# 2023 Annual Report



**PREPARED BY**THE AANC TEAM







## A MESSAGE FROM LISA TAYLOR

AANC PRESIDENT (2023-2024)



#### **Greetings!**

As we reflect on the past year, it's evident that we've navigated through challenges as an industry, witnessed bank collapses, commercial real estate distress and as an association the resignation of Joshua Dick, Executive Director for the past 5 years. However, let's take time to celebrate what we did during the year! We were successful in hiring Jon Lowder as our new Executive Director. Jon has embraced AANC and brought a creative vision for where he hopes to elevate the association.

A special note of thanks to the tireless dedication from:

Vice President – Karen Perkins, Blue Ridge Companies Treasurer – Amanda Williams, BSC Holdings Secretary – Amy Ritchy, Greystar

Immediate Past President – Jennings Snider, SYNCO Properties

General Counsel – Norm Praet, Brownlee, Whitlow & Praet, PLLC

Engagement Manager, Kristin Goins Operations Manager, Tracy Hankins

We want to give sincere appreciate to Tracy Hankins, AANC's Operations Manager, for her last 5 years of services as she's made the decision of an early retirement.

Let's congratulate once again our 2023 AANC Hall of Fame Inductees on your incredible legacy of volunteer service and impact on our industry. Now that we have somewhat "caught up" on recognizing all the immensely talented and dedicated volunteers who have served our association in the past, the Hall of Fame Committee has changed the nominating and selection process for future inductees. Look for details in your inbox and on social media.

#### Things to celebrate for 2023:

- The largest attendance at the AANC Conference with 695 present.
- First time having an ASL interpreter present at the conference for the hearing impaired.
- Halfway through our \$75,000 biennial goal for the AANC PAC.
- Completed a new Strategic Planning Session for 2024 2025.
- Josie Eatmon, TAA's Executive Director was honored with the NAA 2023 Lifetime Achievement Award.

Everyone should plan on volunteering and <u>signing up</u> <u>today</u> to serve on one of AANC's Committees: Diversity, Equity & Inclusion, Education, Government Affairs, Housing Affordability, Membership, NextGen, Public Relations/Marketing, Revenue and State Suppliers Council, We expect future leadership to be among this group.

I hope you all enjoy a festive holiday season and looking forward to serving as your President again in 2024 and excited to see our success as an Association.

Lisa Taylor l Greystar AANC President

# A MESSAGE FROM JON LOWDER AANC EXECUTIVE DIRECTOR



#### **Greetings AANC Members,**

First of all, I want to say how exciting it is to be back working with all of you! I say "back" because after spending 12 years as the executive director of the Piedmont Triad Apartment Association (PTAA), I moved to serve as president of the Triad Real Estate and Building Industry Coalition (TREBIC) for a couple of years before joining AANC this past September. While at TREBIC I was still somewhat involved with the apartment industry – they provide government affairs service for PTAA and the home builders associations in the Piedmont Triad region of North Carolina – but joining AANC really does feel like a homecoming.

Beside the excitement of coming "home", there are many other reasons to be excited about joining AANC, too many to list them all here, but among the most prominent are:

- Our affiliate associations, which are strong, dynamic, and well-led, and provide exemplary services and products for their members.
- An outstanding board of directors led by President, Lisa Taylor, that recently engaged in a strategic planning process that will set the direction for AANC over the next three years.
- Engaged and effective committees, with strong leaders as chairs and vice chairs, and enthusiastic and hard-working volunteer members.
- A tremendous staff that has continued to deliver outstanding service to AANC's members even during a time of transition to new leadership.

The list could go on and on, but suffice it to say that AANC is in a fantastic position to continue to grow in its role as an advocate for the industry; a respected presence in the state legislature, the Governor's office, and administrative departments; a supporter, booster, resource, and partner of our affiliate associations. Our members deserve it, and we will deliver.

