



2021 Annual Report

**Prepared by
The AANC Team**

A MESSAGE FROM JENNINGS SNIDER

AANC PRESIDENT (2021-2022)



It has been quite a year, to say the least. As I reported in 2021 issues of AANC E-Notes, we find ourselves in unprecedented times in our industry. We've seen a lot of positives in the form of rising rent rates, high occupancies, and soaring property values. However, we have also faced unique, ongoing challenges due to the COVID-19 pandemic. And yet, despite those challenges, we have been able to accomplish a great deal as an Association this year. Some highlights of our accomplishments include:

- Solidifying our new Strategic Plan for the Association.
- Surpassing our 2021 PAC goal of \$25,000!
- Holding a successful virtual version of our annual conference (Illuminate Your Monitor Series).
- Hosting our first ever quarterly Educational Webinars.
- Partnering with a public relations firm (The Wilbert Group) to handle the Association's ongoing PR needs.
- Planning our first ever stand-alone trade show for the 2022 Conference.
- Succeeding in getting SB644 passed which was one of AANC's top priorities for the legislative session.
- Creating a Diversity, Equity, and Inclusion (DE&I) Task Force which is soon expected to become a regular AANC Committee.

None of the above would have been possible without the hard work and dedication of our members, the AANC staff, and the many professionals with whom we work on a day-to-day basis. So, a big THANK YOU to everyone for helping us achieve these successes.

As we look ahead to the coming year, I'm excited about what lays in front of us. Much of what we'll be

doing in 2022 will be building off our work of this past year. We've solidified our strategic plan; we now need to work on implementing the goals we've set as an organization. We've had a record year for our PAC fundraising; we need to build on that success and, hopefully, set a new record in 2022. We've established the AANC Super PAC; we need to actively promote it and engage with management companies and owners to make it a success. We've had various legislative "wins" in 2021; we need to continue to work with the state legislature and elected officials to make sure our industry continues to be well represented in 2022 and beyond.

Of all the things I'm looking forward to in the coming year, the thing I'm most excited about is our 2022 Education & Legislative Conference. After a two-year hiatus, we are cautiously optimistic that we will be able to come together in Raleigh in May and hold the conference in person. One of my favorite aspects of the apartment industry is the level of respect, cooperation, and camaraderie that we embrace across competing companies and organizations. The Annual Conference has always been a great venue for building the connections and relationships that help foster that collaborative spirit. I've missed seeing all of you, and very much look forward to doing so next year.

Thanks everyone for a great 2021. I look forward to serving as your President again in 2022, and I'm excited to see what we are able to accomplish as an Association!

Jennings Snider
AANC President

A MESSAGE FROM JOSHUA DICK

AANC EXECUTIVE DIRECTOR



Greetings AANC Members,

We hope you enjoy AANC's inaugural annual report. It is a compilation of some of AANC's activities, successes and achievements for the year. Despite COVID's continuing impact on our industry and association, and AANC unable to conduct our annual in person Education & Legislative Conference for the second year in a row, AANC was able to weather the storm and end the year profitable.

AANC's membership continues to increase with AANC currently having 443,236 units, a 5% increase from last year. We currently have 758 suppliers, a 8% decrease from last year.

AANC's success this year is due to your membership and the engagement and involvement of our AANC Board Members, committee and task force members and affiliate and AANC staff. The AANC Board served as great stewards of AANC's finances and ensured the continuation of great things to come with the development of a new three-year strategic plan. Our committees are strong and have their own accomplishments, highlighted separately in this report, helping us achieve our agenda and goals for the year.

AANC continued to recognize giants of our industry across the state with 11 newly inducted members to the AANC Hall of Fame. A total of 13 active members completed AANC's Leadership Lyceum program during 2021.

AANC continued to promote the importance of education in the multifamily industry and offered six webinars on key topics and selected another Larry Cranford Memorial Scholarship Recipient.

On the legislative front, AANC succeeded in passing SB644, one of our key legislative priorities this year. AANC surpassed our annual PAC goal of \$25,000 due to the generosity of our members. AANC continues to participate nationally with the National Apartment Association, with 15 of our members selected to speak at NAA's Apartmentalize and our very own Susan Passmore reelected as Regional Vice President of NAA's Region IV.

AANC revised its mission statement and now reads, "AANC is dedicated to leading and supporting its members' ever-changing needs through regulatory and legislative advocacy, industry education and communication." We achieved that mission in different ways and will continue to do so in the coming years.

Thank you again for your membership and continued involvement in our association!

A handwritten signature in blue ink that reads "Joshua".

