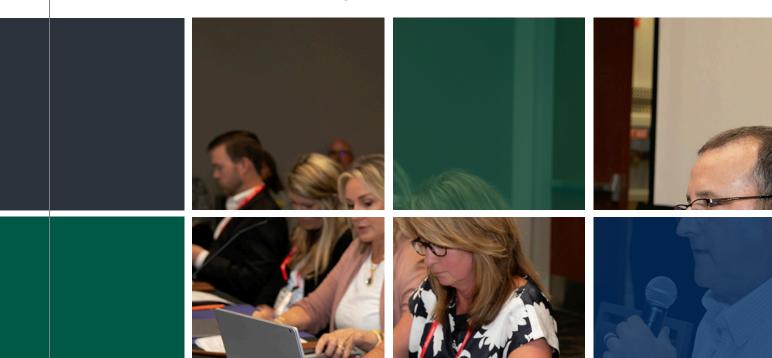
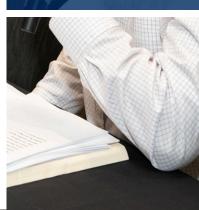
2024 Annual Report

PREPARED BY THE AANC TEAM



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- ☑ info@aanconline.org
- www.aanconline.org





Message from Lisa Taylor, AANC President (2023-2024)

Salute!

As we reflect on 2024 and as my two-year presidency term comes to an end, it's clear that this year has been one for the record books. Despite the challenges and horrific damages caused to Western North Carolina by Hurricane Helene, our industry family, association leadership, and community came together, pooling resources and offering support for those in need.

Notably, two AANC directors led the overall communication efforts, working tirelessly with local, state, and federal firms to provide clear assessments and specific guidance. We are deeply grateful for the leadership of Jon Lowder, Executive Director of AANC, and Bryan Holladay, Principal of Charlotte Public Relations overseeing the Apartment Association of Western North Carolina. Their dedication has been invaluable.

A few of our accomplishments this year:

- Education & Legislative Conference had another record year with 740+ attendees
- Surpassed our 2024 AANC PAC Goal by 109% with Chair Jonathan Tee's leadership
- Multifamily Housing Coalition of NC successful raised and distributed over \$32K for independent expenditure
- Successfully worked to overturned the Governor's veto on SB445
- Hosted several highly attended and valued educational webinars

Acknowledgments

We extend our heartfelt thanks to the following individuals for their tireless dedication:

- General Counsel: Norm Praet, Brownlee Whitlow & Praet, PLLC
- Vice President: Karen Perkins, Blue Ridge Companies
- Treasurer: Amanda Williams, BSC Holdings
- Secretary: Amy Ritchy, Greystar
- Immediate Past President: Jennings Snider, SYNCO Properties
- Executive Director: Jon Lowder
- Director of Education & Engagement: Kristin Goins
- Director of Government Affairs: Sarah DuBose
- Communications Manager: Kat Nicholas

On a final note, I would like to thank all AANC MEMBERS for your support over the past two years and it has been a privilege to serve you. Now looking forward to Karen Perkins Presidency and excited to see the accomplishments in the coming year!

Happy Holidays,

Lisa Taylor l Greystar AANC President



Message from Jon Lowder, AANC Executive Director

Greetings AANC Members,

2024 was a pretty typical, if busy and productive year, for the first three quarters of the year. AANC had a record-setting conference and a very good year at the legislature (see our government affairs update for details). The AANC PAC provided support to our legislative agenda by exceeding our fundraising goal and the Multifamily Housing Coalition of North Carolina also successfully raised funds and initiated an independent expenditure campaign for the 2024 election. Lastly, due to the continued growth of our local affiliates, our membership now exceeds 531,000 units and 850 supplier partners. A stellar year by all standards.

Meanwhile our affiliates continued to thrive and provide exceptional service to their members. Huge attendance at trade shows and annual banquets, extensive education programs, golf tournaments, socials, and on and on. On any given day you could almost be sure that there was something going on with the apartment associations somewhere in the state.