It's important that we acknowledge those who brought us to this point, including my predecessors Ken Szymanski, Will Brownlee, and most recently Joshua Dick. Their stewardship over the decades has put us in this enviable position and I would like to thank them all for what they helped build. They were guided by many past-presidents, AANC Hall of Fame members, board members, and volunteers – too many to list here - but to all of them who are reading this all I can say is, "Thank you...and buckle up, because we're about to take off!"

In 2024 I look forward to meeting those of you I've yet to meet so that I can thank you in person for the opportunity to help lead this association. Please feel free to reach out to me any time at <a href="mailto:jon@aanconline.org">jon@aanconline.org</a>, whether its just to say hi or if there's something you would like to talk about. And just know – I'm always good for a cup of coffee!

Jon Lowder

AANC Executive Director

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# 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!





Management







Sandra Purcell **President** 





Director





John **DeMario** President



\* APARTMENT ASSOCIATION \*



Bryan Holladay **Association** Management



Heather Gonzalez President





**Benjamin Brockschmidt Executive** Director



**Tyler** Lowe President







Josie **Eatmon** Executive Director



Craig Nardi President





Christy Rexroad Executive Director



Krysti Keser President

## 2023 LEADERSHIP



### **AANC Executive Committee**



LISA TAYLOR
Greystar
AANC President



KAREN PERKINS
Blue Ridge Companies
AANC Vice President



AMANDA SIEGAL
WILLIAMS
BSC Holdings
AANC Treasurer



AMY RITCHY
Greystar
AANC Secretary



JENNINGS SNIDER
SYNCO Properties
AANC Immediate Past President

#### **AANC Board of Directors**

#### **Greater Charlotte Apartment Association**

- Michelle O'Brien | Loebsack & Brownlee
- Deidre Quick | Blue Ridge Companies
- Eddie Robertson | RediCarpet
- Jennings Snider | SYNCO Properties
- Lisa Taylor | Greystar

#### **Greater Fayetteville Apartment Association**

- Karen Perkins | Blue Ridge Companies
- Jennifer Pittman | Apartment Dynamics
- Angela Raupp | Apartment Dynamics

#### **Greenville Area Property Managers Association**

 Sandra Purcell I The Heritage at Arlington Apartment Homes

#### **Piedmont Triad Apartment Association**

- Maria Barker | Phillips Management Group
- Mary Gwyn | Apartment Dynamics
- Amanda Siegal Williams | BSC Holdings
- Kristin Stanton | Bell Partners
- Bert Wray | Chadwell Supply

#### **Triangle Apartment Association**

- Cindy Nitschke l TradeMark Residential
- Rebecca Rosario | Full House Marketing
- Chris Smith | Greystar
- Amy Timoko l Hawthorne Residential
- April Vasta I Blue Ridge Companies

#### **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**

• Leah Vinansky| Charge Point

#### **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).

## 2023 INCOME AT A GLANCE



Association Income (as of Q4 2023)

\$1,456,000.00

#### **BUDGET BREAKDOWN**

48%	NAA Click & Lease	
22%	Dues	_ <u>a</u>
24%	Sponsorships & Registrations	\$
6%	Misc.	20



## **MEMBERSHIP**



### **2023 State Numbers**

**Total Units** 

**Suppliers** 

499,026

727

4% increase from 2022

1% increase from 2022

### **Direct Member Units**

1,927

## **AANC 2023 Affiliate Membership Numbers**

Greater Charlotte Apartment Association	<b>UNITS</b> 173,000	SUPPLIERS 200
Greater Fayetteville Apartment Association	22,224	70
Greenville Area Property Managers Association	7,873	8
Piedmont Triad Apartment Association	77,623	115
Triangle Apartment Association	171,207	228
Apartment Association of Western North Carolina	17,197	34
Wilmington Apartment Association	29,902	72

