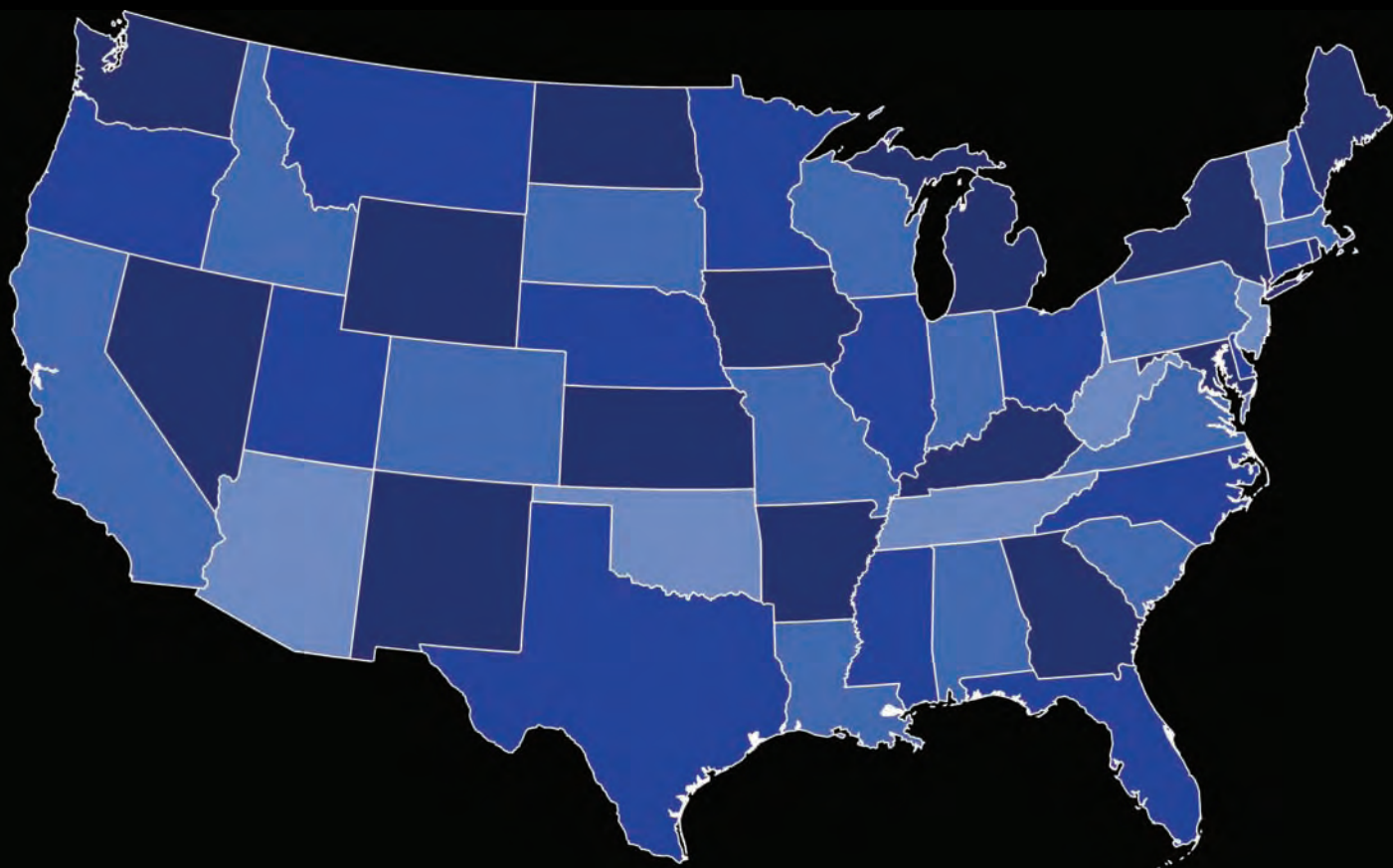


2013 State & Local Policy Review

NATIONAL APARTMENT ASSOCIATION



The 2013 State & Local Policy Review is a publication of the National Apartment Association's Government Affairs Department.



2013 STATE AND LOCAL POLICY REVIEW

From October to December 2013, NAA Government Affairs surveyed affiliate executives and government affairs staffs on their state and local priorities. The results of that survey are collected in this *2013 State and Local Policy Review*. This is the third in a series of surveys that began with the March *State and Local Policy Outlook* and was updated this summer in the July *Mid-Year State and Local Policy Outlook*.

