

# Chapter Executive Ideas Swap Summary – March 10, 2021

## NAIOP Corporate Updates on Membership:

- Almost 12,800 members renewed so far which is 69% of renewal invoices.
- The membership drop date is pushed back to the end of March so we can get closer to our target of 73% renewed.
- Over 1,250 members requested cancellation.
- If we dropped today, we would drop approximately 3,800 members.
- We continue to accept [Membership Assurance](#) requests. NAIOP Corporate will extend membership benefits to those who lost their jobs because of the pandemic until the end of the year or until they are reemployed, whichever comes first. Contact [Beth](#) to enroll a member or for additional information.

## NAIOP Corporate Updates on DEI:




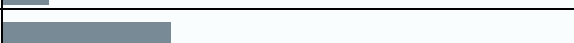

- NAIOP Corporate will hold a question & answer session with chapter leaders to discuss the formation and development of chapter diversity & inclusion committees and task forces. More information will be forthcoming.
- Information on the REEX summer programs (for diversity high school students) and sponsorship opportunities was added under “Diversity Equity Inclusion.”  
*(You must be logged in to [naiop.org](http://naiop.org) to access. Choose the Chapters link at the top of the homepage then Chapter Resources from the left menu.)*







## NAIOP Corporate Updates on On-Demand Courses:

- Congratulations to these chapters for topping the charts in course enrollments as of March 1, 2021. Chapters receive 100% of revenue from chapter members taking a NAIOP on-demand course in 2021 and checks to chapters will be mailed soon.
  1. NAIOP Houston (tie)  
NAIOP Oregon (tie)  
NAIOP Sacramento Valley (tie)  
NAIOP South Florida (tie)
  5. NAIOP Greater Toronto (tie)  
NAIOP Massachusetts (tie)  
NAIOP New York City (tie)  
NAIOP SoCal (tie)
- NAIOP Corporate has easy-to-use [marketing materials](#), [testimonials and course information](#) to assist in promoting to your members.
- NAIOP’s existing thirteen on-demand courses will be refreshed, and two new courses will debut later in 2021.

- The ARGUS course is offered to NAIOP members at a significant discount if they register through NAIOP.org. This course is not included as part of the on-demand chapter revenue program.

### Chapter Event Plans for 2021:

<b>Q1. How do you expect to hold programs and events in first half of 2021? (Check all that apply)</b>			
<b>Responses</b>	<b>Responses</b>	<b>%</b>	<b>Percentage of total respondents (n=25)</b>
Virtual	21	84%	
In-person outdoor events	12	48%	
In-person indoor events	2	8%	
Hybrid events – in-person and virtual components	8	32%	
<b>Total Responses</b>	<b>43</b>		

<b>Q2. When does your chapter expect to hold the first in-person, indoor event or program of 2021?</b>			
<b>Responses</b>	<b>Responses</b>	<b>%</b>	<b>Percentage of total respondents</b>
Have already been convening	2	8%	
In Q2	5	20%	
In Q3	9	36%	
In Q4	5	20%	
Undecided	4	16%	
<b>Total Responses</b>	<b>25</b>		

### NAIOP Central Florida:

- Chapter hosted two indoor in-person panel events for up to 30 people each in rooms that typically hold 100. They are using one six-foot table for each person separated by a few feet. These small meetings are also available livestreamed.
- A large indoor economic update for 80 was held March 11, in a room that typically seats 200. Four people were seated at a round top that usually seats ten. Streaming was not available.
- Masks were required and wristbands showing comfort level in socializing were available.

### NAIOP DC|MD:

- Chapter board is very conservative about getting together in person.
- Golf Tournament, Bus Tour and award program are all moved to the fall.

- School Challenge will be virtual.
- First significant in-person event may not be until the holiday party in December.
- Vaccine distribution is going well in the DC|MD|VA metro area.