#### **AANC 2023 Peak Partner Suppliers**

























## 2023 COMMITTEES/COUNCIL LEADERSHIP



#### **DIVERSITY EQUITY & INCLUSION COMMITTEE**

LIZ NEWKIRK Loebsack & Brownlee CHAIR



BRIDGET LIBERTI
Rivergate KW Residential
VICE-CHAIR

#### **EDUCATION COMMITTEE**



TERRY RAGLAND
Blue Ridge
Companies



J Turner Research VICE-CHAIR

#### **GOVERNANCE COMMITTEE**



BETHANY LYKINS

BSC

Holdings

CHAIR



NORM PRAET
Brownlee Whitlow
& Praet
VICE-CHAIR

#### **GOVERNMENT AFFAIRS COMMITTEE**



BERT WRAY Chadwell Supply CHAIR



NORM PRAET
Brownlee
Whitlow & Praet
VICE-CHAIR

#### HOUSING AFFORDABILITY COMMITTEE



SCOTT WILKERSON
Ginkgo
Residential
CHAIR

#### **MEMBERSHIP COMMITTEE**



ELIZABETH RILEY
The Liberty Group
CHAIR



MICHELLE O'BRIEN Loebsack & Brownlee VICE-CHAIR

#### **NEXTGEN COMMITTEE**



Middleburg Companies



ASHLEY VETTER
Phillips Management
Group
VICE-CHAIR

#### PR/MARKETING COMMITTEE



NIKOL EDWARDS
Blue Ridge
Companies



Valet Living
VICE-CHAIR

#### **REVENUE COMMITTEE**



AMANDA SIEGAL WILLIAMS
BSC Holdings
CHAIR

#### STATE SUPPLIERS COUNCIL



Charge Point

CHAIR



The Liberty Group
VICE-CHAIR

## 2023 COMMITTEES/COUNCIL ACCOMPLISHMENTS



#### **DIVERSITY EQUITY & INCLUSION COMMITTEE**

- Awarded the DEI scholarship for the 2023 AANC Conference to two recipients
- Established a DEI executive leadership series aimed at training company executives on DEI-related issues

#### **EDUCATION COMMITTEE**

- Orchestrated the Education & Legislative Conference with 690+ attendees and 18 educational sessions (including the new Idea Exchange sessions)
- Hosted the 2nd Committee Town Hall at Conference
- Hosted four successful educational webinars
- Developed a theme/logo for 2024 Conference
- Selected speakers for 2024 Conference

#### **GOVERNMENT AFFAIRS COMMITTEE**

- Worked with legislative leaders to file <u>HB 551/SB 553: Landlord-Tenant and HOA Changes.</u>
- Hosted the annual AANC Lobby Day at the legislature.
- Collaborated with industry stakeholders, such as fire marshals, Duke Energy, judicial officials, and many others, to advocate for the industry.
- Actively participated in Building Code Council and other regulatory meetings.

#### HOUSING AFFORDABILITY COMMITTEE

- Hosted a developer roundtable discussion with members to discuss current barriers in housing affordability and potential solutions.
- Worked in collaboration with the Regulatory Subcommittee to meet with utilities companies to work to resolve issues that contribute to a higher cost of construction.
- Tracked local government policy trends and changes in housing affordability across the state.

#### **MEMBERSHIP COMMITTEE**

- Conducted an analysis on Strengths, Weaknesses, Opportunities and Threats for AANC through the local affiliates. This information will be shared with all committee members and board.
- Organized representation of AANC at local affiliate events promoting all local members are members of the state, committee involvement and the AANC Conference.
- Hosted a roundtable for the local affiliate leaders. This discussion covered various topics related to improving membership participation, engagement, and the value provided to members.

#### **NEXTGEN COMMITTEE**

- Leadership Lyceum: Hosted three Class of 2023 education sessions, honored Class of 2023 at Conference, and selected Class of 2024
- Hosted twenty '20 in their Twenties' scholarship recipients at Conference and facilitated the buddy mentor program
- Raised \$3,000 for Hatching Hope at Conference through headshots, and a raffle and 'pay for a song' at the After Party

#### PR & MARKETING COMMITTEE

- Selected and honored 2023 Hall of Fame Inductees
- Created a new procedure for the Hall of Fame moving forward (the AANC Board approved).
- Produced 2 tips & tricks articles included in the quarterly AANC E-Notes and as a blog on the AANC website
- Highlighted what each local affiliate did in 2023 with their charitable ventures in the December issue of AANC E-Note.