Joshua Dick
AANC Executive Director

ABOUT APARTMENT ASSOCIATION OF NORTH CAROLINA

The AANC Board
updated the mission
statement in
May of this year.

Mission

AANC is dedicated to leading and supporting its members' ever-changing needs through regulatory and legislative advocacy, industry education and communication.

Objectives

Affordable housing, quality construction, and professional management are some of the objectives of the AANC. Because housing is a basic need, apartment production and operation are subject to ever-increasing demands for higher standards of safety, habitability, security, environmental controls, design, and management. The AANC is committed to protecting the affordability of rental housing while maintaining the safety, livability, and security of its members and their residents and the properties at which they reside.

2021 LEADERSHIP



AANC Executive Committee



JENNINGS SNIDER
SYNCO Properties
AANC President



LISA TAYLOR
Greystar
AANC Vice President



KAREN PERKINS
Blue Ridge Companies
AANC Treasurer



AMANDA SIEGAL WILLIAMS
BSC Holdings
AANC Secretary



SHERRY YARBOROUGH
Drucker + Falk
AANC Immediate Past President

AANC Board of Directors

Greater Charlotte Apartment Association

- Parry Brand | GCI Residential
- Charity Ellis | BG Multifamily
- Chris Loeb sack | Loeb sack & Brownlee
- Jennings Snider | SYNCO Properties
- Lisa Taylor | Greystar

Greater Fayetteville Apartment Association

- Karen Perkins | Blue Ridge Companies
- Jennifer Pittman | A Venture Management
- Catina Rhinehart | Morganton Development

Greenville Area Property Managers Association

- Rachel Rasberry | Meridian Park

Piedmont Triad Apartment Association

- Maria Barker | Phillips Management Group
- Mary Gwyn | Apartment Dynamics
- Fred Kicsak | Blue Ridge Companies
- Cindy Clare | Bell Partners
- Amanda Siegal Williams | BSC Holdings

Triangle Apartment Association

- Claire Michael | Lantower Residential
- Rebecca Rosario | Full House Marketing
- Chris Smith | Greystar
- Amy Timocko | Hawthorne Residential
- Sherry Yarborough | Drucker + Falk

Apartment Association of Western NC

- Jessica Kiser | BSC Holdings
- Kelly Noble | Noble Pest Solutions

Wilmington Apartment Association

- Carol Greer | Tribute Properties
- Krysti Keser | Carroll Management Group
- Amy Ritchy | Greystar

AANC State Suppliers Council

- Cindy Nitschke | BG Multifamily

*A beautiful soul
is never forgotten.*

**JAMES (Jay) YOUNG
ROBINSON III**

BURKELY COMMUNITIES

MAY 22, 1965 - JUNE 16, 2021



STRATEGIC PLAN



AANC 2021-2023 Strategic Plan Objectives

Near Term Objectives (0-18 months)

1. Identify additional sources of revenue for AANC.
2. Hire a Public Relations firm to increase visibility and streamline communication.
3. Provide regular outreach to smaller affiliates to share ideas, identify challenges and provide solutions and services.
4. Establish a Super Political Action Committee (PAC).
5. Increase PAC education and engagement.
6. Discover new ways to support supplier partners.
7. Develop annual report to membership highlighting AANC accomplishments.

Medium-Long Term Objectives (18-36 months)

1. Continue to increase new revenue sources. Create longer term net income. Continue to monitor/reduce expenses where possible.
2. Strengthen the operations and effectiveness of AANC's smaller affiliates (identify engagement incentives).
3. Collaborate with student, affordable housing associations, home builders and developer groups to join forces regarding common issues to include lease agreement, evictions, building standards, training, recruiting and fair housing.
4. Review and assess AANC governance in terms of Board size, term limits, etc., to ensure board remains fresh, engaged and effective. Review committee/task force structure and policies and procedures.
5. Have a "plug & play" toolkit available for affiliates to launch programs easily.
6. Advocate for housing affordability.
7. Expand and improve AANC's Government Affairs influence.
8. Have specific education offerings for IROs, student and affordable housing.
9. Communicate value of the State Suppliers Council to affiliates by developing incentives for affiliates to encourage their suppliers to join SSC.
10. Grow to 500,000 units by 2023.
11. Increase market penetration outside of affiliate territories (example: Boone).