#### NAIOP Maryland:

- The chapter held an in-person outdoor golf outing and a brewery social in fall 2020. At the brewery, the chapter also used wrist bands and all food was pre-packaged.
- An ice-skating social was held in early March and the chapter is planning other outdoor-only events through late-fall 2021.
- Chapter moved February and March events to July and August to fulfill their sponsor commitments.
- The chapter held a hybrid board meeting in March with 50% attendees in person and 50% via Zoom.
- The chapter board was very adamant that in-person programs needed to happen.
- The state of Maryland recently lifted restrictions allowing large venues to accommodate 50% with masks required and social distancing protocols in place.

#### NAIOP New Jersey:

- Chapter plans to hold an outdoor/indoor event in June for 200 attendees.
- Chapter Gala has moved to Q3.
- Governor recently increased indoor restaurant capacity from 35% to 50%. Limits on private gathering continues with 50 maximum attendance at outdoor gatherings and 25 maximum attendance at indoor gatherings.

#### NAIOP Northern Virginia:

- Will hold spring golf tournament in June with half the typical number of participants.
- Chapter will not plan additional in-person events or meetings until the later part of Q2.
- AirMeet has been used for chapter virtual events with great success.
- Chapter board meeting attendance has increased since hosting on Zoom.
- Chapter board is not pressuring them to hold in-person events, but members are anxious to meet.

#### NAIOP Pittsburgh:

- Planning first in-person chapter meeting in May with a live stream component. This model will remain until the end of the year.
- Chapter's award ceremony is scheduled in-person for August and will be indoors and outdoors. Chapter can pivot the event to a digital platform if needed.

- Currently, Pennsylvania is more conservative on opening. Indoor events are allowed at 10% capacity with masks except when eating/drinking. Outdoor events can open at 20% capacity. Government is expected to relax restrictions as more people receive vaccinations.

#### NAIOP San Diego:

- The chapter hopes to host outdoor events by the end of August.
- Golf Tournament is scheduled for September with the same format as in 2020.
- The April University Challenge is via Zoom.
- The chapter is letting the mentorship program teams determine how comfortable they are meeting in-person for project tours. The mentoring kick-off event was held by Zoom.
- Local guidelines don't allow large gatherings.

#### NAIOP San Francisco Bay Area:

- The University Challenge will be held virtually.
- Golf outing may be in June, but will not have a social component.
- Chapter hopes that fall 2021 will allow smaller groups to congregate.
- Restaurants are open at 25% capacity indoors, but most other venues are closed per government regulations.

#### NAIOP South Florida:

- Chapter held Gemstone hybrid events for sponsors and a few small in-person VIP tours of unique projects at the end of 2020.
- The chapter anticipates holding their Awards of Excellence in May with full attendance in an outdoor venue. The awards program will also be available to stream for those uncomfortable with attending.
- Golf Tournament moved from April to October to keep the sponsors comfortable.
- First indoor event planned for June with an outdoor networking component.
- Chapter follows their members' lead in determining if an event will be held in-person or virtually.
- Current area guidelines include social distancing and masks with no more than six at a table. State is now vaccinating residents 60+ and all teachers.

#### NAIOP Wisconsin:

- Chapter will hold an indoor happy hour in April at a local hotel that can accommodate giving the chapter lots of space.
- Local guidelines require guests to be seated at a table, but attendees can get up and go to the bar for refreshments instead of using servers. City restaurants/bars can operate at 100% capacity if a safety plan is in place. Masks are required if someone is up from their table, but not if seated at the table. Social distancing of six feet is not required during eating/drinking.

**NAIOP New Jersey on Demonstration of REMO Meeting Platform:**

- Chapter is using REMO to improve networking at their virtual events.
- Program allows for small group chats and webinar presentations.
- Program does not work well on a mobile device either for attendee or as a presenter. VPN must be turned off.
- Chrome, Edge and Firefox are the best browsers to use when accessing.
- Occasionally a company's firewall will not allow the program through.
- Program has good tech support chat to assist with any technical issues during the event.
- Once an individual is logged in to REMO for one event, it is easy to log in for another event.
- The attendee's profile can be synced to their LinkedIn profile.
- A demo of REMO followed.

Next Idea Swap on Wednesday, April 14 at 3:00 pm ET.