This Review looks back at many of the priorities that affiliates focused on in 2013. It is important to note that this is not an exhaustive list of issues that NAA Affiliates are addressing. To enhance the content value of this document, this review also contains high priority policy concerns reported to NAA Government Affairs staff outside of the survey. Taken together, our hope is that this document provides a comprehensive picture of the policy concerns on which the apartment industry has been focused.

2013 Recap

This past year saw the rental housing industry continue to fare better than our real estate brethren. On the state government-side, many states were still struggling to recover from the *Great Recession*. Rather than subject a fragile economy with talks of new revenue or difficult budget cuts, some states have measured progress with socio-economic agendas – some of which has negatively impacted the rental housing industry. Also, while state governments have shied away from revenue increases, it has not stopped local governments from taking measures to fill their budget gaps.

Issues

In 2013, several states have promoted social agendas at the expense of property owners. They range from the expansion of protected classes through limiting background checks and source of income restrictions for screening of applicants, to environmental benchmarking/building labeling requirements. There has been no shortage of ways state and local government social policy has negatively impacted housing affordability and availability. Many basic rental housing tenets are being tested on a national stage as well. The Uniform Law Commission is engaging in a rewrite of state landlord/tenant law, and to a larger extent, the Supreme Court's willingness to hear a fair housing disparate impact case are signs that rental housing is increasingly becoming a targeted industry.

As previously mentioned, while states have been hesitant on new revenue proposals, they have been active in tightening restrictions on existing revenue. For example, a number of states have made it harder for property owners to re-assess property tax rates in light of lower values. Also, in an attempt to supplement state and federal revenue reductions, local governments have either enacted or extended "fees," often without voter approval. As the market continues to recover, look for these trends to continue into 2014.

Elections

Going into the 2013 election cycle, the consistent theme among political pundits was clear: 2013 was going to be a referendum year. Just what that referendum would be depended on which side of the political aisle you reside. For some, the never ending news of the stalled rollout of the Affordable Care Act would be a referendum on Obamacare, while others opined that the very public government shutdown would be a referendum on the Tea Party. These opinions projected prominently into two very visible gubernatorial elections in New Jersey and Virginia.

In New Jersey, attempts to tie Governor Chris Christie (R) to the national party were unsuccessful as he was easily reelected for a second term. In Virginia, where governors are limited to one term, Terry McAuliffe (D) defeated Virginia Attorney General Ken Cuccinelli (R) in a race noted for the dollars spent by outside interests.

In 2014, 36 states will hold gubernatorial elections. Most state legislatures will also be holding elections in 2014. It remains to be seen if a “referendum” election looms ahead, or if the age-old Tip O’Neill axiom holds true and all politics is, in fact, local.

Sincerely,



Fred Tayco

fred@naahq.org

Director of State and Local Government Affairs

Landlord / Tenant, Property Operations, Fair Housing



Nicole Upano
nicole@naahq.org
Manager of State
and Local
Government
Affairs

“As the nation continues to recover from the housing bubble collapse, issues of access and affordability were at the forefront of many legislatures’ housing agenda in 2013. While the industry has long maintained that the best way to expand housing choice and opportunities is to support policies that increase supply, some state and local governments continue to push legislation that would actually have the opposite effect and constrict supply.”

Landlord/Tenant

Uniform Residential Landlord Tenant Act – NAA is working with the Uniform Law Commission’s (ULC) drafting committee to revise the Uniform Residential Landlord Tenant Act (URLTA). The URLTA, codified in 21 states, has not been updated since 1972. The drafting committee is working to incorporate many of the statutory developments that have arisen since its inception, including early lease termination for domestic violence victims, security deposits and disposition of personal property in abandonment and for deceased tenants.

In anticipation of the November 2013 meeting of the drafting committee, NAA assembled a working group of members and other experts in the field of landlord/tenant law to vet the current proposal and craft a consensus document that addresses the issues in the draft affecting the apartment industry. During the ULC’s recent meeting, NAA staff and select members of the NAA working group presented a comment letter to the commission. ULC members commended the group on the thorough nature of the letter’s recommendations. The commission, however, tabled further consideration until the March meeting and has extended the date for final approval of the model legislation from summer 2014 to summer 2015.