2021 INCOME AT A GLANCE



**Association Income
(as of Q4 2021)**



\$1,238,066.13

BUDGET BREAKDOWN

6% PPP Loan (round 2)



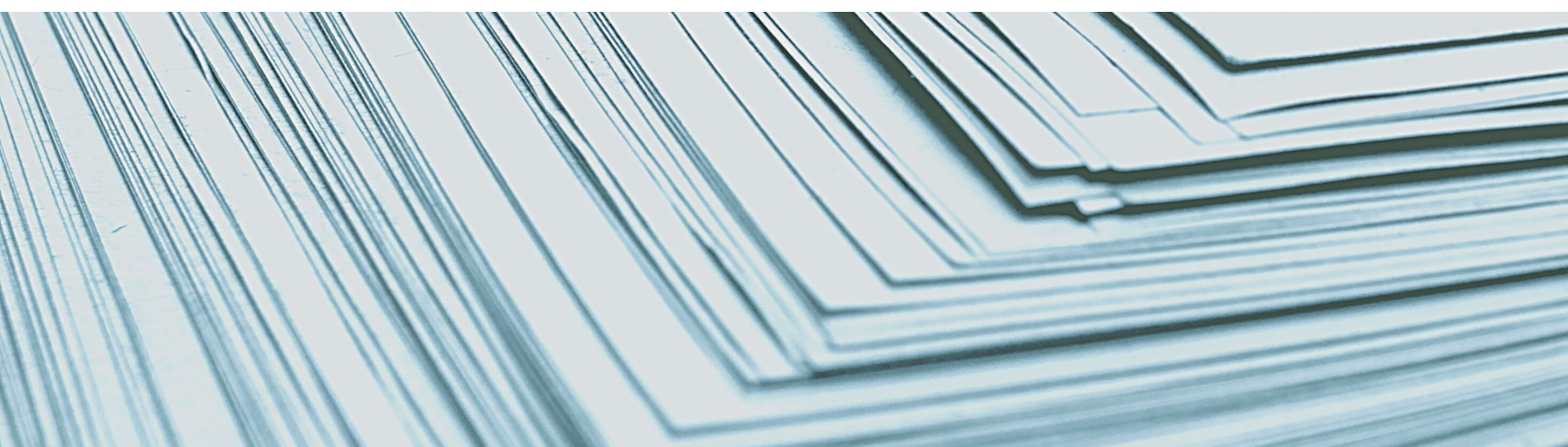
67% NAA Click & Lease



21% Dues



6% Sponsorships & Registrations



MEMBERSHIP



2021 State Numbers

Total Units

443,236

5% increase from 2020

Suppliers

758

8% decrease from 2020

Direct Member Units

2,173

AANC 2021 Affiliate Membership Numbers

	UNITS	SUPPLIERS
Greater Charlotte Apartment Association	145,799	238
Greater Fayetteville Apartment Association	20,417	68
Greenville Area Property Managers Association	4,888	14
Piedmont Triad Apartment Association	76,864	119
Triangle Apartment Association	152,973	227
Apartment Association of Western North Carolina	15,069	30
Wilmington Apartment Association	27,226	62

AANC 2021 Tier II Suppliers



2021 COMMITTEES/COUNCIL LEADERSHIP



EDUCATION COMMITTEE



MINDY MCCORKLE
Enhancement Talent
Development
CHAIR



KELLY NOBLE
Noble Pest
Solutions
VICE-CHAIR



CATINA RHINEHART
Morganton
Development
CHAIR



NORM PRAET
Brownlee Whitlow
& Praet
VICE-CHAIR

GOVERNMENT AFFAIRS COMMITTEE



NORM PRAET
Brownlee Whitlow
& Praet
CO-CHAIR



SUSAN PASSMORE
Blue Ridge
Companies
CO-CHAIR

HOUSING AFFORDABILITY COMMITTEE



SCOTT WILKERSON
Ginkgo
Residential
CHAIR

MEMBERSHIP COMMITTEE



TAMI FOSSUM
GEM
Management
CHAIR



KAHTY WOODARD
Harbor Group
Management Company
VICE-CHAIR



BETSY KIRKPATRICK
BG
Multifamily
CHAIR



SHANE RABY
Tribridge
Residential
VICE-CHAIR

PR/MARKETING COMMITTEE



KATE JARRELL
BGSF
CHAIR



NIKOL EDWARDS
Blue Ridge Companies
VICE-CHAIR



LISA TAYLOR
Greystar
CHAIR

STATE SUPPLIERS COUNCIL



CINDY NITSCHKE
BG
Multifamily
CHAIR



BETSY KIRKPATRICK
BG
Multifamily
VICE-CHAIR

2021 COMMITTEES/COUNCIL ACCOMPLISHMENTS



EDUCATION COMMITTEE

- Pivoted to a virtual component of Conference
- Hosted four successful educational webinars
- Developed a theme/logo for 2022 Conference
- Selected speakers for 2022 Conference
- Created the AANC Resource Library for C-Suite level members