Then an unwelcome visitor in the form of Hurricane Helene came calling to the western portion of our state on September 27 and upended and devastated dozens of communities and thousands of lives. Among those directly impacted were members of the Apartment Association of Western North Carolina (AAWNC). Community managers found themselves helping care for the hundreds of residents in each of their communities while also trying to handle the disruption to their own lives. They provided potable water for months while municipal water systems were offline. In the immediate aftermath of the storm, they cooked meals for their residents on community grills, they helped residents find sources of aid, they helped residents find medical care, and the list goes on and on.

From the first day after the storm the leadership at AAWNC worked to serve its members through a variety of means. Hosting twice-weekly virtual meetings to provide updates on the status of infrastructure repairs, especially water; regularly surveying members to determine their needs and challenges; meeting with local and state officials to communicate the needs of our members to officials at all levels. At the same time that AAWNC was working on the ground our other affiliate associations were jumping in to help. Greater

Charlotte Apartment Association helped recruit volunteers to coordinate the assembly of care packages that were being assembled by Hatching Hope in warehouse space donated by Chadwell Supply. GCAA also established a \$250,000 rental assistance fund. All of our affiliates raised funds and collected supplies, food, and water to send to those in need in Western NC.

Our affiliates and their members did what they always do in times of need: they stepped up and did whatever needed to be done. Western North Carolina faces a long road to recovery, and I'm 100% confident that our members will continue to make a massive, positive impact on that recovery.

Before I sign off I want to end with a huge CONGRATULATIONS to the Triangle Apartment Association for celebrating its 40th Anniversary. Here's to the next 40 years!

Jon Lowder

AANC Executive Director



About AANC

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.





Local Affiliates Leadership





Bryan Holladay Association Management



Bethany Lykins President





Sandra Purcell President





Kim Graham Executive Director



Gabrielle Bouknight *President*





Bryan Holladay Association Management



Jeremy Seeland *President*





Benjamin Brockschmidt Executive Director



Tyler Lowe President





Josie Eatmon Executive Director



Berry Craven President





Christy Rexroad Executive Director



Karen Spaid President

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
- Shane Raby I Middleburg Communities
- 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

- James Craig | Ari Apartment Management
- Mary Gwyn | Apartment Dynamics
- Amanda Siegal Williams | BSC Holdings
- Kristin Stanton | Bell Partners
- Bert Wray | Chadwell Supply

Triangle Apartment Association

- Cindy Nitschke I Valet Living
- Rebecca Rosario | Full House Marketing
- Chris Smith | Greystar
- Amy Timoko I Caviness & Cates
- April Vasta I Blue Ridge Companies

Apartment Association of Western NC

- Bethany Lykins | BSC Holdings
- Tina Gorby Baker | Apartments.com

Wilmington Apartment Association

- Krysti Keser | The RMR Group
- Dorianne Murray | Flourney Properties
- Amy Ritchy | Greystar
- Karen Spaid | Highmark Residential

AANC State Suppliers Council

• Elizabeth Riley I The Liberty Group

AANC General Counsel

• Norm Praet | Brownlee Whitlow & Praet

AANC 2024-2026 Strategic Plan Objectives

Advocacy

- I. Increase IE political expenditures to \$300,000 in 3 years (B)
 - a. Develop Communication and outreach plans.
 - b. Develop incentive program for giving levels.
 - c. Develop Fundraising plan (communicate and explain).
- II. Increase PAC Expenditures to \$150,000 in 3 years (B)
 - a. Develop communication and outreach plans.
 - b. Develop incentive program for giving levels.
 - c. Develop fundraising plan (communicate and explain).
- III. Raise AANC Political Profile (A)
 - a. Develop volunteer political influencer program (key contact person).
 - b. Expand local government affairs committee program.
 - c. Provide Timely Communication to local affiliates/GA committees.
 - d. Develop in-district outreach plan w/local affiliates.
 - e. Identify members/industry members that have personal relationships with elected officials.
 - f. Coordinate PAC giving between local affiliates and AANC
 - g. In-district recognition events
- IV. Increase AANC Stakeholder Engagement (C)
 - a. Identify opportunities to participate w/interest groups outside of AANC industry circles or established priority groups.

