

## Chapter Executive Ideas Swap Summary – October 27, 2020

### NAIOP Corporate Updates:

- NAIOP VP for Business Development and Strategic Initiatives, Chris Ware, has additional sponsorship consultations available. Please watch for an email with dates and times from which to schedule a session.
- NAIOP's 2021 Diversity Student Scholarship application opens the week of November 2. The scholarship is available to graduate students enrolled in a [University Membership](#) educational institution. Additional information and the application can be accessed [here](#). The application period closes January 29, 2021. Awardees will receive a \$5,000 scholarship and up to \$1,000 travel stipend to attend 2021 CRE.Converge in Miami, Florida.
- 2019-2020 University Member schools that renew membership by December 1, 2020, may add students to their roster above their paid membership level.
- NAIOP's The Source newsletter will include renewal reminders to unpaid members; only non-renewed members will see this reminder. Print invoices will be mailed the week of November 2. The current overall rate of renewal to date is consistent with this time last year.

### Real Estate Executive Council (REEC) CEO Ken MCINTYRE and Executive Director Oscar GROVES on Real Estate Exchange (REEX) Summer Programs:

- [REEX Summer Programs](#) is a [two week immersive program](#) that promotes the CRE industry to top high school students of diverse backgrounds. The program covers fundamentals of real estate and introduces a variety of career paths. Towards the end of the two weeks, students give a capstone presentation on a mock project covering all the topics introduced.
- It began as a joint venture between [REEC](#) and NAIOP Corporate in collaboration with universities across the U.S. REEC currently partners with [LEAD](#) to assist in administering the program.
- Operationally, each university partner identifies a curriculum director. REEC provides program structure and a syllabus outline. The curriculum director receives a stipend and runs point for the program at the university. The curriculum director also forms a local team to develop content, identify speakers and projects, and create the capstone project. The team typically includes

members of the university staff, alumni and local NAIOP chapter members. REEC encourages the local university to partner with the local NAIOP chapter.

- The program has operated during the past four summers, increasing the number of high school students participating every year. In 2020, 141 students took part in a virtual two week program. These students represented 23 different states plus Puerto Rico and the District of Columbia. The REEX program will remain virtual in 2021.
- Going forward, the intent is to resume in-person programs with some virtual content. The in-person model gives students an opportunity to experience campus life and be among a group of peers who are interested in continuing their education. This may be lacking in the students' day-to-day environment. Some content may continue to be delivered virtually to give consistency to programs among different universities.
- REEC tracks past participants to help shepherd them into entry level jobs in the industry.
- REEC would like to work with NAIOP chapters to create programming throughout the school year that will keep both college level and high school REEX alumni engaged with the CRE industry. This can take various forms including virtual property tours and panel discussions, and does not need to be separate from typical chapter programming. The added programming may help students develop long lasting relationships, identify core competencies, provide opportunities for internships, and position them to be qualified candidates for entry level positions.
- REEC is also looking for volunteers and contacts from NAIOP Chapters throughout the country to act as coaches, mentors, competition judges and speakers. In a virtual environment, individuals can participate from anywhere.
- REEC wishes to expand the REEX program to four to eight universities in 2021 with a goal of 250 students nationwide. REEC is looking to recruit schools in the west and southern part of the U.S.
- REEC has ramped up fundraising to support the REEX programs. Participating universities and NAIOP chapters no longer need to financially contribute to be able to participate in the program.

**Hopin platform demonstration video located on Chapter Resources under a separate link.**