GOVERNANCE COMMITTEE

- Reviewed AANC committee and task force structure
- Reviewed and updated AANC's Policies & Procedures Manual
- Formed AANC Revenue Committee (previously AANC Task Force)
- Identified replacements to serve on AANC Governance Committee

GOVERNMENT AFFAIRS COMMITTEE

- Identified AANC's 2021-2022 Legislative Agenda
- Established AANC Super PAC Taskforce
- Hired a PR firm to further elevate the association's perspective and combat negative media coverage
- Facilitated virtual and in person legislative meetings for AANC's 2021 Lobby Day
- Hosted a series of legislative and legal update webinars to keep members engaged and abreast of the legislative changes pertaining to the eviction moratorium

HOUSING AFFORDABILITY COMMITTEE

- Transition from a subcommittee to a full operating committee under AANC
- Conducted AANC's Statewide Developers Survey
- Drafted AANC's Affordable Housing Toolkit

MEMBERSHIP COMMITTEE

- Developed a Membership Outreach Campaign. Participated in local affiliate trade shows/events to promote and educate the value of being an AANC Member
- Developed a Membership Affiliate Campaign. Task force members reached out to affiliates directly to promote becoming a member of AANC

NEXTGEN COMMITTEE

- Leadership Lyceum: Honored Class of 2020, Selected Class of 2022
- Implemented Committee Instagram Story Highlights
- Updated 20 in their Twenties Program requirements
- Hosted an innovative webinar for new to the industry professionals

PR/MARKETING COMMITTEE

- Selected 2021 Hall of Fame Inductees
- Helped in selecting a PR firm for AANC
- AANC E-Notes: Added the Legal Corner and contributed tangible tips for members in all 2021 issues
- Updated the committee's mission statement
- Updated the AANC logo usage guidelines

REVENUE COMMITTEE

- Outlined responsibilities and expectations of the AANC Revenue Committee
- Identified additional sources of revenue (quarterly webinar offerings, dues increase, compensation and benefits survey, additional sponsorship offerings)
- Worked with AANC staff to monitor and reduce expenses

STATE SUPPLIERS COUNCIL

- Met (canceled) Conference sponsorship revenue goal
- Established a stand-alone trade show for the 2022 AANC Conference
- Renamed Tier II Membership to Peak Partners
- Selected 3 Suppliers for the Leadership Lyceum Class of 2022

2021 DIVERSITY, EQUITY & INCLUSION



REBECCA ROSARIO
Full House Marketing
AANC DE&I TASKFORCE CHAIR

This year the AANC Board of Directors established a Diversity Equity and Inclusion (DE&I) Taskforce. The purpose of the taskforce was to examine existing diversity practices occurring in the North Carolina multifamily rental housing industry space and develop a set of recommendations or initiatives in which AANC, affiliates and member companies can engage and evolve.

This year the taskforce has run one statewide DE&I survey and another for AANC Board members. The finding of these surveys helped to shape the scope of work in which the Association can focus. Our goal is to adopt the current taskforce as a full standing committee within AANC in 2022 to ensure that AANC affiliates have the necessary resources to educate and expand members knowledge about best practices that drive inclusive and equitable work environments.

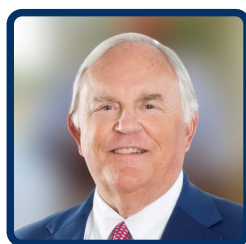
The DE&I Taskforce will transition to a full AANC Committee in 2022. If you are interested in joining this committee, please contact staff liaison Janae Moore at Janae@aanconline.org.





APARTMENT ASSOCIATION
OF NORTH CAROLINA

2021 INDUCTEES



STEVEN D. BELL
Bell Partners



JOE BRANTLEY
*Carlisle Residential
Properties*



TRIP BROWN
*Brown Investment
Properties*



LINDA CAUDLE



KELLIE FALK
Drucker + Falk



GORDON GRUBB
Grubb Ventures



TIM HOSE
SYNCO Properties



REBECCA ROSARIO
Full House Marketing



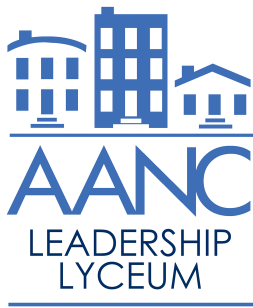
MARCIE WILLIAMS
RKW Residential



MARY BETH WOODARD
Highmark Residential



SHERRY YARBOROUGH
Drucker + Falk



CLASS OF 2021



BRIAN BRAND
Guardian Construction



STEPHANIE CAUDILL
Full House Marketing



HEATHER GONZALEZ
Morganton Management



JESSE JENKINS
Valet Living



MICHELLE JORDAN
Burkely Communities



KELLI LEA
Greystar



BETHANY LYKINS
BSC Holdings Inc.