#### **REVENUE COMMITTEE**

- Conducted an analysis to determine ways to diversify AANC's cash holdings to still be under FDIC limits
- Increased AANC potential revenue for the association's cash holdings by investing in high earning CD's and treasuries
- Conducting a study to find additional revenue sources besides the NAA lease share and dues

#### **STATE SUPPLIERS COUNCIL**

- Exceeded Conference sponsorship revenue goal with a total of 43 exhibit booths and 57 sponsors (\$166,723.46)
- Hosted the second stand-alone trade show at Conference
- Trade Show Task Force developed the 2023 theme and engagement activities for the Trade Show.
- Selected 3 Suppliers for the Leadership Lyceum Class of 2024







**ROY FIELDING**The Pool Professor





**JESSE JENKINS** Valet Living



JODY LONGWILL Burkely Communities



CINDY NITSCHKE Trademark Residential



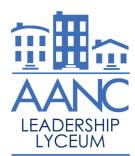
**ELLIE NORTON** Pegasus Residential



**JOHN RIGGS** Blue Ridge Companies



**LISA TAYLOR** Greystar



## **CLASS OF 2023**



NICOLE BAYNES

Sweetwater Property
Management



KATY BOONE Carroll Management Group



SYDNEY BRYAN Greystar



**JULIE HOWE**AFR Furniture Rental



JENNIFER IPOCK RKW Residential



BRENDA LEIDHOLDT
BluSky Restoration
Contractors



STEPHANIE LOYD

| Turner Research



**CHRISTI MANOS**Ginkgo Residential



RACHAEL MODLIN Lincoln Property Company



**ELIZABETH ANNE RICHARDSON**Phillips Management
Group



**PAUL SIDAM**RE Carroll Management



**SARAH SMITH**Tribute Properties



ASHLEY VETTER
Phillips Management
Group

## 2023 Larry Cranford Memorial Scholarship Recipient

Received \$1,000 toward CAM designation.



Rachael Modlin Lincoln Property Company

## 2023 EDUCATION OFFERINGS



#### **FEBRUARY**

Economic Forecast (1 CEC)

Sponsored By: Multifamily Roofing Company

#### **APRIL**

AANC Education & Legislative Conference (6 CEC's)

57 Sponsors\*

## **JUNE**

Workforce Development (1 CEC)

Sponsored By: Blue Ridge Companies

#### **SEPTEMBER**

DEI's Innovative Footprint for Multifamily (1 CEC)

Sponsored By: Blue Ridge Companies

#### **NOVEMBER**

Suppliers I For Us, By Us! (1 CEC)

Sponsored By: Greystar

## **TOTAL CECS PROVIDED**



## CONFERENCE



#### **RECAP**

The 2023 AANC Education & Legislative Conference took place April 24-26, 2023 at the Raleigh Convention Center with over 690 attendees! The Keynote Speakers were (opening) Betsy Allen-Manning and (closing) Avish Parashar. In total there were 18 educational sessions and 6 CEC's provided. The AANC State Suppliers Council also hosted the second stand-alone Trade Show with 43 exhibit booths.

#### **THANK YOU 2023 SPONSORS!**

#### **Conference Sponsors**

Loebsack & Brownlee Brownlee Whitlow & Praet, PLLC

#### **Presidential Sponsors**

BluSky Restoration HD Supply Facilities Maintenance

#### **Vice-Presidential Sponsors**

Apartments.com
BG Multifamily
PetScreening
Pine Valley Construction
RediCarpet
Red Rhino Group
Smart Rain
Spectrum

#### **Congressional Sponsors**

Camp Construction
Duke Energy
Full House Marketing
The Liberty Group
Lowe's Pro Supply
Moen I CFG
PooPrints
Real Floors
Spangler Restoration
Valet Living

#### Wi-Fi Sponsor

Rent.

