



BOARD MINUTES

BOARD OF DIRECTORS PRE-MEETING SUNDAY, MARCH 15 from 9:00 am – 11:00 am

MOTION: Authorize the National Apartment Association to pay for all four hotel room nights at the Spring Governance/Capitol Conference. Moved/Seconded/Approved (M/S/A)

After the vote, it was agreed that a group would be created to develop a new travel policy for NAA's volunteer leaders.

MINUTES OF JOINT BOARD OF DIRECTORS AND ASSEMBLY OF DELEGATES MEETING

March 16, 2015 from 3:45 pm – 5:00 pm
JW Marriott, Washington, DC

- I. **Call to Order and Welcome.** Chairman Beaton welcomed the Board and Sponsors to the NAA Spring Governance meeting. He recognized Gale Lively, Association Executive of the Louisville Apartment Association upon her retirement and her contributions to the apartment industry. Greg Lozinak, who chaired the Capitol Conference Advisory Group, along with NAA Staff, were acknowledged for the record numbers attending the conference and lobby day.

The inaugural National Multifamily Day will be held Tuesday, April 7th. The National Suppliers Council is working with affiliates to promote our industry via social media channels.

10 and 2: Growing Stronger Together is a new program to increase membership in order to become a stronger voice within the industry. Our new goal is 10 million apartment homes in membership by the end of 2016.

- II. **Secretary's Report.** Mike Clow reported a quorum was present for this meeting, and he called for a motion to approve the minutes from the Winter Board meeting on January 14-15, 2015.

MOTION: To approve the minutes from the Winter Board meeting on January 14-15, 2015. (M/S/A)

- III. **Treasurer's Report.** Jeff Lowry reported on the 2014 Audit Report and requested a motion to approve the audit.

MOTION: To approve the 2014 Audit Report (M/S/A)

Jeff Lowry called for a motion to approve the Investment Policy Revisions.

MOTION: To approve the Investment Policy Revisions (M/S/A)

Jeff Lowry requested a motion to approve the 2014 Reserve Allocation

MOTION: To approve the 2014 Reserve Allocation (M/S/A)

- IV. **President's Report.** Doug Culkin echoed Tom Beaton's call to support the *10 in 2: Growing Stronger Together* campaign, highlighting revenue benefits to local affiliates. The NAA 2015 Education Conference & Exposition is 21% ahead in full paid registrations as well as ahead regarding sponsorships and booth sales. McKinley Advisors is assisting in determining research capability for NAA. McKinley created a survey designed to rank the importance of research topics. The Board was asked to complete the survey to determine next steps in the multi-year process.
 - V. **Governance Committee Report.** Brad Williams reported that the committee discussed recommended guidelines regarding Regional Vice President and Delegate qualifications and the elections process, which will be brought forward to the Board for a vote before the June Education conference meeting.
 - VI. **NAAEI Update.** Diana Pittro reported on the launch of the RPMcareers.org initiative. Next steps include determining how to gauge the number of applications that directly resulted from the website. Diana asked Board members to participate in social media outreach via Facebook. A CAM Student Housing designation is in the works, as is CAMT Spanish version with glossary, pending ANSI approval. Rick Graf reported that \$5.2 million in commitments have been achieved, with a goal of \$7.5 million.
 - VII. **Legislative Committee.** Mike Clark presented 2 Industry Mobilization Fund (IMF) applications:
 - IMF Funding in the amount of \$21,000 for the Arizona Multihousing Association to support development and expansion of their PAC fundraising program.
 - IMF Funding in the amount of \$30,000 for the Apartment & Office Building Association for researching the impact of rent control initiatives in Montgomery County, MD to fight a proposed rent control program in the county.
- MOTION: To approve both funding requests for the Arizona Multihousing Association in the amount of \$21,000 as well as the Apartment & Office Building Association in the amount of \$30,000. (Moved/Seconded/Approved)

- VIII. **National Suppliers Council.** Tony Sculthorpe requested approval for amendments to the NSC Bylaws to expand the Executive Committee by 2 members – one with a focus on Education and the other with a focus on Membership.

MOTION: To approve the amendments to the NSC Bylaws (M/S/A)

Additional request for 3 new members of the National Suppliers Council: LEASETERM Solutions, Atlanta, GA; Rentokil Pest Control, Reading, PA; Davey Tree Expert Company, Kent, OH.

MOTION: To approve the 3 new member companies to the National Suppliers Council (M/S/A)

- IX. **NAAPAC Report.** Robert Tinning reported on the record-breaking results of last year's efforts. For this year, we have 100% participation from the NAA Board and the PAC trustees. Robert thanked those who came forward during the meeting to contribute. He acknowledged the NSC for adding \$50,000 above their \$200,000 already contributed.

RAZ Mobile is an online mobile platform that is used to accept prior approval for NAAPAC from a member company. Once approval is given, the member is able to contribute to NAAPAC online using a unique URL designated for a specific campaign, such as the PAC Ambassador Challenge. This is a great additional resource to have in the toolkit as part of the NAAPAC campaign.

- X. **Membership Report.** Tami Martin requested Affiliate Assistance funds on behalf of the Apartment Association, California Southern Cities in the amount of \$7,700 for membership hardware and software purposes.

MOTION: Affiliate Assistance Fund request for the California Apartment Association, California Southern Cities in the amount of \$7,700. (M/S/A)

- XI. **Other Business.** Bill Wollinger reported on the efforts of the Membership Growth Task Force regarding the "Affiliate Membership Challenge" initiative for the greatest gains in membership at the local affiliate level. Prizes will be awarded and winners announced during the upcoming Education Conference & Exposition. He recognized the sponsors of the program.

Tom Beaton recognized Brad Williams for his service as 2014 NAA Chairman of the Board with a Past Chairman's pin.

- XII. **Adjournment.** The meeting was adjourned at 5:00 pm.