CHRIS MOFFETT
Middleburg Management



ELIZABETH RILEY
The Liberty Group



FRANKLIN RODRIGUEZ
Blue Ridge Companies



KENA SIMS
Carlisle Residential
Properties



KAREN SPAID
Pinnacle



DEIDRE WILSON
Blue Ridge Companies

**2021 Larry
Cranford Memorial
Scholarship Recipient**
Received \$1,000 toward CAM designation.



Chloe Taylor
Presley Uptown

2021 VIRTUAL OFFERINGS



JANUARY

- The Future of Supplier & Owner/Operator Relationships (1 CEC)

APRIL

- All Things Legislative for the NC Multifamily Housing Industry (1 CEC)

MAY

- AANC Illuminate Your Monitor Series (6 CECs)

JULY

- Evolutionary Leadership in Multifamily (1 CEC)
- AANC Evictions Update

SEPTEMBER

- AANC NEXTGEN: Whose Future is it Anyway?

OCTOBER

- Student Housing in NC (1 CEC)

DECEMBER

- AANC Legal Update

TOTAL CEC'S PROVIDED
10

2021 LEGISLATIVE RECAP



BO HEATH
McGuireWoods
AANC LOBBYIST

Five months after releasing the initial version of the state budget and many compromises later, the North Carolina General Assembly and Governor Cooper have agreed to a state budget. The budget passed the House 101-10 and the Senate 41-7 earlier this week. This is the first state budget since 2017 as legislative Republicans have not been able to override Governor Cooper's vetoes of previous budgets. The budget will spend \$25.9 billion in FY2021-22, and \$27 billion in FY2022-23. Coming in at nearly \$1.1 billion more than the current operating budget, the final spending plan is nearly 4.5% larger than the budget enacted in 2017.

The spending plan also issues significant tax relief. The personal income tax rate would be reduced to 3.99% over six years, down from 5.25%. The franchise tax would be reduced, and the corporate income tax rate would be phased to zero by 2030. Additionally, the standard deduction would be raised from \$10,750 to \$12,750, and from \$21,500 to \$25,500 for married couples. The bill will also eliminate state income tax for retired military personnel and will increase the child tax deduction by \$500 per child.

While the budget does not expand Medicaid, it will extend Medicaid eligibility for 12 months postpartum for pregnant women with incomes less than 196% of the federal poverty guidelines. The budget does keep the door open for expansion by creating a joint legislative study committee on health care access and Medicaid expansion.

Realizing the importance of the one-time stimulus from the federal American Rescue Plan and the CARES Act passed by Congress this year and last, this budget appropriates one-time funds to one-time, desperately needed projects. \$5.9 billion will go towards paying down debt and building, repairing, and renovating public school buildings, including in the UNC System and community colleges.

The budget invests heavily in broadband expansion to bring high-speed internet to rural counties. In addition to incoming federal funds from the federal infrastructure bill, the state budget appropriates \$1 billion to broadband infrastructure projects and grants.

The Budget provides \$500,000,000 COVID Relief Money in the form of grants to businesses that suffered economic loss. If the business reaches various eligibility requirements, it is eligible for a grant of equal to the lesser of \$500,000 or 10% or 20% of economic losses. The eligible percentage is determined based on the different paths to eligibility.

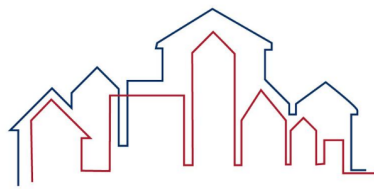
While this wraps up most of the General Assembly's work for the 2021 session, there will be a recess for Thanksgiving week and then they will return to finalize a few outstanding items.

