly meetings.
- Program speakers come from all areas of the community and are not necessarily industry specific.

Association Management Systems

NAIOP Georgia/Teresa Tatum: Looking for a system to organize information, track member engagement, event registration, etc.

NAIOP New Jersey/Donna Laterza: Uses Wild Apricot for website and back-end membership data support. Chapter tries to integrate everything through this platform including the weekly member newsletter.

NAIOP Northeast Florida/Christian Oldenburg: Chapter uses StarChapter.

NAIOP Oregon/Jodi Hack: Chapter uses StarChapter for website, and event and data management. Chapter regularly uploads NAIOP Corporate current member data using a CVS document. StarChapter non-member list is capped at 5000 members. Chapter is reviewing the non-member information to ensure nonmember data is current so it can be used for prospecting purposes.

There is no current way to automatically synchronize the NAIOP Corporate database with individual chapter databases.

Chapter Executive Search

NAIOP Northeast Florida/Christian Oldenburg: Chapter is having a hard time recruiting a new chapter executive director. This is the only chapter staff person. The chapter holds a few big yearly events plus regular luncheons/breakfasts. The former executive director's past salary was \$60,000+ per year but budget is \$70,000 – \$90,000 depending on qualifications and experience. Jacksonville, FL has no local association management firms.

- NAIOP Georgia/Teresa Tatum – Recommends ASAE for job description and salary ideas. Also, suggests using the state ASAE chapter job listing board.

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