NAA staff is currently considering next steps for the URLTA drafting committee’s spring meeting and beyond. NAA plans to work with the affiliates to reach out to ULC commissioners and educate them on the unintended consequences created by the current draft.

Special thanks to Paul Cohen, David Mintz and Joe Puckett for representing the apartment industry at the ULC meeting in November. Having regionally diverse, in-person representation gave committee members a real sense of the unintended consequences the revised Act may have on rental housing providers.

Early Termination of Leases for Certain Occupations (Arizona, Philadelphia, Pa.) – Affiliates reported early termination proposals for certain occupations including police, corrections and parole officers. The officer must show support that he or she has been threatened. This

protection is also available to residents with terminal or mental illness, and senior citizens who need placement in assisted living facilities or in the care of a family member.

Enacted in Arizona, [HB 2389](#) requires landlords to allow for an early lease termination for peace officers (police officers, corrections officers and probation officers) who have filed for an injunction against harassment. However, the Arizona Multihousing Association was able to push for amendments to the bill that allow landlords to recoup lease concessions if a peace officer requests an early lease termination.

Early Termination of Leases for Victims of Domestic Violence (Nevada, Virginia, Tennessee) – In line with the reauthorization of the Violence Against Women Act (VAWA) in 2013 (a federal law that strengthens programs and services for domestic violence victims), state legislatures considered early termination laws for lessees who are victims of domestic violence. Currently, 23 states and the District of Columbia have laws allowing residents who are victims of domestic violence to terminate their lease agreement early, most recently in Virginia and Nevada. Tennessee also considered, but did not pass, such legislation in the 2013 session.

Termination of Lease Due to Damage (Tennessee) – Legislation supported by the local affiliate was enacted. The [bill](#) allows a property owner to terminate a rental agreement if the premises are damaged or destroyed by fire or casualty to the extent that restoring the premises to its undamaged condition requires the unit to be vacant.

Miscellaneous Landlord/Tenant (California, Florida, Iowa, Maryland, Michigan, Nebraska, North Carolina, Texas) – The Property Management Association of Michigan led efforts to enact [HB 4613](#), a bill that allows landlords a mechanism to recover possessions of their premises within a reasonable time after a tenant dies and allows the removal and disposal of unclaimed property within the premises.

In North Carolina, [legislation](#) facilitated by the Apartment Association of North Carolina was enacted that shortens eviction processing time. Some of the highlights of the bill include:

- Requiring magistrates to make their decisions the same day of the conclusion of the evidence, except for more complex summary ejectment cases;
- Reducing from ten days to seven days the time required to hold a resident's property once a summary ejectment is won and a writ to obtain the rental property is executed; and
- Reducing from seven days to five days, the time within which a sheriff must execute a writ of possession for a tenant's personal property, from the time of the sheriff's receipt of order.

In Iowa, the Central Iowa Apartment Alliance successfully led efforts to amend Iowa's Landlord-Tenant Law in 2013. [H.F. 495](#) amends Chapter 562A in a number of ways; most specifically it makes it explicit that a landlord may grant specific, time-limited waivers of lease provisions. Prior to this change, waivers of a lease provision against a tenant meant that the provision could not be enforced for the duration of the lease.

Property Operations

Bed Bugs (Connecticut, Chicago, Ill., Florida, Massachusetts, Michigan, Washington, D.C.) – Affiliates in several states reported that they worked with policymakers on bed bug legislation. In 2013, New Hampshire passed legislation that includes a provision to assist property owners in recovering treatment costs from a resident. According to [House Bill 482](#), if after 30 days following the completion of remediation, the resident has not paid the owner or entered into a repayment plan then the owner may initiate eviction proceedings against the resident on the basis of non-payment of rent. Essentially the unpaid pest control expenses are counted as outstanding rent.

HB 482 requires the property owner to prove the resident was at fault to recover costs in an eviction action or an action of damages. Despite the burden of proof on the owner, the bill remains a win for the industry as it also includes a rebuttable presumption that the resident is at fault in the absence of reports to the owner or a health or housing authority of the presence of bed bugs during the last six months prior to the resident's tenancy.