2021 LEGISLATIVE RECAP



Current Status of AANC Bills of Interest

- **[SB 644 - Landlord/Tenant Changes](#)**: Sponsored by Sens. Britt, Perry and Newton. SB 644 includes three key areas of AANC's legislative agenda. Those are: (1) Clarification of recovery of out-of-pocket expenses and litigation costs in Summary Ejectments; (2) Protects landlords from negligence claims related to a tenant's criminal record; (3) Allows a deceased tenants property to be collected or disposed of by an affidavit.
 - SB 644 has passed both chambers and has been signed by the Governor. It is now law.
- **[HB 366 - Regulatory Reform Act](#)**: Sponsored by Reps. Yarborough, Bradford, Moffitt and Riddell. HB 366 addresses a wide range of subject matters and is a lengthy complicated bill. This bill formerly included provisions in SB 644. They have been removed since SB 644 has become law. However, this is an omnibus bill that can morph into anything and AANC will want to continue to monitor its progress.
 - HB 366 has become law. With AANC's provisions moved to SB 644, the final version of HB 366 did not contain any provisions relevant to AANC.
- **[HB 854 - Landlord/Tenant Changes](#)**: Sponsored by Reps. Hardister, Bradford, Szoka and Richardson. HB 854 includes four key areas of AANC's legislative agenda. Those are: (1) Clarification of recovery of out-of-pocket expenses and litigation costs in Summary Ejectments; (2) Protects landlords from negligence claims related to a tenant's criminal record; (3) Allows a deceased tenants property to be collected or disposed of by an affidavit; (4) Tightens regulations around emotional support animals.
 - HB 854 passed the House with all of the above listed provisions intact. Several of those were included in SB 644 making them unnecessary in the Senate version of HB 854. AANC is working to secure passage of the remaining provisions and possibly using this bill as a vehicle to introduce additional legislative agenda items. Additional, non-related items have been added to this bill to address some zoning technical corrections. We are still working to have our remaining agenda included in this legislation if it moves forward in 2021.
- **[HB 27 - In-Service Magistrate Training](#)**: Sponsored by Rep. Clampitt. HB 27 would require magistrates to complete annual continuing education that will include additional training on summary ejectments.
 - HB 27 has become law, but it does require a technical correction in the annual legislative "clean up" bill to clarify the summary ejectment training.
- **[HB 119 - Property Tax Relief for COVID Affected Businesses](#)**: Sponsored by Reps. Bradford, Bell, Saine and Hardister. HB 119 would allow businesses that can show actual losses from the prior year, once reaching a certain threshold, to have their property tax valuation reassessed taking into account those losses.
 - Much of this was addressed in the state budget through a grant program.
- **[SB 105 - 2021 Appropriations Act](#)**: Sponsored by Senators, Jackson, Harrington and Hise. SB 105 is the two-year state spending plan. This year's budget also includes distribution of federal COVID relief money. The House and Senate versions both contain a grant program to small businesses that suffered losses due to COVID shutdowns and executive orders.
 - A compromise version of SB 105 was voted on this week and Governor Cooper signed it into law. Some landlord situations should be eligible for the grant program and AANC is working to understand those requirements and will pass along more information.
- **[HB 110—Landlord Submission of Hope Application](#)**: Sponsored by Reps. Hanig and Brody and amended by Senator Edwards. HB 110 was a House bill that addressed building permits. In response to ongoing challenges with the HOPE program, the Senate amended the bill to allow for landlord submission of HOPE applications with permission from the tenant. Among other things it would also allow for rent recovery on behalf of current or previous tenants, allow for reasonable late fees, and align the recovery amounts with the federal guidelines.
 - HB 110 has passed the Senate and the House Nov. 30th and is awaiting the Governor's signature.
 - Prior to passing, HB 110 was subject of a COVID funding Oversight hearing and worked its way through the legislative process.
 - AANC and other stakeholders have been working to secure additional committee hearings and passage prior to session adjournment. If Governor Cooper signs this bill, this will be another legislative victory for the Association.



AANC | PAC

APARTMENT ASSOCIATION OF NORTH CAROLINA
POLITICAL ACTION COMMITTEE

2021 SNAPSHOT

We exceeded our goal of \$25,000!

Total Raised: \$27,330

Contributors: 215

Average Contribution: \$100.54

Three major successes occurred as a result of your generosity this year.

Contributions increased by over \$6,000.

We added 28 new/first time donors as contributors.

The average contribution increased by \$11.

In 2020, AANC PAC invested \$27,000 towards 22 candidates, of which 21 candidates won their election.

AANC PAC is very proud of our legislative investments during the last election cycle and we look forward to making future investments in quality legislative candidates.

AANC Group Contributions

•••••
AANC Board: 100%
Affiliate AE's: 100%
AANC Staff: 100%
Governance: 100%
Revenue Committee: 100%
PR/Marketing: 100%
NextGen: 100%
Government Affairs: 96%
Education: 95%
Leadership Lyceum: 92%
Membership: 92%
State Suppliers: 92%
Housing Affordability: 82%
AANC Past Presidents: 80%

A major thanks to AANC Platinum Level Sponsors for your continuous support!

