



2022

Annual REPORT

PREPARED BY
THE AANC TEAM

☎ 919-589-7759

✉ info@aanconline.org

🌐 www.aanconline.org

A MESSAGE FROM JENNINGS SNIDER AANC PRESIDENT (2021-2022)



Greetings!

2022 has been interesting, to say the least. The combination of a transitioning economy and a divided political landscape has resulted in a tumultuous year for many businesses. And although it was a successful year for the AANC and the apartment industry as a whole, we now find ourselves in a climate marked by caution and uncertainty.

However, while none of us knows what the future will hold, I am confident that the hard work and guidance of our AANC leadership team will continue to keep us on a positive path. I'd like to take this opportunity to thank my fellow 2021-2022 leadership team that comprises the AANC Board Executive Committee.

Vice President - Lisa Taylor | Greystar
Treasurer - Karen Perkins | Blue Ridge Companies
Secretary - Amanda Siegal Williams | BSC Holdings
Immediate Past President - Sherry Yarborough | Drucker & Falk

Given the valuable role these and the rest of our board members play in guiding our association, it's important that we always have an eye toward the future leaders of our industry. With that in mind, please join me in congratulating the Leadership Lyceum Class of 2022 (listed in this report).

I'd like to congratulate our 2022 AANC Hall of Fame Inductees! On May 17, nine individuals were recognized for their contributions, accomplishments, and service to the multifamily housing industry. AANC would not be what it is today absent the dedication, leadership and hard work of those listed in this report. A big thank you from all of us for your many years of service!

I would also like to highlight a very successful AANC Education & Legislative Conference in Raleigh this past May. It was wonderful to be able to come together for our first in-person conference since 2019. I'd like to thank the committees, board members, attendees, event sponsors, supplier partners and most importantly, our AANC staff, for the hard work that went into making the event such a success.

Lastly, and given that this will be my final note to our membership as AANC President, I'd like to say thank you to all of you. I have been truly honored to have served at the helm of such a wonderful organization these past two years. And I look forward to celebrating our continued successes in the years to come.

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

Jennings Snider | SYNCO Properties
AANC President

A MESSAGE FROM
JOSHUA DICK
AANC EXECUTIVE DIRECTOR



Greetings AANC Members,

And that's a wrap! What a fast paced, mostly successful, and at times a challenging year 2022 was for AANC! While the effects of COVID continued to impact us, AANC managed to have a year full of successes and achievements. We have much to be proud of as an organization. AANC wouldn't be who it is, if it wasn't for our 7 local affiliates, their members (owners, operators and suppliers), the AANC Board of Directors, our myriad of sponsors and our first class Association Executives. We have some of the brightest AE's in the industry, and a special thanks to Kim Graham (GCAA), Josie Eatmon (TAA), Christy Rexroad (WAA) and Bryan Holladay (AAWNC and GFAA). Also, a special thanks to the AANC staff (Kristin Goins, Tracy Hankins, Sarah DuBose and Janae Moore).

From a year ago, the AANC unit count increased to 481,654 units, an impressive increase of over 8%. We are also slowly bringing back our supplier members and securing new suppliers as well. We currently have 717 suppliers and were at 758 a year ago. For the first time in three years, AANC held its Education & Legislative Conference with record breaking attendance of 667 participants registered. We held our first ever tradeshow which was sold out, and we recognized our first ever DE&I scholarship recipients and 20 in their Twenties scholarship recipients.

In the legislative and government affairs arena, we surpassed our PAC goal! To date we have

contributions totaling over \$30,000. We also announced our inaugural Legislator of the Year Award, which was presented to Representative Jon Hardister.

On June 15 we held our Lobby Day with over 60 AANC members in attendance and met with 58 of our NC representatives (42) and senators (16). These meetings proved pivotal, as we were able to advocate for inclusion of language on the need to require summary ejection training for magistrates which was ultimately included and passed in SB644. Governor Cooper signed this bill on July 7. This was one of AANC's offensive legislative goals for the 2022 short session. AANC is in the process of identifying our legislative agenda for 2023 and we are hopeful that we can get these items across the finish line and passed by both houses and signed by the Governor.

Thank you for everything that you do and for your continued commitment to the industry and our association! We greatly appreciate it! Here is to another successful year ahead.

Happy holidays and New Year!

A handwritten signature in blue ink that reads "Joshua". The signature is fluid and cursive.

Joshua Dick
AANC Executive Director



ABOUT APARTMENT ASSOCIATION OF NORTH CAROLINA

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.