Legalized Marijuana (Colorado, Michigan) – Affiliates are encountering an increase in proposals to legalize marijuana for recreational and medical use at the state and local levels. In light of recent statutory developments in several states, affiliates must craft guidance for marijuana laws that balance the federal prohibition with state or local legalization laws. Affiliates may also want to consider local smoking ordinances and apartment community smoking policies with possible fair housing discrimination implications.

Rent Control (Maryland) – NAA worked with a local affiliate to voice opposition to a proposed rent control and just cause eviction proposal. The bill died in committee without a vote.

Inclusionary Zoning/Rent Control (California) – Affiliates in California scored a victory when AB 1229, which sought to limit initial rental rates on newly constructed privately owned units, was vetoed by Gov. Jerry Brown (D). The measure known as "inclusionary zoning" would have crippled the California rental housing industry at a time when the state is still recovering economically.

Repeal of New Construction Exemption from Rent Control (New Jersey) – In New Jersey, legislation passed at the state level that retroactively repealed the new construction exemption on senior rental housing. The bill affected thousands of apartment units, subjecting them to local rent control laws, jeopardizing future apartment construction projects for seniors, and calling into question the state's commitment to its nearly three decade old policy of encouraging rental housing development by shielding that housing from rent control. The New Jersey Apartment Association requested an absolute veto from Gov. Chris Christie (R). In September, Christie applied a conditional veto to the measure. The measure will now go back to the Legislature with his recommendations for reconsideration.

Resident Screening (Oregon) – Although the Oregon Legislature did not make individuals with a history of evictions, arrests or conviction records a fully protected class, Enrolled [Senate Bill 91](#) restricts a rental housing provider's ability to consider an applicant's eviction history or criminal background check in the resident screening process. According to the bill, a rental housing provider may only consider an eviction from the last five years of the reporting period. Also, an owner or manager is limited in evaluating an applicant's conviction or charge history. The owner may consider the following: a drug-related crime, a person crime, a sex offense, a financial crime, or any other crime if the conduct for which the applicant was convicted or charged is of a nature that would adversely affect property of the landlord or a tenant or the health, safety or right to peaceful enjoyment of the premises of residents, the landlord or the landlord's agent.

Smoking Ban (California) – Affiliates helped defeat a bill that would prohibit smoking in units and all other areas of new and existing multifamily dwellings. In AB 746, "Multifamily dwellings" are defined as residential property containing two or more units with one or more shared walls, floors, ceilings, or ventilation systems. This bill would provide that any person who violates the requirements of the bill is guilty of an infraction and subject to fines of up to \$200 per violation.

Fair Housing

Criminal Background as a Protected Class (Seattle, Wash.) – The Seattle City Council passed legislation in June making individuals with arrest and conviction records a protected class in the employment context. The Washington Multi-Family Housing Association worked with the City Council to make the final bill more palatable to the industry and anticipates proposed legislation related to resident screening in the future.

Source of Income, Domestic Violence Victims as a Protected Class (Cook County, Ill., Delaware, Maryland, New York, Rhode Island, Virginia, Washington) – Proposals to make source of income and victims of domestic violence protected classes were introduced in 2013 as well. After years of battling tenant advocates, one affiliate reports that they plan to take a proactive approach in 2014 and propose source of income legislation.

Disparate Impact (Nationwide) – In November, a settlement was reached in an important fair housing lawsuit, *Mount Holly v. Mt. Holly Gardens Citizens in Action, Inc.*, just a few weeks before the U.S. Supreme Court was scheduled to hear oral arguments on the case. A Supreme Court ruling would have affected apartment owners, managers and developers nationwide by determining whether a claim based on disparate impact theory is available under the Fair Housing Act. Disparate impact theory

"The Trillion Dollar Industry," a report released by NAA/NMHC in 2013 showed that apartments and their residents contributed \$1.1 trillion to the national economy and supported 25.4 million jobs. The report covers the economic contribution of apartment construction, operations and resident spending on a national level plus all 50 states. In addition, construction and operations data is available for 12 metro areas:

- ✓ Atlanta
- ✓ Boston
- ✓ Chicago
- ✓ Dallas
- ✓ Denver
- ✓ Houston
- ✓ Los Angeles
- ✓ Miami
- ✓ New York City
- ✓ Philadelphia
- ✓ Seattle
- ✓ Washington D.C.

calls into question some often used industry business practices, such as resident screening.