#### **Event App Sponsors**

AppWork RestorePro Reconstruction

#### **Premium Recharge Lounge Sponsor**

AFR Furniture Rental

#### **Name Badge Sponsor**

AAPCO Group

#### Lanyard Sponsor

entrata

#### **Photo Booth Sponsor**

CORT

#### **Legislative Sponsors**

Blue Ridge Companies Greystar McGuireWoods Consulting

#### **Break Service Sponsors**

Bland Landscaping Yardi

#### **Second Floor Recharge Lounge Sponsor**

Quantum Fiber

#### **Meal Sponsors**

Apartment Dynamics Drucker + Falk Landmark Landscapes theGuarantors

#### **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**

Affinity Waste Solutions
Carolina Restoration Services
Chadwell Supply
First Onsite
Guardian Construction
Hawthorne Residential Partners
Impact Property Solutions
J Turner Research
Mandolin HVAC & Construction
National Credit Systems

Phillips Management Group PM Square Prosource Fitness Equipment Rent Dynamics Snappt Stealth Monitoring Tribles

Zumper

## 2023 LEGISLATIVE RECAP





**BO HEATH**McGuireWoods Consulting **AANC LOBBYIST** 



APRIL NEUMANN
McGuireWoods Consulting
AANC LOBBYIST

The North Carolina General Assembly kicked off the 2023 long session on Wednesday, January 11, and adjourned on Wednesday, October 25. While the official <u>adjournment resolution</u> keeps open the possibility for lawmakers to return to Raleigh once a month until the start of the short session, it is not anticipated that lawmakers will return for substantive business until the short session begins on Wednesday, April 24, 2024.

Of the 1,659 bills filed in 2023, 160 bills and resolutions became law. Governor Roy Cooper signed 76 of those bills into law, allowed 13 to become law without his signature, and vetoed 19. All 19 of the Governor's vetoes were subsequently overridden by the General Assembly, as a mid-session party switch in the House gave Republicans supermajorities in both chambers.

Reflective of AANC's legislative agenda, the AANC government affairs team and lobbyists worked with Representatives John Bradford (R-Mecklenburg), Jon Hardister (R-Guilford), and Kyle Hall (R-Stokes) and Senators Jim Perry (R-Lenoir), Dave Craven (R-Randolph), and Tim Moffitt (R-Henderson) to file HB 551/SB 553: Landlord-Tenant and HOA Changes. On April 27, thanks to the efforts of the AANC lobbying team, HB 551 passed out of the House chamber with a bipartisan, veto-proof vote of 87-26. The legislation seeks to preempt local governments from requiring source of income to be a protected class, defines and regulates emotional support and service animals, clarifies when late fees can be charged, and modifies the 15% cap on attorney fees for summary ejectment appeals.

Since HB 551 passed out of one chamber prior to the end of the long session, the bill remains eligible for consideration during the 2024 short session. The lobbying team anticipates a strong vote by the Senate in 2024.

Throughout the course of the legislative session, AANC worked with a plethora of other stakeholder organizations to support, oppose, or further refine legislative proposals. Stakeholders include: the NC REALTORS, the NC Home Builders Association, the NC Chamber of Commerce, the NC Justice Center, the NC Housing Finance Agency, the NC Rental Home Council, and many others. has continued to work on other bills that could have an impact on the multifamily rental housing industry.

As an example of a successful collaboration with other stakeholders, AANC opposed and successfully defeated <u>HB 595: Rental Inspections</u>. While well-intentioned by the bill sponsor,

## 2023 LEGISLATIVE RECAP



AANC believes that local governments already have the tools to hold those who are breaking the law accountable, and that this bill would instead undo a 2016 law that ensures that those who are providing safe housing, the majority of rental housing providers, are able to continue to do so without overburdensome regulations.

In addition to the NC REALTORS and the NC Rental Home Council, AANC's Government Affairs Director, Sarah DuBose, testified in opposition of the bill during the August 16 hearing of the bill in the House Regulatory Reform Committee. As a result of this effort, the committee chair determined that it was best not to vote on the bill and shelved the bill at that time.