Communications

- I. Improve public perception of the multifamily Industry (A)
 - a. Develop Proactive PR plan.
 - b. Provide resources and templates to Affiliates.
 - c. Promote industry members/affiliate charitable efforts.
 - d. Reimagine E-Notes.
 - e. Create separate 501c4 industry promolon fund.
- II. Improve Coordination between Affiliates and AANC (B)
 - $a.\ Establish\ consistent\ Communication\ plan.$
 - b. Evaluate communication vehicles.
 - c. Scrub database.
 - d. Promote doing business with member suppliers.

Education

- I. Improve Affiliate members value perception of AANC (A)
 - a. Develop stakeholder value proposition for different classes of membership (local, state, national).
 - b. Provide stakeholder opportunities for non-traditional member stakeholders.
 - i. Developer roundtables
 - c. Develop unique content for developers.
- II. Increase Educational Conference Attendees to 1000 (B)
 - a. Review alternative locations or regional rotations.
 - b. Identify affiliate-AANC partnerships.
 - c. Explore the use of additional scholarships.
 - $\ \, \text{d. Review educational offerings and conference schedule.}$
- i. Maintenance Track
 - a. Review the application of the affiliate sponsorship requirement.

Organization

- I. Improve AANC's efficiency and effectiveness (A)
 - a. Review AANC and affiliate governance structures.
 - i. Membership types
 - ii. Boards
 - iii. Committees
 - iv. Territory
 - v. DEI Be intentional.
 - b. Review AANC staff structure.
 - c. Review bylaws.
 - d. Reimagine the roles of AANC.
- II. Increase volunteer participation (B)
 - a. Develop Leadership track.
 - b. Develop mentoring/ambassador program with Affiliates and industry members.
 - c. Coordinate with Affiliate members.

2024 INCOME AT A GLANCE

Association Income (as of Q4 2024)

\$1,519,301.00

BUDGET BREAKDOWN

50% NAA Click & Lease



23% Dues



24% Sponsorships & Registrations



3% Misc.









State Numbers

531,281

Total Units 6.5% increase from 2023 848

Suppliers 16.6% increase from 2023 1,667

Direct Member Units

Affiliate Membership Numbers

Greater Charlotte Apartment Association	UNITS 174,000	SUPPLIERS 210
Greater Fayetteville Apartment Association	23,200	65
Greenville Area Property Managers Association	8,300	10
Piedmont Triad Apartment Association	81,451	127
Triangle Apartment Association	190,675	295
Apartment Association of Western North Carolina	18,005	41
Wilmington Apartment Association	35,650	90