NAA weighed-in on the case, joining other real estate groups in filing an amicus brief with the court that argued that disparate impact liability is a judge-made rule that improperly extends the scope of the Fair Housing Act and creates de facto protected classes.

Inspections, Licensing, Development, Budget/Taxes/Fees



Carly Simpson
carly@naahq.org
Manager of State
and Local
Government
Affairs

“Budget concerns have consistently led state and local governments to increase existing taxes and fees or create new ones to generate revenue. The multifamily housing industry is always a popular target for state and local governments, and in 2013, affiliates faced many new proposals.”

Rental Registration and Inspections program (Nationwide) – Over the past 12 months, affiliates surveyed encountered many new rental registration and inspection proposals in their localities. State legislatures also addressed this issue. In Indiana, [legislation](#) was enacted that places a temporary moratorium on any new fees in connection with registration and inspections ordinances while a legislative study committee analyzes the issue of fees for those programs. In another state, affiliates are supporting state legislation that would lengthen the minimum time between inspections which would mean fewer inspections and expenses for the industry.

The San Antonio Apartment Association was successful when it prevented an absentee property owner registration ordinance from impacting its members. Initially all properties (commercial, single family, multifamily) were being included in the ordinance but after working closely with the city staff and other stakeholders, multifamily properties were left out of the ordinance’s registration requirements.

Fees (California, Lubbock, Texas) – One of the major victories this year was secured in California when the Golden State Housing Providers, a partnership of rental housing associations, joined a diverse coalition to successfully remove a new fee to search public records, also known as a “court fee” from the 2013-2014 California state budget. As proposed, the fee would have required municipal courts throughout California to charge a \$10 fee per case, per court to access criminal and civil records.

The Lubbock Apartment Association also secured a big victory when two of its Board members were appointed to a task force that provided guidance to the city to establish a stormwater run-off fee that was far more equitable for the rental housing industry than initially proposed.

Property Tax Initiatives (California, Indiana, Iowa, Maryland, New Mexico, Pennsylvania and South Dakota) – How property taxes are applied to the multifamily industry continues to be discussed in state legislatures. The Apartment Association of New Mexico (AANM) was successful when legislation regarding property taxes failed. HB 521 would have made property tax limitations exclusive to owner-occupied residences. Fortunately, the bill was never brought to the floor and seeing that “owner-occupied” didn’t make it into law for property tax/tax lightning was AANM’s top legislative accomplishment in 2013.

A [bill](#) supported by the Indiana Apartment Association was enacted that clearly defines the common areas where an entire property can fall under the state’s two percent property tax cap, not just the footprint of the building. This was a source of confusion across the state as county assessors were interpreting the tax cap rules differently.

In Iowa, [legislation](#) supported by the Central Iowa Apartment Alliance was enacted that creates a new class of “multiresidential” properties,” which includes apartments. There will be a 10-year shift from commercial taxation to residential.

The South Dakota Multi-Housing Association (SDMHA) sponsored [HB 1143](#) which would have reclassified rental property from commercial to residential rental for property tax purposes. The measure passed in the House but failed in a Senate committee. This will continue to be a legislative priority for SDMHA in 2014.

In California, efforts to rollback Proposition 13 and create a split property tax roll so that commercial property (including rental property) pays more were defeated once again. The Maryland General Assembly also defeated a bill that would have allowed counties the authority to adopt different tax rates on classes of property.

In Pennsylvania, property tax efforts in the legislature gained momentum in the fall, but have since stalled. [HB 76/SB 76](#) would eliminate property taxes for funding education in Pennsylvania. Instead, schools would be funded by increases in the PA Personal Income Tax and the Sales and Use Taxes.

For the apartment industry, there is a growing problem of “spot appeals” against rental properties in Pennsylvania. School districts are increasing their efforts to appeal the tax assessments of apartment communities and commercial properties. Legislative solutions to this and to other property tax matters will continue to be discussed in 2014.

Nuisance/Problem Property Ordinances (Pennsylvania) – In Wilkes-Barre, Pa, an ordinance was passed that allows the city to shut down a property for six months if the owner or occupant has “implied or actual knowledge” of drug activity or illegal activity with firearms occurring on the premises. A property owner can appeal to the Housing Appeals Board. The Pennsylvania Legislature is considering [HB 1796](#), which prohibits municipalities from penalizing residents or rental owners from summoning police or emergency assistance. This is in direct response to a lawsuit filed by the ACLU against the City of Norristown, Pa with regard to a problem property ordinance that puts pressure on rental owners to evict tenants after they’ve been called to a property three times.

