

Chapter Executive Ideas Swap Summary – February 10, 2021

NAIOP Corporate Updates on Membership:

- Over 11,400 total members renewed so far this year which is approximately 62% of paid renewal invoices.
- Our drop date target is March 1. We will continue to monitor renewal data closely in the coming weeks.
- Final printed invoices were mailed last week.
- Renewathon phone campaign will begin next week and last through the end of the month. Corporate members and sponsors will not be contacted in this effort.

NAIOP Corporate Updates:

- The application deadline for NAIOP's Diversity Student Scholarship for NAIOP University Members' students is Friday, February 12.
- We are looking for volunteers to judge scholarship applications. Please contact [Diana Tucker](#) or [Beth Gulding](#) if you have a judge recommendation.
- NAIOP Corporate can provide chapters with a customized plain text email message under the signature of their Corporate Board member to their membership giving an overview of the January 2021 Corporate Board Meeting. Contact [Kathryn Hamilton](#) if you are interested in using this template.
- Most CL&LR session recordings can be viewed by registrants until May 1 using their conference registration link. For those who did not register, email [Beth Gulding](#) for a unique access code. Session handouts and slides can be found on the conference website or in Chapter Resources.
- Flyers on the Economic Impact of Real Estate State Report, along with social media graphics, are located in this [dropbox](#), on Chapter Resources and on the CL&LR conference website.
- NAIOP Senior VP of Government Affairs, [Aquiles Suarez](#) is available to the chapters as a speaker resource.
- NAIOP invested in Higher Logic, an online community engagement platform, as another resource to chapters.
 - It provides an online discussion forum, document library, and calendar, among other features.
 - All the chapter boards will have their own respective communities to discuss any business or topics between regularly scheduled board meetings.
 - The chapter executives and staff will also have a community that will replace the current listserve.
 - The target timeline for rollout is Q2 of 2021.

- NAIOP Corporate will roll out Higher Logic access to our most engaged member groups first. Chapters are asked to contact [Diana](#) or [Beth](#) if they have an engaged group who may benefit from an online community (Developing Leaders, committees, sponsors, etc.).
- Each chapter will be asked to designate a chapter admin to assist in monitoring that chapter's community activity.

Real Estate Executive Council (REEC) CEO Ken MCINTYRE on Real Estate Exchange (REEX) Summer Programs:

- Student registration for [2021 Summer Virtual REEX](#) program is now open.
- Program will consist of two two-week programs at nine schools targeting 240 student participants.
 - June 21 – July 2: Cornell University; MIT; NYU, and University of Miami
 - July 12 – July 23: Harvard University; Howard University; Marquette University; Roosevelt University, and SMU
- REEC is looking for NAIOP chapter assistance with the following:
 1. Recruitment of high school student applicants, preferably rising seniors as of summer 2021, but will consider rising juniors.
 2. Volunteers to serve in following capacities:
 - Participate in a simulation of a city council process to approve a development project.
 - Mentor/coach student teams on their capstone project presentations (similar to real estate challenges).
 - Because programs are virtual, volunteers from all chapters are welcome.
 3. Sponsorship
 - Funding or fundraising for scholarships to cover student tuition.
 - Funding or fundraising to support the universities' REEX curriculum.
- REEC would also like assistance from NAIOP chapters to provide on-going programming/content to REEX alumni. This can include inviting students to current chapter programs or providing unique content to the students.
- Chapters are asked to consider providing these students mentors and internships from NAIOP members and member companies.
- In 2021, NAIOP Wisconsin is sponsoring the Marquette University REEX summer program. The chapter is recruiting scholarship sponsors and a presenting sponsor to assist the school with any logistical support in developing the curriculum. The local *Business Journal* wrote a feature article about the program.
- NAIOP Chicago is working closely with Roosevelt University and REEX to run the mock city council process.
- [Ken](#) is available to speak with any chapter on the REEX program and chapter opportunities.

- A virtual Town Hall information session is held bi-weekly on Saturday at Noon Eastern to answer questions about the REEX 2021 program. Interested parties can sign up from the [REEX Programs](#) website.

NAIOP Research Director Shawn MOURA, Ph.D. on NAIOP Research Foundation Development Approvals Index research study:

- Session explaining the index and uses was presented during CL&LR of which the recording is still accessible from the conference platform through May 1. Contact [Beth Gulding](#) for a unique access code if not registered.
- The [Index spreadsheet](#) can be found on the CL&LR conference webpage under Resources and in Chapter Resources under CL&LR Presentations.
- The index is a tool that allows NAIOP members and chapters to evaluate and compare approvals processes in different jurisdictions. It can be used by chapters to advocate for more transparency, consistency, and accountability from local jurisdictions by creating a benchmark of what the processes look like in various areas.
- The NAIOP Research department will release a report from the index later in February.
- Once the index report is released, NAIOP will ask the chapters to use the index form to collect data. After the information is gathered, NAIOP will compile the data and create composite reports for each reporting chapter jurisdiction.
- Contact [Shawn](#) or [Jennifer LeFurgy, Ph.D.](#) with any questions.

Personalized templates with REMO meetings platform:

- NAIOP Greater Toronto's management, Redstone Agency, has used REMO with other clients most of whom use the personalized template. Executive Director Nicole Cork will share their recorded REMO and AirMeet training sessions.
- NAIOP Washington State used AirMeet for their networking programs and events.
- NAIOP Wisconsin is considering using REMO for an event, but may be cost prohibitive for a small chapter staff.