Thank you to our seven local affiliates and their leadership!



Bryan Holladay
Association Management



Joel Nevarez
President



Leigh Ann Odom
President



Kim Graham
Executive Director



Russell Tindall
President



Bryan Holladay
Association Management



Heather Gonzalez
President



VACANT
Executive Director

Tyler Lowe
President



Josie Eatmon
Executive Director



Craig Nardi
President



Christy Rexroad
Executive Director



Krysti Keser
President

#WeAreAANC

2022 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

- Chris Loeb sack | Loeb sack & Brownlee
- Michelle O'Brien | Loeb sack & Brownlee
- Jennings Snider | SYNCO Properties
- Lisa Taylor | Greystar
- Deidre Quick | Blue Ridge Companies

Greater Fayetteville Apartment Association

- Karen Perkins | Blue Ridge Companies
- Jennifer Pittman | Apartment Dynamics
- Catina Rhinehart | Morganton Development

Greenville Area Property Managers Association

- Leigh Ann Raiford Odom | Meridian Park

Piedmont Triad Apartment Association

- Maria Barker | Phillips Management Group
- Mary Gwyn | Apartment Dynamics
- Cindy Clare | Bell Partners
- Amanda Siegal Williams | BSC Holdings
- Bert Wray | AppWork

Triangle Apartment Association

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

Apartment Association of Western NC

- Bethany Lykins | BSC Holdings
- Kelly Noble | Noble Pest Solutions

Wilmington Apartment Association

- Krysti Keser | Carroll Management Group
- Amy Ritchy | Greystar
- Karen Spaid | Highmark Residential

AANC State Suppliers Council

- Betsy Kirkpatrick | BG Multifamily

AANC General Counsel

- Norm Praet | Brownlee Whitlow & Praet

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).

2022 INCOME AT A GLANCE



**Association Income
(as of Q4 2022)**



\$1,394,787.34

BUDGET BREAKDOWN

55% NAA Click & Lease



21% Dues



21% Sponsorships & Registrations



3% Misc.



MEMBERSHIP



2022 State Numbers

Total Units

481,654

8.2% increase from 2021

Suppliers

717

5.4% decrease from 2021

Direct Member Units

2,093

AANC 2022 Affiliate Membership Numbers

	UNITS	SUPPLIERS
Greater Charlotte Apartment Association	169,462	213
Greater Fayetteville Apartment Association	21,603	66
Greenville Area Property Managers Association	6,364	11
Piedmont Triad Apartment Association	78,059	117
Triangle Apartment Association	161,955	217
Apartment Association of Western North Carolina	17,457	30
Wilmington Apartment Association	26,754	63

AANC 2022 Peak Partner Suppliers



2022 COMMITTEES/COUNCIL LEADERSHIP



DIVERSITY EQUITY & INCLUSION COMMITTEE



REBECCA ROSARIO
Full House
Marketing
CHAIR

EDUCATION COMMITTEE

Jan - May 2022



MINDY MCCORKLE
Enhancement Talent
Development
CHAIR



KELLY NOBLE
Noble Pest
Solutions
VICE-CHAIR

Jun - Dec 2022



TERRY RAGLAND
Blue Ridge
Companies
CHAIR



STEPHANIE LOYD
J Turner
Research
VICE-CHAIR

GOVERNANCE COMMITTEE



CATINA RHINEHART
Morganton
Development
CHAIR



NORM PRAET
Brownlee Whitlow
& Praet
VICE-CHAIR

GOVERNMENT AFFAIRS COMMITTEE



SUSAN PASSMORE
Blue Ridge
Companies
CHAIR



NORM PRAET
Brownlee
Whitlow & Praet
VICE-CHAIR

HOUSING AFFORDABILITY COMMITTEE



SCOTT WILKERSON
Ginkgo
Residential
CHAIR

MEMBERSHIP COMMITTEE



TAMI FOSSUM
GEM
Management
CHAIR



ELIZABETH RILEY
The Liberty Group
VICE-CHAIR

NEXTGEN COMMITTEE



BETSY KIRKPATRICK
BG Multifamily
CHAIR



SHANE RABY
Pegasus
Residential
VICE-CHAIR

PR/MARKETING COMMITTEE



KATE JARRELL
BGSF
CHAIR



NIKOL EDWARDS
Blue Ridge Companies
VICE-CHAIR

REVENUE COMMITTEE



LISA TAYLOR
Greystar
CHAIR

STATE SUPPLIERS COUNCIL



BETSY KIRKPATRICK
BG Multifamily
CHAIR



LEAH VINANSKY
Charge Point
VICE-CHAIR

2022 COMMITTEES/COUNCIL ACCOMPLISHMENTS



DIVERSITY EQUITY & INCLUSION COMMITTEE

- Received approval by the Board for inclusion of the committee's mission and structure to the AANC Policies and Procedures, Chapter 8.24
- Awarded the inaugural DE&I scholarship to the 2022 Conference to four recipients
- Investigated opportunities for fundraising to bolster DE&I initiatives for future years