AANC 2024 Peak Partner Suppliers

























2024 COMMITTEE/COUNCIL LEADERSHIP

DIVERSITY EQUITY & INCLUSION COMMITTEE



LIZ NEWKIRK Loebsack & Brownlee CHAIR



BRIDGET LIBERTI Rivergate KW Residential VICE-CHAIR

EDUCATION COMMITTEE

Jan - May 2024



TERRY RAGLAND Blue Ridge Companies



J Turner Research VICE-CHAIR

Jun - Dec 2024



J Turner Research



STEPHANIE LOYD Burkely Communities VICE-CHAIR

GOVERNANCE COMMITTEE



BSC Holdings CHAIR



NORM PRAET
Brownlee Whitlow
& Praet
VICE-CHAIR

GOVERNMENT AFFAIRS COMMITTEE



Chadwell Supply CHAIR



NORM PRAET
Brownlee
Whitlow & Praet
VICE-CHAIR

HOUSING AFFORDABILITY COMMITTEE



SCOTT WILKERSON Ginkgo Residential CHAIR



SUSAN PASSMORE
Blue Ridge
Companies
CHAIR

MEMBERSHIP COMMITTEE



ELIZABETH RILEY
The Liberty Group
CHAIR



MICHELLE O'BRIEN Loebsack & Brownlee VICE-CHAIR

NEXTGEN COMMITTEE



SHANE RABY Middleburg Companies CHAIR



ASHLEY VETTER
Phillips Management
Group
VICE-CHAIR

PR & MARKETING COMMITTEE



BILL CLEMENTS EDS CHAIR



MEGAN LORD-HARVEY
Greystar
VICE-CHAIR

REVENUE COMMITTEE



AMANDA SIEGAL WILLIAMS
BSC Holdings
CHAIR

STATE SUPPLIERS COUNCIL



ELIZABETH RILEY
The Liberty Group
CHAIR



LIZ NEWKIRK Loebsack & Brownlee VICE-CHAIR

Committee/Council ACCOMPLISHMENTS

DIVERSITY EQUITY & INCLUSION COMMITTEE	 Awarded the DEI scholarship for the 2024 AANC Conference to two recipients Completed an executive leadership webinar series on the AANC website on navigating workplace conflict, hiring U.S. military service members, and tackling stigma and fostering inclusivity in the workplace. Hired an ASL translator for the 2024 AANC Education & Legislative Conference and determined a new language software for the 2025 conference.
EDUCATION COMMITTEE	 Orchestrated the annual Conference with 725+ attendees & 18 educational sessions Hosted the 3rd Committee Town Hall at Conference Hosted four successful educational webinars Developed a branded Conference name: AANC CONNECTed Selected speakers for 2025 Conference
GOVERNMENT AFFAIRS COMMITTEE	 Collaborated with lawmakers to pass <u>SB 445</u> and <u>HB 556</u>, advancing the 2023-2024 Legislative & Regulatory agenda. Hosted AANC Lobby Day at the General Assembly. Worked with industry stakeholders, including fire marshals, Duke Energy, and judicial officials, to drive policy change. Participated in regulatory meetings through the Regulatory Subcommittee.
HOUSING AFFORDABILITY COMMITTEE	 Collaborated with the Government Affairs Committee and Regulatory Subcommittee to address and resolve issues driving up construction costs and the cost of housing, Monitored national, state, and local policy trends and analyzed changes impacting housing affordability statewide. Collaborated with local affiliate members to exchange experiences and determine creative solutions to challenges local affiliates are seeing on the local government level.
MEMBERSHIP COMMITTEE	 Provided comprehensive feedback from the 2023 SWOT analysis conducted through the eyes of the local affiliates to the AANC Board. Continued to organize representation of AANC at local affiliate events, reinforcing the message that all local members are members of the state association. Committee members promoted involvement in AANC committees and encouraged attendance at the yearly Education Conference. Began planning the next roundtable for local affiliate leaders, scheduled to take place in Q1 of 2025. This roundtable aims to facilitate discussions on enhancing membership participation, engagement, and the value provided to members.
NEXTGEN COMMITTEE	 Leadership Lyceum: Hosted three Class of 2024 education sessions, honored Class of 2024 at Conference, and selected Class of 2025 Hosted twenty '20 in their Twenties' scholarship recipients at Conference Revamped above scholarship for individuals in the industry 10 years of less: 20 on the Rise Raised \$5,000 for Hatching Hope at Conference
PR & MARKETING COMMITTEE	 Distributed PR toolkit to affiliates, including NC press list and press release template Started the AANCGives effort Created resource pages on AANC website around Hurricane Helene Established a template for Government Affairs updates to be sent regularly to leadership and affiliates Began to gather stories around WNC and We Are Multifamily campaign
REVENUE COMMITTEE	 Identified and engaged a financial advisor to actively manage AANC's reserve funds in CDs and treasuries Monitored and reviewed AANC's financial positions to ensure long-term fiscal health for the organization
STATE SUPPLIERS COUNCIL	 Exceeded Conference sponsorship revenue goal with a total of 43 exhibit booths and 69 sponsors (\$181,960) Hosted the third stand-alone trade show at Conference Trade Show Task Force revamped the 2025 exhibitor exposure with attendees Selected 3 Suppliers for the Leadership Lyceum Class of 2025