#### Bills of that have become law during the 2023 session include:

- HB 130: Energy Choice/Solar Decommissioning Ramts
- o HB 488: Code Council Reorg. and Var. Code Amend.
- o HB 600: Regulatory Reform Act of 2023
- HB 608: Safety Requirements for Elevators
- HB 627: On-Site Wastewater Rules Implementation
- HB 628: Amend On-Side Wastewater/Environment Statutes
- SB 677: Surveyors Right of Entry/Exped. Comm. Bldg.
- o SB 246: Property Owners Protection Act
- SB 673: Wastewater Regulatory Relief Act

#### Bills eligible for consideration during the 2024 short session include:

- HB 252: Multijurisdictional Property
- HB 409/SB 374: Regulation of Accessory Dwelling Units
- HB 537: Workforce Housing Act
- HB 884: Landlord-Tenant Assistance Pilot/Funds

Every year, well-intentioned bills are filed that may have potential unintended, negative consequences to the multifamily rental housing industry. AANC works to educate lawmakers and staff on the potential impacts of these proposals. As such, the following bills were introduced, but did not receive any legislative action:

- HB 379: Fair Use of Consumer Reports
- HB 789: Eviction Record Expunction Act
- HB 791: Eviction Post-Judgement Relief Agreements
- SB 167: Source of Income Nondiscrimination Act
- o SB 225: Act to Permit Local Gov to Enact Rent Control
- SB 519: Property Tax Increase Limitation for Zoning
- SB 711: Fuel Gas Detector Act



## 2023 SNAPSHOT

It was another record-breaking year for the AANC PAC!
We are 50% of the way to meeting
our two-year goal of raising \$75,000.

As the state heads into the 2024 election cycle, your contributions are as important as ever. Help us elect industry-friendly lawmakers today by clicking <a href="here">here</a> or texting "AANCPAC" to 50155!

Total Raised: \$38,084.46 (as of 12/15/2023)

Contributors: 406 (up 27% from 2022)
Average Contribution: \$93.80 (down 1% from 2022)
First-Time Contributors: 120

## **AANC Group Contributions**

AANC Staff: 100%
AANC Board: 100%
Governance: 100%
Affiliate AE's: 100%
Revenue: 83%
Government Affairs: 81%
AANC Past Presidents: 81%
Education: 80%
State Suppliers: 79%
PR & Marketing: 75%
Housing Affordability: 67%
Membership: 65%
NextGen: 59%
Leadership Lyceum: 42%
DE&I: 26%

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

Kellie Falk
Mary Gwyn
Susan Passmore
Norman Praet
Lisa Taylor
Sue White
Todd Whitlow

**Click here** to view the full list of 2023 AANC PAC contributors. AANC is so grateful for everyone's support!

An essential component of AANC's advocacy efforts, the AANC PAC is a bi-partisan political committee that supports North Carolina legislative candidates who represent good government and understand the growing needs of the multifamily rental housing industry.