EDUCATION COMMITTEE

- Orchestrated an AMAZING Education & Legislative Conference with 665+ attendees and 18 educational sessions (first in person conference since 2019)
- Hosted the inaugural Committee Town Hall at Conference
- Hosted four successful educational webinars
- Developed a theme/logo for 2023 Conference
- Selected speakers for 2023 Conference

GOVERNANCE COMMITTEE

- Worked with AANC's newly formed Diversity, Equity & Inclusion Committee and helped develop committee mission and structure for inclusion in AANC's Policies & Procedures Manual
- Reviewed and revised AANC's Bylaws, including number of AANC board meetings, attendance requirements and quorum
- Reviewed and revised AANC's Policies & Procedures Manual

GOVERNMENT AFFAIRS COMMITTEE

- Developed the 2023-2024 legislative agenda and legislative and regulatory public policy positions
- Participated as a sponsor of the NC AENC Legislative Reception and held a Lobby Day at the General Assembly
- Worked in partnership with local affiliates to hold in-district meetings with state and federal lawmakers across NC
- Collaborated with other industry and advocacy groups to advocate for advancements to the multifamily housing industry through legislative and regulatory changes

HOUSING AFFORDABILITY COMMITTEE

- Developed the Housing Affordability Toolkit; anticipated to be available to all AANC members in early 2023
- Tracked local government policy trends and changes in housing affordability across the state
- Provided policy recommendations for housing affordability to the Government Affairs Committee for the 2023-2024 legislative agenda

MEMBERSHIP COMMITTEE

- Conducted an analysis on the Strengths, Weaknesses, Opportunities and Threats for AANC through the eyes of the local affiliates. This information to be shared with all committee members and board to assist AANC.
- Organized representation of AANC at local affiliate events promoting all local members are members of the state.
- Kicked off campaign to reach ½ million units under membership by 2023.

NEXTGEN COMMITTEE

- Leadership Lyceum: Hosted three Class of 2022 education sessions, honored Class of 2021 & 2022 at Conference, and selected Class of 2023
- Hosted twenty '20 in their Twenties' scholarship recipients at Conference and implemented a pre-event and onsite event mentor program
- Raised \$1,000 for Hatching Hope at Conference through headshots and caricature portrait offerings

PR & MARKETING COMMITTEE

- Selected and honored 2022 Hall of Fame Inductees
- Produced 4 tips & tricks articles for members that was included in the quarterly AANC E-Notes and as a blog on the AANC website
- Started tracking AANC Social Media engagements
- Highlighted what each local affiliate did in 2022 with their charitable ventures in the December issue of AANC E-Notes

REVENUE COMMITTEE

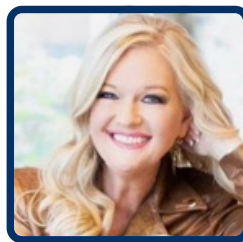
- Created task force to develop investment policy for short-, medium- and long-term goals for the association.
- Developed Revenue Committee mission statement.

STATE SUPPLIERS COUNCIL

- Exceeded Conference sponsorship revenue goal with a total of 43 exhibit booths and 57 sponsors (\$155,987.08)
- Hosted the first ever stand-alone trade show at Conference
- Trade Show Task Force developed the 2022 theme, pricing, and engagement activities for the Trade Show.
- Selected 3 Suppliers for the Leadership Lyceum Class of 2023