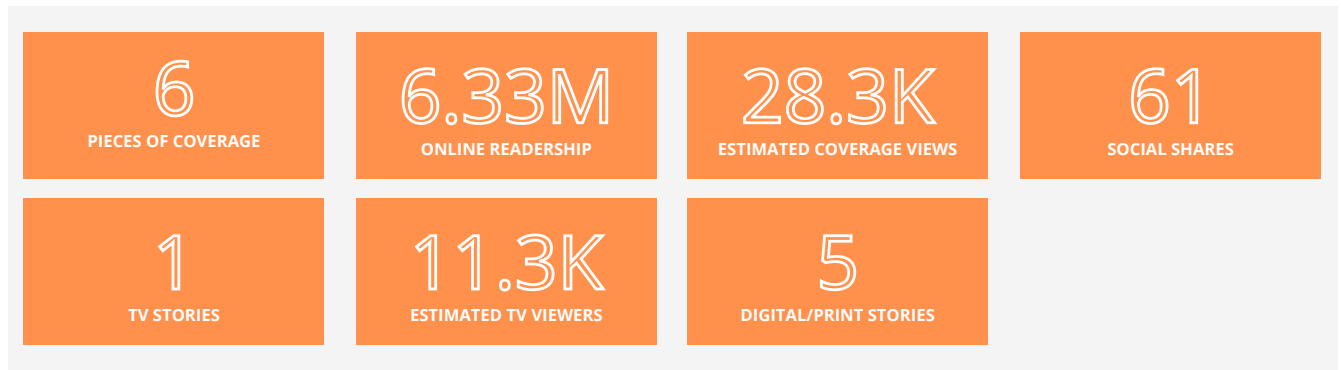
*Christopher Dunbar
Kellie Falk
Stephanie Hovis
Chris Loeb sack
James Meador
Peter Placentino*

*Norm Praet
Rachel Rasberry
Cliff Rogers
Sue White
Todd Whitlow*

[Click here](#) to see the full list of AANC 2021 Contributors. We are so grateful for all your support!

AANC's PAC is an essential arm of AANC's advocacy efforts. AANC PAC is bi-partisan that supports North Carolina Legislative candidates who represent good government and understand the growing needs of the multifamily housing industry.

PR FIRM ACCOMPLISHMENTS



COVERAGE

- **Opinion: New hope for NC renters — and some costly limitations — with HOPE 2.0**
(JUN 2021 | The Fayetteville Observer)
- **Eviction ban ends in a month and many are still behind on rent - Here's how we got here**
(JUL 2021 | The News & Observer)
- **As HOPE Program accepts new applications, some landlords call for change**
(OCT 2021 | WCNC Charlotte)
- **COVID vaccine live updates: Here's what to know in North Carolina on Oct. 22**
(Oct 2021 | The News & Observer)
- **As HOPE Program accepts new applications, some landlords call for change**
(Oct 2021 | WCNC)
- **Should NC let landlords apply for pandemic rent aid? It depends on who you ask**
(Oct 2021 | The News & Observer)

REGION IV RECAP

- The **NAA Board of Directors** met in March in an open format to discuss strategy with regard to products and services, governance, regional representation, committee purpose, and diversity in volunteer leadership. The group's formal business included reviewing the 2020 audit report and hearing from various task forces. This includes the NAAEI Task Force which continues to explore the future of NAA's credentialing and professional development initiatives and workforce development efforts.
- **NAA Advocate** was held on March 8, 2021, followed by a week of affiliate virtual meetings with their Congressional representatives. Feedback has been provided from more than 130 legislative meetings.
- **NAA Region IV** held regular elections at their virtual May Region meeting for four RVP positions for the 2022-2023 term, as well as a special election to fill one vacant position for the remainder of 2021.
- **NAA filed a lawsuit against the federal government** seeking \$26.6 billion in damages for rental housing providers who have suffered under the U.S. Centers for Disease Control and Prevention's (CDC) unlawful federal eviction moratorium. This lawsuit is open to all rental housing owners operating in a state or locality under the federal moratorium who have been damaged by the CDC eviction moratorium. Housing providers in several states that had more strict eviction restrictions are ineligible. North Carolina was originally on the list of ineligible states. AANC General Counsel, Norm Praet, and Government Affairs Director, Janae Moore, worked with NAA's legal team to ensure that North Carolina property owners were included prior to the filing of the case. Information about joining the lawsuit can be found on the NAA website behind your log-in.
- From August 31 to September 2, NAA hosted **Apartmentalize** in Chicago, IL. We are proud to report 15 of the session speakers were from North Carolina. This was a great in-person event and it was nice to see so many familiar faces again.
- **NAA's Assembly of Delegates**, their largest business meeting of the year, took place November 2-4 in Cincinnati, OH. Boards and committees met and incoming Officers were installed. The 2022 budget was affirmed, delegates voted on various bylaw changes, and the Diversity and Inclusion Committee was renamed the Diversity, Equity, and Inclusion Committee. At the installation dinner, Don Brunner was sworn in as 2022 Chairman and Region IV's very own Chris Burns was elected as incoming Secretary. Region IV RVPs were also installed for the 2022-2023 cycle. Those RVPs are Chris Carter with Carter Haston, Susan Sherfield with Mercy Housing, and Susan Passmore with Blue Ridge Companies.
- NAA released its **2021 Income & Expenses Survey** ([Order 2021 IES Survey](#)), covering 2020 financials including:
 - Current trends that may impact your properties including a look at COVID-19's impact on the industry
 - Updated figures your staff needs to prepare for budgeting and forecasting
 - Data for market-rate and subsidized properties for detailed income and expenses line items
 - Detailed local market operations data (for 67 single markets) and national economic analysis
 - National data by age, size and type of property that will help you compare your portfolio performance against your peers

