

Chapter Executives Idea Swap Summary – July 13, 2022

All 2020-21 Idea Swap recordings and summaries are in Chapter Resources. 2022 recordings and summaries are in the NAIOP Connect Chapter Executive Staff community library.

NAIOP Corporate Update

- Introduced NAIOP's new Membership Coordinator, [Maggie Burns](#).
- NAIOP's association management system MX upgrade is complete. Members and prospective members should encounter a better, more seamless online experience. Please let us know if you have questions or suggestions regarding our online operations. Another system upgrade will begin this coming fall/winter.
- We are accepting nominations through Friday, September 30, for the chapter executive director liaison to NAIOP Corporate's Board of Directors. This is a non-voting, ex officio role with a two-year term beginning January 2023. To be eligible, candidates must spend a minimum of 80 hours per month working for a NAIOP chapter and have the support of your NAIOP chapter board. NAIOP Corporate will assist in reimbursement of travel expenses to the NAIOP Corporate Board Meetings.
- NAIOP is also recruiting for Corporate Committees for the 2023 year. If your members are interested in any of the following committees seeking volunteers, please have them contact the respective committee staff liaisons listed.
 - Business Development Committee – [Chris Ware](#)
 - Education Committee – [Shaine Anderson](#)
 - I.CON Planning Committee – [Cody Jameson](#)
 - CRE.Converge Planning Committee – [Cody Jameson](#)
 - *Development* magazine Editorial Committee – [Jennifer LeFurgy](#)
 - Tax and Finance Subcommittee – [Aquiles Suarez](#)
 - Environment and Infrastructure Subcommittee – [Aquiles Suarez](#)
 - State and Local Subcommittee – [Toby Burke](#)
 - Membership & Chapter Relations Committee – [Diana Tucker](#)

NAIOP Raleigh Durham/Jessica Freeman: Chapter Merit Awards DEI Program – DL Connect:

- Chapter is working with North Carolina Central University (NCCU) School of Business to support the school's new MBA concentration in real estate. The concentration, which launched in Fall 2021, is the first of its kind to be offered by a historically black college or university (HBCU) among the 101 HBCUs in the country.

- Chapter board approved an annual \$25,000 financial commitment for four years beginning in 2021 for a total of \$100,000.
- Seven local companies pledged to help the chapter meet the financial commitment through matching contributions. Major chapter event budgets have been restructured, so that all proceeds will go to help meeting this commitment.
- The \$25,000 annual contribution includes a NAIOP Raleigh Durham seat on the NCCU Real Estate Advisory Board. The Advisory Board has the opportunity to influence the curriculum, speak to real estate classes, provide internships, and mentor students. The Advisory Board will also help promote the Center's agenda which will be determined by the new director and the Dean.
- The chapter also provided a one-time \$25,000 donation that will be used as a scholarship endowment for students with financial needs.
- NAIOP Corporate will extend University Membership to NC Central University.
- Eighteen students will begin in the program this coming fall.

NAIOP Raleigh Durham/Jessica Freeman: North Carolina State Conference

- This is a joint program with NAIOP North Carolina Piedmont Triad and NAIOP Charlotte. Each year a different chapter takes a turn planning and hosting the event.
- Attendance for 2022 was the highest ever with over 300 attendees.
- Program topics included legislative issues and initiatives plus market updates for various product types. Awards are also given to a Project of the Year.
- This is a one-day event at a central location (Pinehurst Golf Resort).

NAIOP New Jersey/Donna Laterza: Black-Tie Awards Gala

- This is the chapter's major event and over 750 attended.
- Deal of the Year award was given in three categories and five individuals were honored.
- No COVID precautions were taken, but venue's outdoor space was used.
- Attendance and revenue were over budget. The event represents over 50% of the chapter's operating budget.

Chapter Budget Assumptions

- NAIOP Chicago – Because chapter is hosting CRE.Converge, local sponsors were given an option to either support CRE.Converge or the local chapter. Most sponsors chose to stay with sponsoring local chapter efforts. Chapter also cancelled some fall events so as not to compete with CRE.Converge. Chapter is looking at the conference as a membership recruitment opportunity.
- NAIOP New Jersey – Sponsorship is a large part of the budget. Chapter has begun to plan their 2023 calendar of events.

Chapter Event Notes

NAIOP Chicago is moving their awards program from entirely in-person to a hybrid event with attendees in-person, but awards announcements are delivered by pre-recorded video. The video will be shown during event. Event was virtual the past two years.

Chapter Staff Changes

Welcome to [Sheila Johnston](#), Executive Director of NAIOP Silicon Valley.

NAIOP Membership Update

- 81% of 2022 renewals are in. We continue to invoice and collect dues for pro-rate members.
- Over 2,800 new members joined since January 1, 2022.
- The membership team is actively planning for the upcoming renewal season.
- Chapter Dues Profiles were sent to all chapters on Friday July 15 and are due to NAIOP Corporate no later than Friday, September 2.
- NAIOP Corporate will not increase dues for the 2023 year.

The next Idea Swap will be on Wednesday, August 10, beginning at 3:00 p.m. ET.