APARTMENT ASSOCIATION
OF NORTH CAROLINA



LISA FOLEY
Morgan Properties



TAMI FOSSUM
Legacy Residential



MARY GWYN
Apartment Dynamics



R. STERLING KELLY
Burkely Communities



MINDY MCCORKLE
*Enhancement Talent
Development*



ANDY MEADOR
*McDowell
Properties*



SUSAN PASSMORE
Blue Ridge Companies

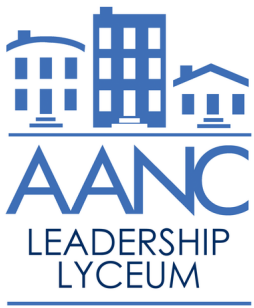


LATOYA PATTERSON
Ginkgo Residential



AMY RITCHY
Greystar

2022 INDUCTEES



CLASS OF 2022



NANA BENTSI-ENCHILL
Hawthorne Residential



ANDREW CRESIMORE
Apartment Dynamics



HEATHER CROWLEY
Bell Partners



COLLEEN DOUBEK
Highmark Residential



DION HARRIS
Burkely Communities



DALE HOLDER
Rent Dynamics



KIMBERLY MEDEARIS
Fogelman



DORIANNE MURRAY
Flournoy Properties



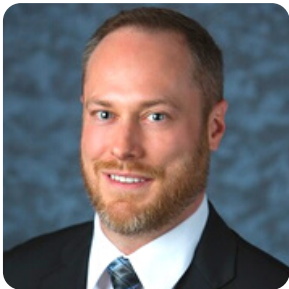
LIZ NEWKIRK
Loeb sack & Brownlee



JOSH OWEN
Prosource Fitness
Equipment



SHANE RABY
Pegasus Residential



CHRIS WILLIAMS
RentPath



BRIANNA WOOD
Ginkgo Residential

2022 Larry Cranford Memorial Scholarship Recipient

Received \$1,000 toward CAM designation.



Tiffany Buoniconti
Flournoy Properties

2022 EDUCATION OFFERINGS



JANUARY

A New Approach to Employee Recruitment & Retention (1 CEC)

Sponsored By: The Liberty Group

MARCH

Renovation: Benchmarks & Best Practices (1 CEC)

Sponsored By: Chadwell Supply

MAY

AANC Education & Legislative Conference (6 CEC's)

*57 Sponsors**

SEPTEMBER

Applicant Fraud Alert: Prevent & Cure (1 CEC)

Sponsored By: Checkpoint from MRI Software

NOVEMBER

Innovative Social Media & Marketing (1 CEC)

Sponsored By: Crossover Roofing

TOTAL CEC'S PROVIDED

10

CONFERENCE



SHAPING HOW THE INDUSTRY FACES TOMORROW

RECAP

The 2022 AANC Education & Legislative Conference took place May 24-26, 2022 at the Raleigh Convention Center. This was the first in-person conference since 2019 and there were 665+ attendees! The Keynote Speakers were (opening) Dr. David Arrington and (closing) Dr. Debbie Phillips. In total there were 18 educational sessions and 6 CEC's provided. The AANC State Suppliers Council also hosted the first stand-alone Trade Show with 43 exhibit booths.

THANK YOU 2022 SPONSORS!

Conference Sponsors

Loebsack & Brownlee
Brownlee Whitlow & Praet, PLLC

Presidential Sponsors

HD Supply Facilities Maintenance
Yardi

Vice-Presidential Sponsors

Apartments.com
BG Multifamily
BluSky Restoration
Duke Energy
Pine Valley Construction
RediCarpet
Red Rhino Group
Rent.

Congressional Sponsors

Camp Construction
Full House Marketing
Guardian Construction
The Liberty Group
ReachLocal
Lowe's Pro Supply
Moen I CFG
Real Floors
Stir Creative Group
Valet Living

Wi-Fi Sponsor

Spangler Restoration

Event App Sponsors

PetScreening
RestorePro Reconstruction

Premium Recharge Lounge Sponsor

AFR Furniture Rental

Name Badge Sponsor

AAPCO Group

Lanyard Sponsor

entrada

Photo Booth Sponsor

CORT

Legislative Sponsors

Elite Flooring
Greystar
ServPro Team Stevens

Break Service Sponsors

Blue Ridge Companies

Second Floor Recharge Lounge Sponsor

Hawthorne Residential Partners

Meal Sponsors

Apartment Dynamics
Drucker + Falk
Landmark Landscapes
Leonardo247

Affiliate Sponsors

Apartment Association of North Carolina
Greenville Area Property Managers Association
Greater Charlotte Apartment Association
Greater Fayetteville Apartment Association
Piedmont Triad Apartment Association
Triangle Apartment Association
Wilmington Apartment Association

Patron Sponsors

1st Choice Construction Management
Activ
Blue Team
Carolina Restoration Services
CheckpointID/MRI Software
Google Fiber
Impact Property Solutions
J Turner Research
Multifamily Roofing Services, Inc.
National Credit Systems

PM Square
Powerhouse
Prosource Fitness
Equipment
Quantum Fiber
Rent Dynamics
Snappt
Stealth Monitoring
Venturi Restoration
Zumper

2022 LEGISLATIVE RECAP



BO HEATH
McGuireWoods Consulting
AANC LOBBYIST



APRIL NEUMANN
McGuireWoods Consulting
AANC LOBBYIST

The North Carolina General Assembly held the legislature's longest legislative session in state history in 2021. The legislative short session, however, was one of the shortest sessions in North Carolina history. Lawmakers convened the 2022 session on May 18 and adjourned the short session on July 1.