Building Codes, Fire/Life Safety Codes, Green Buildings, Sustainability/Environment, Submetering



Alison Berry
alison@naahq.org
Manager of State
and Local
Government
Affairs

“Apartment owners have a significant business interest in reducing the energy costs of operating apartment communities and ensuring that housing remains affordable for residents. We believe in investing in the future through better building energy performance. Likewise, we seek to balance environmental stewardship and economic growth. Compared with other housing types, apartments are significantly more environmentally sustainable and resource efficient.”

Submetering/Billing (California) – California SB 750, a bill requiring the installation and use of submeters for all new multifamily construction has been terminally delayed out of committee.

Benchmarking/Building Labeling (Boston, Mass., Chicago, Ill.) – A new ordinance passed in Boston that requires commercial buildings to track their energy usage and disclose it to the city as well as the public. A similar measure passed in Chicago as well. The mayors of each city advocated strongly for both ordinances.

Building Codes/Life Safety (Nationwide) – Another issue area that is a high priority for many affiliates is the form in which the 2012 I-codes from the International Code Council (ICC) are adopted by local municipalities. These include green and energy codes such as the International Green Construction Code (IgCC), the International Energy Conservation Code (IECC) and the International Fire Code (IFC). Generally, compliance and retrofit issues dominate affiliate building code concerns.

In Arizona, state legislation that would have provided local preemptions to allow builders to use the HERS method as an alternative path to compliance to the 2012 Energy Conservation Code failed. At the local level, the Arizona Multihousing Association (AMA) supported amending 2012 Energy Codes in jurisdictions seeking to adopt the code. The amendments allow multi-family to choose either the commercial or residential chapters of the code regardless of the height of the building. The AMA has also partnered with the homebuilders association to amend the local code to allow for alternative compliance to the code by utilizing the HERS method.

To learn more about Benchmarking ordinances and the specifics of the Boston and Chicago ordinances, please see the November 2013 *units* Magazine Article, **[Benchmarking Laws Try to Shame Owners.](#)**

In 2013, NAA tracked more than 700 bills across several states

Issues	States Bills Introduced	Total Bills Introduced	Bills Enacted
Abandoned Property	9	14	7
Accessibility	7	12	5
Apartment Maintenance Professional Licensing	13	29	10
Background Check	1	1	0
Bedbugs	3	6	2
Building Codes	17	64	11
Carbon Monoxide Detectors	7	15	4
Crime Control	11	23	8
Death of Tenant	2	3	0
Domestic Violence	5	7	2
Elevators	9	14	7
Energy Efficiency/Sustainability	13	34	8
Energy Efficient Tax Credit/Incentives	14	39	6
Escrow (NAA)	3	3	1
Evictions	9	27	8
Fees/Taxation	13	31	7
Fees/Taxation: Lease Fees	4	5	2
Fees/Taxation: Referral/Finder's	1	1	0
Fees/Taxation: Registration/Inspection	1	1	0
Fees/Taxation: Termination	1	1	0
Fire Safety Devices	13	28	10
Fire Safety Devices: Fire Alarms	1	1	1
Fire Safety Devices: Fire Sprinklers	7	10	5
Fire Safety Devices: Smoke Detectors	10	19	5
Habitability/Warranty	2	2	0
Immigration Issues	2	2	1
Inspections	11	21	5
Landlord Tenant	14	44	7
Lead Paint/Pipes	3	7	2
Lease	12	37	16
Methamphetamine/Drug Lab	8	10	2
Mold (NAA)	2	3	0
Professional Licensing	16	30	7
Property Managers/Leasing Agents Licensing	5	9	3
Property Operations	14	43	13
Protected Class	15	29	8
Renters Insurance	5	15	2
Repair/Deduct	4	5	4
Right of Entry	4	4	1
Second Language	2	4	3
Security Deposit	9	18	4
Sex Offender	7	13	4
Sexual Orientation/Gender Identity	9	15	0
Smoking Ban (NAA)	4	6	0
Source of Income/Section 8	5	8	2
Split Roll Taxation	13	35	8
Utility Submetering	6	10	2

Let NAA go to bat

for YOUR association!