## NATIONAL APARTMENT ASSOCIATION



#### **REGION 4 RECAP**

- This year the new **2024 NAA Region 4 RVP for North Carolina** was selected. We are excited to announce starting January 1, 2024, Lisa Taylor (Greystar), our AANC President, will be stepping into the role representing North Carolina. For the past six years, this role has been held by a true industry legend in our state, Susan Passmore (Blue Ridge Companies). Thank you is an understatement for her service and dedication, and we could not be prouder to have her represent us!
- Our very own Norm Praet, with Brownlee Whitlow & Praet, was appointed to the **National Apartment Association's** (NAA) Services Board of Directors in June! NAA and AANC are both thrilled to have him help guide NAA Services for many years to come.
- 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. During the governance portion of the conference, the NAA Board also met to review the 2022 audit report and approve a Housing Affordability Program Affiliate Assistance request for the Washington Multi-Housing Council.
- **Apartmentalize** took place in Atlanta this past June. It was a very successful conference with a historic 7,467 paid attendees (and 12,323 total attendees).
- NAA had an aggressive **PAC** goal of \$1.2M this year and we believe we are going to make it. The following North Carolina affiliates reached their Fund Our Future fair share goals in 2023: Piedmont Triad Apartment Association and Triangle Apartment Association. Greater Fayetteville Apartment Association and Apartment Association of Western North Carolina have also done exceedingly well this year and are almost to their annual goal.
- NAA offered several **NAA Diversity, Equity and Inclusion** opportunities, including the Alexandra Jackiw Diversity, Equity & Inclusion Scholarship, the Innovation in Diversity, Equity & Inclusion Grant and the Diversity Leadership Program.
- **RPM Careers Week** took place in April this year. Our industry celebrated our community members and raised awareness about career opportunities in the residential property management industry.
- **Cultivate** was held in Tucson, AZ, in September. This was an inaugural NAA conference to bring peers together to advance their leadership skills and explore issues pertinent to the industry.
- NAA's **Assembly of Delegates** took place in San Diego in November
  - Josie Eatmon, Executive Director of the Triangle Apartment Association, was awarded the NAA 2023 Lifetime Achievement Award.
  - Kim Graham, Executive Director of the Greater Charlotte Apartment Association, was installed as the Secretary of the Associations Executive Council.
  - The Board of Directors approved the 2024 budget, which includes healthy funding for our education and advocacy efforts.
  - The Assembly of Delegates approved the 2024 Slate of Officers. The incoming slate includes two of Region 4's very own advancing in their Officer service; Alan King as President Elect and Chris Burns as Vice Chair. Brian Chase, with Landmark Property Services, was elected Secretary.
- The following AANC members that were recognized in the 2023 NAA Top Employers Awards.
  - Atlantic Pacific Companies, Bell Partners, Berkshire Residential Investments, PeakMade Real Estate, Phillips Management Group, S.L. Nusbaum Realty Co., Chadwell Supply, J Turner Research, MSB Resources, LLC

#### 2023 Regional Vice Presidents (Region 4)

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



## NATIONAL APARTMENT ASSOCIATION

**Alternates** 



#### **2023 AANC DELEGATES/ALTERNATES**

Delegates		
Name	Affiliate	Company
Nicole Baynes	GFAA	Sweetwater Property Management
Gabrielle Bouknight	GCAA	HHHunt
John Demario	GCAA	RKW Residential
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, LLC
Norm Praet	AANC	Brownlee, Whitlow, Praet, PLLC
Lisa Taylor	AANC	Greystar

Name	Affiliate	Company
Jon Lowder	AANC	AANC
Josie Eatmon	TAA	TAA
Kim Graham	GCAA	GCAA
Kim Lyman	PTAA	PTAA
Jennifer Pittman	GFAA	A-Venture Management
Amy Ritchy	WAA	Greystar
Jennings Snider	AANC	SYNCO Properties

Karen Spaid WAA WAA
Todd Whitlow TAA Brownlee, Whitlow,

Todd Whitlow TAA Brownlee, Whitlow, Praet, PLLC Amanda Williams PTAA BSC Holdings, Inc.

### **2023 NORTH CAROLINA APARTMENTALIZE SPEAKERS**

Gina Carter I Blue Ridge Companies
Cindy Clare I Bell Partners
Chiccorra Connor I Occupancy Heroes Incorporated
Mark Cukro I Plus One Consulting
Mary Gwyn I Apartment Dynamics
Anne Hollander I Lobby CRE
Amy K Dilisio I Quintessential Marketing & Training
Kelli Lea I Greystar
Susan Passmore I Blue Ridge Companies
Pat Patterson I PetScreening
Rebecca Rosario I Full House Marketing
Daren Swanson I Red Stone Equity

Todd Whitlow | Brownlee Whitlow & Praet

## **AANC TEAM**



JON LOWDER

Executive
Director



SARAH DUBOSE

Director of
Government Affairs



KRISTIN GOINS
Engagement
Manager



TRACY HANKINS
Operations
Manager
(through October 2023)



JOSHUA DICK
Executive
Director
(through August 2023)



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## 2023 Annual Report

**Prepared By: The AANC Team**