While the legislature adjourned for the year in July, lawmakers continued to hold three-day sessions once a month through the end of the year. Lawmakers were able to consider bills making appointments or nominations, responding to litigation, matters relating to elections, providing for impeachment, the adoption of conference reports for bills for which conferees had been appointed by both houses on or before July 1, and to hold any veto override votes on bills that have been vetoed by the Governor. Ultimately, these once-a-month sessions were procedural sessions in which no substantive business was conducted.

Shortly before the legislature adjourned this summer, on Wednesday, June 15, AANC held its annual legislative advocacy day to meet with legislators from across the state. AANC's members were able to educate legislators on issues the industry is facing, discuss legislative agenda items with lawmakers, and recognize those officials that have helped champion AANC's efforts and support the industry in various ways throughout the legislative session. Overall, legislators in both the House and Senate, and those on both sides of the aisle, understood our issues and were open to hearing about how they may be able to help in the future, asking to be kept up to date as we move forward with additional legislative priorities in 2023.

AANC's annual lobby day was crucial to the passage of legislation that included one of AANC's offensive legislative goals for the 2022 short session – requiring summary ejectment training for magistrates. During a legislative advocacy day meeting with Senator Warren Daniel, one of AANC's 2022 legislative advocate award winners, Sen. Daniel expressed that he understood AANC's concerns and immediately identified HB 607: Various Court Changes as a vehicle for the language. Sen. Daniel was able to work with his fellow Senate colleagues and House counterparts to include the summary ejectment training language without issue in the final version of HB 607.

Effective January 1, 2023, magistrates will be required to receive training on summary ejectment laws as part of their annual 12-hour-in-service training. Recognizing that frequent changes affecting landlord tenant law and a lack of consistent interpretation and application across North Carolina's 100 counties impacted AANC's members, AANC began advocating for the inclusion of summary ejectment law as one of the required subjects for annual magistrate training. HB 607 passed the House in a final 109-1 vote and the Senate in a final 43-0 vote. Governor Roy Cooper signed the bill into law July 7.

2022 LEGISLATIVE RECAP



Over 3,745,600 North Carolinians, just over 50% of registered voters, cast their ballots for candidates from the state's US Senate race to local officials and leaders on Tuesday, November 8 midterm election. North Carolinians will send a new member to the US Senate, in addition to 7 Republicans and 7 Democrats to the US House of Representatives.

Voters provided Republicans with two more years of control in the North Carolina General Assembly. While the House fell just one seat short of a supermajority, the Senate was able to hit the 30-seat supermajority threshold. The House will be made up of 71 Republicans and 49 Democrats with 23 new members joining the legislature in January. The Senate will welcome 30 Republicans and 20 Democrats, with 12 being new members, when lawmakers return in 2023.

Other bills signed into law during the 2021-2022 session include:

[HB 211: Social District/Common Area Clarifications](#) (Ch. SL 2022-49)

An act to recodify and clarify the statutes governing common area entertainment permits and social districts and to clarify a real property owner denied water or sewer service to property subject to an annexation agreement between local governments is allowed to seek other service or petition the court for relief.

- Section 2(c) – Defines mixed-use development as part of a multi-tenant establishment under the common area entertainment permit laws.

[HB 110: Landlord Submission of HOPE Application](#) (Ch. SL 2021-190)

An act to make changes to the House Opportunities and Prevention of Evictions (HOPE) Program.

- Section 1(a) – Allows for landlord submission of HOPE applications
- Section 1 (b) & (c) – Allows for rent recovery on behalf of current or previous tenants, allows for reasonable late fees, and aligns the recovery amounts with the federal guidelines

[HB 619: Weston's Law](#) (Ch. SL 2022-56)

An act imposing safety requirements for elevators in certain short-term residential rental accommodations, and directing the Building Code Council to amend the State Building Code.