2021 Regional Vice Presidents (Region IV)

Chris Burns (GA)
Chris Carter (SC)
Susan Passmore (NC)
Susan Sherfield (TN/KY)



NATIONAL APARTMENT ASSOCIATION



2021 AANC DELEGATES/ALTERNATES

Delegates

Name	Affiliate	Company
Kelli Lea	TAA	Greystar
Craig Nardi	TAA	S.L. Nusbaum Realty Co.
Kelly Noble	AAWNC	Noble Pest Solutions, LLC
Karen Perkins	GFAA	Blue Ridge Companies
Norm Praet	AANC	Brownlee Whitlow & Praet, PLLC
Amy Ritchy	WAA	Greystar
Jay Robinson <i>(Jan-Jun 2021)</i>	PTAA	Burkely Communities, LLC
Cindy Clare <i>(Sep-Dec 2021)</i>	PTAA	Bell Partners
Jennings Snider	AANC	SYNCO Properties
Russell Tindall	GCAA	Southwood Realty
Deidre Wilson	GCAA	Blue Ridge Companies

Alternates

Name	Affiliate	Company
Joshua Dick	AANC	AANC
Sherry Yarborough	AANC	Drucker + Falk
Kim Graham	GCAA	GCAA
Mary Gwyn	PTAA	Apartment Dynamics
Jon Lowder <i>(Jan-Oct 2021)</i>	PTAA	PTAA
Rebecca Rosario	TAA	Full House Marketing, Inc.
Todd Whitlow	TAA	Brownlee Whitlow & Praet, PLLC
Josie Eatmon	TAA	TAA
Carol Greer	WAA	Tribute Properties
Christy Rexroad	WAA	WAA

2021 NORTH CAROLINA APARTMENTALIZE SPEAKERS

Name	Company
Esther Bonardi	Yardi
John Bradford	PetScreening
Gina Carter	Blue Ridge Companies
Chiccorra Connor	Occupancy Heroes Incorporated
Mark Cukro	Plus One, Inc.
Tami Fossum	GEM Management, LLC
Mary Gwyn	Apartment Dynamics
Amy Kosnikowski Dilisio	Quintessential Marketing & Training
Stephanie Loyd	J Turner Research
Claire Michael	Lantower Luxury Living
Pat Patterson	PetScreening
Rebecca Rosario	Full House Marketing
Todd Whitlow	Brownlee Whitlow & Praet, PLLC
Scott Wilkerson	Ginkgo Residential
Deidre Wilson	Blue Ridge Companies



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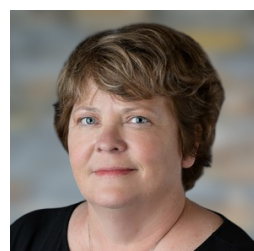
AANC TEAM



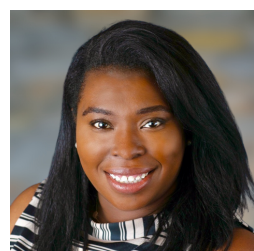
JOSHUA DICK
Executive Director



KRISTIN GOINS
Engagement Manager



TRACY HANKINS
Operations Manager



JANAE MOORE
Director of
Government Affairs





2021 Annual Report

Prepared By: The AANC Team