

Chapter Executives Virtual Idea Swap – May 26, 2020

From the NAIOP CEO Tom BISACQUINO:

- Thank you again to all chapters for continuing their efforts to meet member needs.
- Corporate will tentatively open their offices the week of June 15. Approximately half the staff will be in the office at one time.
- NAIOP Corporate will remain situationally flexible and follow all state and local guidelines.

VP for Marketing and Communications Kathryn HAMILTON on Corporate communications

- NAIOP Corporate has streamlined its communications efforts due to chapter feedback regarding the amount of Corporate emails to members. One weekly email will be sent to the general membership promoting upcoming webinars. *The Source* newsletter will be sent on Tuesdays. Targeted emails will continue to market specific events/products to specific member segments.
- NAIOP Corporate will survey members later this week on their plans to return to attending live events, focusing on their expectations, company plans, and specific time frames. A chapter section will be included in the survey to determine if there is a difference between plans in attending chapter events versus national events. Results of the survey will be provided to the chapters.
- Contact [Kathryn](#) with questions or feedback.

NAIOP Charlotte is looking for ideas for legislation to boost the development /construction community via a COVID crisis-related relief program that they can raise with their state legislature.

- NAIOP Wisconsin suggests looking at every bill over the past few years. Review everything that you have opposed or that you have proposed. This will be a good place to start.
- NAIOP Colorado was asked similar questions at state and city levels. They suggest removing as much regulation as possible e.g. waiving fees, etc.
- NAIOP Pittsburgh has been at the table, but tries not to get involved in partisan fights. The chapter is also choosy on their focused topics.

How are chapters handling the dinner part of their planned golf tournaments?

- NAIOP Chicago may need to cancel that part of the event.
- NAIOP San Diego moved to a cocktail reception to announce winners and silent auction collections. Buffet was done in the past, but may now be set up as individual small plates for people to grab and move on to prevent people from congregating and/or touching others' food.
- NAIOP Edmonton may have food on the course (food trucks, free food at the turn) so that a buffet is not needed.

How are chapters handling golf tournament sponsorship issues?

- NAIOP Chicago decided to forgo sponsorship dollars for golf this year. The chapter usually combines three summer events to raise sponsorship income and the board didn't think it was the right time to ask for this money. Event will run a deficit this year.

- NAIOP Hawaii's annual corporate sponsorships includes golf team(s) as a benefit and is sold out. Chapter is not worried about raising money, but it will become an issue if the tournament is not held. Will then need to determine a substitute sponsor benefit.

Did chapter leadership consult with chapter executives/staff regarding the impact of resuming in-person activities on them?

- NAIOP Wisconsin's programs committee asked executive director if he would attend an event before they would consider holding one.

Poll: Have you planned or cancelled in-person meetings or events this fall (Sept – Dec)?

(Check all that apply)

Planning in-person event(s):	72%
Planning in-person recurring meetings:	39%
Cancelled in-person event(s):	44%
Cancelled in-person recurring meetings:	11%

What is the next meeting or event that you are planning or have canceled and what is the date of that meeting/event?

Alabama	First in person event will be June 3. Continuing education class for about 50 is scheduled for August. Bus tour scheduled for September.
Arizona	Night at the Fights is rescheduled to October 6. Hopeful for a September comedy night.
Central Florida	October speaker event is scheduled. Golf tournament scheduled for November. All other activities cancelled or moved.
Central Ohio	Golf tournament is moved to September.
Charlotte	Golf outing scheduled for end of September. Breakfast scheduled tentatively for October.
Chicago	Hoping to hold golf tournament in August though dinner may be canceled. All indoor events held virtually for the remainder of the year. Cost-wise, it is better for the chapter. The DLs may hold smaller indoor events or creative networking events.
Colorado	Golf outing scheduled for end of September. Trying to schedule a networking event to recognize the real estate challenge awardees. Night at the Fights event based on state boxing commission opening decision and having enough people attend.
DC MD	Anticipate all events virtual until 2021. Awards program scheduled for October 1 will probably go virtual in some form.
Edmonton	All events are tentative. Perhaps a golf event will take place but not sure if it is financially feasible without the dinner. All other events will be virtual for the time being.