[HB 911: Regulatory Reform Act of 2022](#) (Ch. SL 2022-75)

An act to provide further regulatory relief to the citizens of North Carolina.

- Section 6 – Conforming change to lead dust standards
- Section 10 – Extend deadline for small municipalities to adopt comprehensive land-use plans
- Section 12 – Clarify scope of licensed water heater installation and repair

[SB 105: 2021 Appropriations Act](#) (Ch. SL 2021-180)

An act to make base budget appropriations for current operations of state agencies, departments, and institutions and for other purposes.

- Section 34.3 – Distributes federal COVID relief money to aid businesses in North Carolina that suffered substantial economic damage due to the COVID-19 pandemic through the Business Recovery Grant Program
 - The Business Recovery Grant Program allows 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

2022 LEGISLATIVE RECAP



[SB 372: Electrical Licensing/Building Code/Development Reform 2022](#) (Ch. SL 2022-11)

An act to make various changes to electrical contracting licenses, wastewater, sedimentation, and building code laws.

[SB 644: Landlord Tenant Changes](#) (Ch. SL 2021-71)

An act to clarify and reaffirm the statutory authority of landlords to recover out-of-pocket expenses and litigation costs in summary ejectment proceedings and to make various changes to the landlord/tenant statutes.

- Section 1 – Clarifies recovery of out-of-pocket expenses and litigation costs of Summary Ejectments
- Section 2 – Protects landlords from negligence claims related to a tenant’s criminal record
- Section 2.3 – Allows a deceased tenants property to be collected or disposed of by an affidavit

Every year, well-intentioned bills are filed that have the potential for unintended, negative consequences to the multi-family housing industry. AANC worked to educate lawmakers and staff on the potential repercussions of these proposals. As such, the following bills were proposed, but did not become law.

[HB 342: Building Code/EV Charging Station](#)

An act to require the amendment of the North Carolina Residential Building Code for one- and two-family dwellings to require that new residential construction include an electric circuit capable of accommodating an electric vehicle charging device.

[HB 618: Pandemic Eviction Protection](#)

An act to provide a process to seal certain records and proceedings for summary ejectment in response to the housing instability created by the COVID-19 pandemic and to make denial of a rental application based upon a sealed record a discriminatory practice under the Fair Housing Act.

[HB 1114: NC Affordable Housing Act](#)

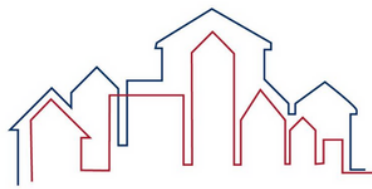
An act appropriating funds for affordable housing, making housing discrimination on the basis of course of income a violation of the state’s fair housing laws, and establishing revenue for the NC Housing Trust Fund.

[SB 426: Inclusionary Zoning/Affordable Housing](#)

An act to allow a local government to enact ordinances for inclusionary zoning and an in-lieu fee requirement for development to supplement the availability of affordable housing.

[SB 791/HB 1043: Inclusionary Zoning/Workforce Housing Funds](#)

An act to supplement the availability of affordable housing by allowing local governments to provide for inclusionary zoning and to appropriate funds to the North Carolina Housing Finance Agency for the Workforce Housing Loan Program.



AANC | PAC

APARTMENT ASSOCIATION OF NORTH CAROLINA
POLITICAL ACTION COMMITTEE

2022 SNAPSHOT

We exceeded our goal of \$25,000 for the second year in a row!

Total Raised: \$30,070 (as of 12/16/22)

Contributors: 317

Average Contribution: \$94.78

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

Contributions increased 9% from 2021.

We added 51 new/first time donors as contributors.

During the 2022 primary election cycle, AANC PAC invested \$12,600 towards 11 candidates, all winning their primary races.

During the 2022 general election cycle, the AANC PAC invested \$39,500 towards 26 candidates, of which 24 won their re-election races.

AANC PAC is very proud of our legislative investments during the 2022 election cycle, and we look forward to continuing to make investments in quality legislative candidates.

AANC Group Contributions



AANC Staff: 100%

Affiliate AE's: 100%

AANC Board: 100%

AANC Past Presidents: 100%

Revenue: 100%

Governance: 100%

NextGen: 100%

State Suppliers: 97%

Education: 96%

PR & Marketing: 94%

Leadership Lyceum: 92%

Government Affairs: 88%

Housing Affordability: 80%

Membership: 71%

DE&I: 54%

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

*Kellie Falk
Chris Loeb sack
Norm Praet
Lisa Taylor
Sue White
Todd Whitlow*

[Click here](#) to see the full list of AANC 2022 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 SPOTLIGHT



On April 13, 2022, AANC secured an opinion piece in the largest regional daily newspapers in North Carolina, The News & Observer and The Charlotte Observer.