NAA Legislative Action Center

The Legislative Alert Program gets the attention of your State and Federal officials with the push of a button.

Over the past couple of years, elected offices have made communicating via email more difficult. In an effort to combat political marketing and general spam, offices have turned to website-based emails—managing this program can be both difficult and time consuming.

Why use the Legislative Alert Program?

IT'S FREE—As a member of NAA, this service is free. No need to invest in expensive consultants, email marketing vendors or valuable staff time to set up.

IT'S EASY—NAA Government Affairs staff walks you through the entire process: conception, providing the most updated elect and key staff listings, strategy, message development, assists in copy writing, formatting, and most importantly, delivery.

IT'S EFFECTIVE—NAA members have used this program to communicate their message to legislators with great success. Several have attributed their use of this program as key to their overall lobbying efforts to influence legislation.

Also, while an excellent advocacy tool, members have used the program to communicate their association's community activities and achievements.

What associations are saying...



"The Grassroots program has been a great asset to SDCAA. We used the service several times during this year's legislative session to alert members about pending bills and ask them to take action. The ease of setting up the email alert, coupled with the simple options for members to contact legislators, makes the service a win-win!"

— Alan Pentico, Executive Director of the San Diego County Apartment Association

"Like many associations, TAA does not have the luxury or the resources to hire a vendor every time we need to get a message out to our legislators. The NAA Legislative Alerts is not only free, it's easy. NAA staff walks you through the entire process."



— Catie Lane Bailey, Director of Government Affairs of the Tennessee Apartment Association

INVEST IN YOUR POLITICAL CAPITAL AT THE 2014 NAA CAPITOL CONFERENCE

Why You Should Bring Your Political Capital to Washington, D.C.

For the National Apartment Association, having political capital is the most effective way to influence decision-making on policies that impact members of the apartment industry. We are nearly 63,000 members strong, representing more than 170 affiliated associations and more than 7.1 million units. Our members are businessmen and women who know firsthand how policymakers affect their lives and livelihoods.

You have the grassroots goodwill and personal perspective that opens the doors to being heard and understood by members of Congress. Only through your advocacy will they address the apartment industry's long-term needs on issues such as housing finance reform, tax reform and fair housing disparate impact liability.

To save you time and money, for the first time ever the Conference schedule has been compacted to allow members to attend only what they want—only NAA governance activities, only advocacy activities or only the issues briefing and Lobby Day—or attend everything!

The NAA Capitol Conference will be held on March 11 in Washington, D.C., followed by Lobby Day on Capitol Hill on March 12. (The spring Board of Directors and committee meetings precede the conference on March 9 and 10.)

Use your currency as an advocate. Invest in your political capital at the 2014 NAA Capitol Conference!

Conference Highlights



Charlie Cook



Stuart Rothenberg

Capitol Conference Kickoff— *Campaign 2014 Outlook*

Charlie Cook and Stuart Rothenberg, two of the nation's top political analysts, will kick off the conference to provide unparalleled insight on the 2014 mid-term elections. Cook is Editor and Publisher of *The Cook Political Report* and Columnist for the

National Journal. When Cook makes a pronouncement based on his analysis of the political scene in America, people who want to be “in the know” sit up and listen. For years, Rothenberg has embodied the rare ability to report on all the political happenings in the nation with unbiased clarity and non-partisan precision. His newsletter, *The Rothenberg Political Report*, provides honest reporting and clear-eyed analysis of American elections and their potential ramifications.

Lobby Day Issues Briefing—*Key Messages for NAA Lobby Day*

The NAA Capitol Conference's key objective is for NAA members to carry the apartment industry's message to their members of Congress. The Issues Briefing is critical to understanding the issues, important messages and the “ask” you will convey when you sit with your Representatives, Senators and their staff. Policy experts will be on hand to review the issues with you and answer all of your questions.



Alan Simpson

Keynote Luncheon—*The Moment of Truth: Confronting Issues in America*

Former U.S. Sen. Alan Simpson (R-Wyo.) will provide a candid look on politics, the economy and the hard choices that America's leaders face during the conference keynote address. Known for his quick wit, Simpson addresses controversial topics on the national agenda with honesty and provides sensible solutions for moving the country forward. Simpson served in the Senate for nearly 20 years and later was appointed by President Obama to serve as co-chair of the National Commission on Fiscal Responsibility and Reform, a bi-partisan group looking to erase the United States' multi-trillion dollar debt.