Georgia	All events probably canceled or virtual. Moved golf tournament to May 2021 to make it financially feasible. October DL happy hour to be moved outside or cancelled. November education seminar will take place virtually. Awards gala scheduled for December is tentative.
Greater Philadelphia	Golf tournament moved to 2021. Battle of the Bands schedule for October is tentative.
Hawaii	Hoping to hold annual awards event in late August. Planning golf tournament on September 18 and monthly breakfast forums but waiting on guidelines from Governor.
Inland Empire	Cancelled all events for the time being. Hoping to hold golf event and CRE Summit in September. Bus tour uncertain. Anticipate small DL functions in the fall.
Maryland	All in person events cancelled until September. Awards gala on September 2 is in jeopardy. Golf tournament schedule in October. Members are not anxious to gather. Holding events at 50% capacity may not be financially feasible.
Massachusetts	Market remains a "hot spot" but Phase 1 is almost over. No in person events scheduled through 2020. The city mayor will not allow. All programming online. September may allow for a hybrid (live & virtual) event. Most companies not returning to work until September.
Minnesota	Cancelled all in-person events through the summer. Awards event scheduled for September 23 is uncertain. Breakfasts planned in October & November are still scheduled.
New Jersey	September 9 Gala and September 21 chapter Golf Tournament planned. All virtual until then.
New Mexico	Golf tournaments scheduled end of September. The chapter members are ready to go to events but government restrictions are in place.
Northeast Florida	In person luncheon scheduled for July 8. Beach Bash scheduled for end of July. Golf Tournament scheduled for October, a project tour schedule for November and clay shoot in December.
Northern Nevada	Golf tournament scheduled for September 25. Cancelled indoor meetings in October.
Northern Virginia	The fall overnight golf outing is now a day-long event. Bus tour moved to October, but will probably go virtual. Awards program may not be financially feasible with reduced numbers.
Pittsburgh	Board/committee meetings will remain virtual. Night at the Fights is uncertain. Golf tournament is scheduled for fall. Project bike tours are scheduled in July and the Fall for DLs. All indoor events are on a "wait & see" basis.

Raleigh	Fall bus tour cancelled along with all meetings. Hoping to hold an in person DL social in June.
San Diego	Golf tournament scheduled for September.
San Francisco	All events tentative including golf outing scheduled for September 14, and real estate challenge September 23. Executive development and YPG groups programming is virtual.
SoCal	All in person events postponed until September. Golf outing scheduled for September 16. Night at the Fights is scheduled in October, but not optimistic it will go forward.
South Florida	Golf tournament scheduled for September. All other events cancelled. Starting to talk about a bus tour, but unsure. May go virtual.
Southern Nevada	Planning annual bus tour virtually in early November. Rescheduled golf tournament to mid-November. Recently surveyed sponsors and attendees regarding awards program. Planning to move it to virtual.
Utah	NAIOPoly scheduled for October will probably be cancelled. In its place, legislative town hall that was originally scheduled for April will be scheduled. Developer of the Year program for September is uncertain. Golf tournament was moved to September. Chapter sent a survey to gauge members' comfort in attending in-person events. People want to get outdoors, but not indoors.
Vancouver	Golf tournament scheduled for September under review to hold with social distancing and reduced numbers. Trying to modify the awards gala.
Wisconsin	Cancelled summer legislative update. Fall project tour in August, and Clay Shoot in September scheduled. Capital Markets update in October scheduled, but may go to webinar.

MARKET UPDATES

NAIOP Northern Nevada/Lea TAUCHEN & Tray ABNEY

- The chapter is cautiously optimistic. The Reno area entered Phase 1 of the state's reopening plan on May 1. Phase 2 will begin on June 4 and includes the gaming industry.
- There are still restrictions on gatherings of 10+ people.
- Prior to the pandemic, the Reno area was experiencing very high growth with tech companies driving that growth. Now unemployment is one of the highest in the nation with 15% unemployment projected.
- Northern Nevada is more economically diverse, therefore they are better prepared to weather the downturn than they were in 2008-09.
- Industrial – very positive outlook.
- Office – some projects are moving forward.
- Housing – some housing is moving forward.
- The chapter's golf tournament is still scheduled for the end of September.
- The summer speaker series is now a virtual panel series.

NAIOP Pittsburgh/Brandon MENDOZA

- Western Pennsylvania is in a better place than Eastern Pennsylvania (Greater Philadelphia Area) with not as many reported cases.
- The mood within the membership is optimistic but taking a wait-and-see approach to the fall in anticipation of a second wave. The membership is looking for a plan from regional/state/federal governments regarding the second wave.
- The membership has a full spectrum of opinions regarding opening offices for business.
- Retail/Hospitality – very hard hit.
- The chapter's largest event was on March 5 (awards program) immediately preceding the shutdown on March 13.
- The Night at the Fights is scheduled for October. Brandon has been in contact with the hotel regarding cancelling/rescheduling. The hotel will not assess a change fee.
- The contracted hotel is waiving event minimums for chapter events going to a strictly per head cost.
- The chapter has been very active with state/local advocacy. Initially the state shut down active construction. The chapter worked with other stakeholders to pressure the governor to open. Construction has now been active for about one month.
- NAIOP Pittsburgh worked with the city to produce rent abatement guidelines, a [Strategies for Commercial Property Owners & Tenants to Avoid Rent Forbearance Disputes.](#)
- Pittsburgh City Hall has been traditionally anti-growth. The chapter is working to change that outlook.