There's more to the story of rising rents in NC. Here's what can be done to help. Rents have been rising in North Carolina and across the U.S., leading many fair housing advocates to weigh in on the causes.

The soaring cost of goods and services in almost every industry is driving housing expenses higher, and housing providers cannot solely absorb the cost. Inevitably, the burden of inflation is shared between owners, operators, suppliers and rental consumers. This translates to higher rents and decreased profit margins.

Typically, housing providers operate on thin profit margins. For every \$1 of rent, only 9 cents is returned to owners as profit.

Where does the rest of the rental dollar go?

- 38 cents of every \$1 pays for the mortgage on the property. This is a critical expense, as mortgage foreclosures put residents at risk of losing their housing. Yet mortgage rates are rising, nearing 5% for a 30-year fixed rate loan.
- 17 cents of every \$1 pays for operating expenses, such as property and liability insurance, utilities and ongoing maintenance. A survey by NDP Analytics revealed that housing providers are seeing higher premiums across multiple lines of insurance. For general umbrella/excess liability insurance, 60% of survey respondents reported increases greater than 15%. One in 10 witnessed premiums double or more than double.
- 15 cents of every \$1 goes to property taxes, which help support communities through financing for schools, teachers, emergency services and other important local needs.
- 11 cents of every \$1 is spent on capital expenditures, including roof and HVAC replacements and other important repairs. These costs also are rising.
- 10 cents of every \$1 covers payroll expenses for the 17.5 million jobs the industry supports.

As if rising costs weren't enough to apply pressure on rents, we're also experiencing a period of low housing supply and high demand. According to RealPage, demand for apartments in 2021 surpassed the previous annual high by 66% — a trend that's expected to continue.

PR SPOTLIGHT



There are now three generations of North Carolinians seeking rental housing: downsizing Baby Boomers, millennials, who've been priced out of the housing market, and recent Gen Z graduates. These three large groups are competing for apartment housing, further driving the supply-demand imbalance.

The lingering effects of the eviction moratorium have further diminished supply. At the height of the moratorium, mom and pop owners, who make up 53% of the nation's rental housing stock, were overwhelmingly impacted by the loss of rental income. Some barely stayed afloat and others sold their properties to offset the loss.

The National Rental Home Council notes that one-third of these smaller apartment owners indicate they may sell or have sold all their properties, an increase of 10 percentage points from a year earlier.

The only viable remedy is to build more housing to meet demand, which will increase supply and allow for naturally occurring affordable housing.

The National Apartment Association and National Multifamily Housing Council agree that we need to build at least 4.6 million new apartment units at all price-points by 2030 — just to meet the current demand.

To fill this tall order, we must be dedicated to sustainable solutions and responsible policies that will address the underlying issues placing upward pressure on existing housing which drive rental costs. This includes supporting the National Apartment Association's call to establish federal incentives for local governments to remove barriers to housing development and rehabilitation.

We must also revamp Section 8 Housing Choice Vouchers to enable greater participation by private housing providers and expand affordable options for low and moderate-income Americans.

Rising rent prices should prompt us to act swiftly and intentionally to address the rental housing shortage, while also acknowledging that costs of all kinds are rising as well, further driving up rents.

Blaming apartment owners and operators, who already faced with thin margins, is too easy and too shortsighted.