(Ticketed Event)

NAA Legislative Committee Meeting—*Advocacy Deliberations*

What is the status of NAA's federal legislative and regulatory priorities? Where are NAA members seeing the most challenges at the state and local levels of government? How are they responding? The NAA Legislative Committee is the focal point for these discussions and the place where apartment industry policy positions are made. You want to be a part of this discussion to keep current on multifamily advocacy efforts and understand how and where you can play a role.

State and Local Government Affairs Roundtable—*Stay Ahead of the Curve*

Find out what issues or legislation your colleagues from across the nation are facing. Get an insider's view on where the industry is trending at the state and local levels, and learn from others' experiences. This session will give you in-depth background, insights on tactics, and most importantly, a professional network of knowledgeable industry experts to draw upon.

NAA Lobby Day—*Invest Your Political Capital on Capitol Hill*

Wednesday, March 12 is the apartment industry's Day on the Hill. Join your peers from across the United States to educate your members of Congress. Use the information you learned during the Capitol Hill Issues Briefing, advocacy education sessions and other events to influence your representatives and senators on legislation that affects you and your business. And don't miss a new free event exclusively for you—lunch with members of Congress!

NAAPAC Better Government Fund Reception—*Back by Popular Demand*

The NAAPAC Better Government Fund reception will again take place at the elegant Top of the Hay, the rooftop at the Hay-Adams Hotel with breathtaking panoramic views of the White House. Support NAA's growing political capital with your attendance.

(Ticketed Event)

Congress deals with thousands of issues.

The apartment industry is your livelihood. You live and breathe it every day and know how legislation impacts your business.

Congress needs to hear from you.

<http://capitol-naa.naahq.org>





NAA CAPITOL CONFERENCE

March 9-12 | The Omni Shoreham Hotel | Washington, D.C.

New to the NAA Capitol Conference?

As a bonus to all the fun you'll have, first-time attendees will be eligible to win two free nights of accommodations at the 2015 Conference! There is a spot to indicate if you are a first-timer on the registration form.

Hotel, Travel and Registration

For hotel, travel and registration information, go to <http://capitol-naa.naahq.org/attend-capitol-conference/registration> or contact Kaitlyn Palatucci at 703-797-0628 or Kaitlyn@naahq.org. Registration is free until Feb. 14. After Feb. 14, registration will be \$50.

Congressional Meeting Scheduling Assistance

NAA is offering scheduling assistance to NAA members and affiliates this year for their appointments on Capitol Hill. For more information or to participate, please contact Katelin McCrory at katelin@naahq.org.



About NAA Government Affairs

We work to solve our members' problems. We:

- Develop public policy initiatives
- Provide research and services to protect members from business threats
- Advocate with elected officials through our national grassroots network
- Build our political clout by contributing to political campaigns
- Protect the industry's standing by educating policymakers through communications outreach

Advocacy Education Sessions



David Mason

PAC Fundraising Workshop—Raising NAAPAC dollars is critical to increasing NAA's political capital. In this two-part session, you will hear from former Federal Election Commission Chairman David Mason on the rules of Political Action Committee solicitation. Participants will then break into groups to plan your own NAAPAC fundraiser from concept to blueprint.



Susie Gorden

The Citizen Advocate—Meeting with members of Congress creates an opportunity to establish yourself as a trusted resource. Our partners at the Congressional Management Foundation (CMF) surveyed House Chiefs of Staff about the written materials left behind and the effectiveness of certain message strategies before, during and after the meetings. Hear from CMF Vice President Susie Gorden as she shares these best practices for your advocacy efforts.



Holly Pitt Young

How to Build Your Political Capital—NAA's political capital includes your political contributions, NAAPAC's political contributions, and the relationships you build. Holly Pitt Young, Senior Vice President of Public Policy at Aristotle International, will share how this all works in conjunction with NAA's overall advocacy efforts to strengthen our combined political capital.



Marisol Bello

How to Interact and Engage with Reporters—

Reduce your fear of talking to reporters and increase your understanding of how to work with the news media. Marisol Bello, who for more than six years has traveled the country and overseas as a national reporter for *USA Today*, will share her thoughts about how you can best work with the media.