REGION 4 RECAP

- In December 2021 Region IV held a special election to fill the **2022-2023 term for the new Georgia RVP**. This was to fill the replacement of Chris Burns with Lincoln Property Companies, who was recently elected as incoming NAA Secretary. **Brett Duke, COO with Atlantic Pacific**, was elected to fill this position, effective 1/1/22. Brett is active reserve and 20-year Lieutenant Colonel in the US Army.
- **NAA Advocate** was this past March in Washington, D.C. The NAA Government Affairs team and many affiliates across the nation scheduled both in-person and virtual visits to meet with members of Congress to discuss legislation and regulation impacting our industry.
- **Apartmentalize** took place in San Diego this past June with a fresh outlook and new metrics for measuring success from the Game Changers, General Session Speakers and Education Sessions. With more than 100 sessions and 500+ exhibitors, from Maintenance Mania National Championship and the 2-blocks-long Friday Night Party in the Gaslamp Quarter, the event was a huge success.
- This past year was a significant election year, and our industry has been aggressive in its fundraising and support of those who are supportive of our initiatives. **NAAPAC** had a one-million-dollar goal for 2022 and it was reached!
- NAA offered several **NAA Diversity, Equity and Inclusion** opportunities, including the Alexandra Jackiw Diversity, Equity & Inclusion Scholarship and the Diversity, Equity & Inclusion (IDEI) Grant.
- **RPM Careers Week** took place in July this year. Our industry celebrated our community members and raised awareness about career opportunities in the residential property management industry.
- **NAA and NMHC released new apartment demand research**. The research shows that the U.S. needs to build 4.3 million more apartments by 2035 to address demand, deficit and affordability, among other key findings. [Key Takeaways](#)
- NAA's **Assembly of Delegates** was held November 16-17 in Norfolk, VA.
 - Committees had their final meetings of the year.
 - Delegates approved several minor bylaw changes, and voted in favor of the 2023 slate of officers.
 - Ronda Puryear, with Management Services Corporation, was installed as the NAA Chair.
 - Region 4 elected Martha Dryden, with AU Associates, to fill the unexpired term of Kelli Lea.
 - Kelli Lea with Greystar moves to serve as the National Apartment Association Education Institute's Vice President position in 2023.
 - The NAA Board approved the 2023 budget; including multiple investments in the Click and Lease product.

2022 Regional Vice Presidents (Region 4)

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



NATIONAL APARTMENT ASSOCIATION



2022 AANC DELEGATES/ALTERNATES

Delegates

Name	Affiliate	Company
Nicole Baynes	GFAA	Sweetwater Property Management
Krysti Keser	WAA	Carroll Management Group
Kelli Lea	TAA	Greystar
Tyler Lowe	PTAA	Green Salix Real Estate
Craig Nardi	TAA	S.L. Nusbaum Realty Company
Kelly Noble	AAWNC	Noble Pest Solutions
Norm Praet	AANC	Brownlee Whitlow & Praet, PLLC
Jennings Snider	AANC	SYNCO Properties
Russell Tindall	GCAA	Southwood Realty
Deidre Quick	GCAA	Blue Ridge Companies

Alternates

Name	Affiliate	Company
Sherry Yarborough	AANC	Drucker + Falk
Amy Ritchy	WAA	Greystar
Mary Gwyn	PTAA	Apartment Dynamics
Todd Whitlow	TAA	Brownlee Whitlow & Praet, PLLC
Jennifer Pittman	GFAA	Apartment Dynamics
Joshua Dick	AANC	AANC
Josie Eatmon	TAA	TAA
Kim Graham	GCAA	GCAA
Christy Rexroad	WAA	WAA
Amanda Williams	PTAA	BSC Holdings

2022 NORTH CAROLINA APARTMENTALIZE SPEAKERS

Name	Company
Chris Acker	LMC
Esther Bonardi	Yardi
Shawn Cardner	Grubb Properties
Gina Carter	Blue Ridge Companies
Cindy Clare	Bell Partners
Chiccorra Connor	Occupancy Heroes Incorporated
Mark Cukro	Plus One Consulting
Tami Fossum	GEM Management
Mary Gwyn	Apartment Dynamics
Andrew Jenkins	Markerr
Fred Kicsak	Blue Ridge Companies
Amy K Dilisio	Quintessential Marketing & Training
Kelli Lea	Greystar
Susan Passmore	Blue Ridge Companies
Pat Patteson	PetScreening
Lisa Pulsinelli	South Park Interiors
Kena Sims	Carlisle Residential Properties
Jeanne Supin	National Council for Mental Wellbeing
Todd Whitlow	Brownlee Whitlow & Praet
Scott Wilkerson	Ginkgo Residential
Paul Yount	Yardi

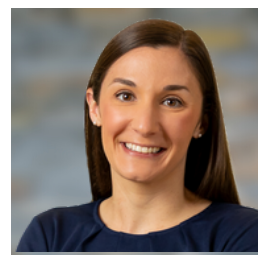


www.aanconline.org

AANC TEAM



JOSHUA DICK
Executive Director



SARAH DUBOSE
Director of
Government Affairs



KRISTIN GOINS
Engagement Manager



TRACY HANKINS
Operations Manager



JANAE MOORE
Director of
Government Affairs
**through May 2022*



2022 Annual Report

Prepared By: The AANC Team