2024 INDUCTEES



JOSIE EATMON
Triangle Apartment
Association

Josie Eatmon's journey in the rental housing industry began in 1999 when she became the Communications Director at the Triangle Apartment Association. Since then, her dedication has profoundly influenced both TAA and the industry. In 2023, Josie was honored with the NAA Lifetime Achievement Award for her exceptional contributions as an Association Executive. Under her guidance, TAA grew significantly and established two impactful non-profits, aiding homelessness and supporting professional development. Josie's influence extends nationally and she holds the esteemed Certified Association Executive credential, highlighting her commitment to excellence.



RUSS MARSHALL Greater Charlotte Apartment Association

Russ Marshall has made a transformative influence on the multifamily industry. His career, marked by leadership and innovation, began with the Dallas Apartment Association before relocating to Charlotte in 1977. There, he played a pivotal role in founding the Charlotte Apartment Association and setting educational standards. Russ's impact extended beyond Charlotte, as he founded associations across North Carolina, emphasizing collective industry advancement. Nationally, he was a trailblazer, advocating for growth and development on the National Apartment Management Accreditation Board. Russ's legacy is one of leadership, mentorship, and a commitment to industry betterment through collaboration.



CLASS OF 2024

The AANC Leadership Lyceum program is a prestigious education series aimed at identifying, training, and empowering emerging leaders within the association.



SHANAE AUGUSTE Loebsack & Brownlee



LISA DUDZINSKICarlisle Residential
Properties



TARA GERBERICHBGSF



MISTY HASKINS RKW Residential



DENISE MCGEE Impact Property Solutions



ALEXIS O'BUCKLEY

Ansley at
Roberts Lake



HALEY PHILIPBell Partners Inc.



CAMILLE QUEENPegasus Residential



RENATA RUSHINGGreystar



JEREMY SEELAND W.S. Wellons Realty



DEREK TARRANTGreystar

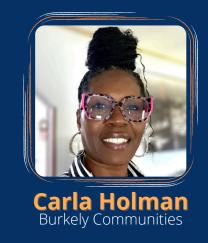


KIMBERLY WOOTEN

Blue Ridge
Companies

2024 Larry Cranford Memorial Scholarship Recipient

Received \$1,000 toward CAM designation.



EDUCATION OFFERINGS

FEBRUARY

Social Media Persona: Like It, Love It, Share It! (1 CEC)

Sponsored By: Phillips Management Group

APRIL

AANC Education & Legislative Conference (8 CEC's) 69 *Sponsors*

JUNE

Preparing for Property Level Crisis Situations (1 CEC)

Sponsored By: Reliable Restorations

SEPTEMBER

Looks Risky! Now What? Site Assessments & Risk Mitigation (1 CEC) Sponsored By: Blue Ridge Companies

NOVEMBER

Finding Your Sustainable Self: Prioritizing Mental Wellness (1 CEC) Sponsored By: RestorePro Reconstruction



12

CONFERENCE

RECAP

The 2024 AANC Education & Legislative Conference was held from April 29 to May 1 at the Raleigh Convention Center, drawing an impressive crowd of over 725 attendees. The event kicked off with an inspiring keynote from Neil Ihde and concluded with a powerful closing address by Annie Meehan. Across the three days, participants engaged in 18 educational sessions, earning up to 8 CECs. The AANC State Suppliers Council also successfully organized the second stand-alone Trade Show, featuring 43 exhibit booths.

THANK YOU 2024 SPONSORS!

Conference Sponsors

Loebsack & Brownlee, PLLC Brownlee Whitlow & Praet, PLLC

Presidential Sponsors

BluSky Restoration HD Supply Facilities Maintenance

Vice-Presidential Sponsors

Apartments.com
BGSF
Carolina Restoration Services
Night Owl Companies
Pine Valley Construction
Red Rhino Group
RediCarpet
Spectrum

Congressional Sponsors

Affinity Waste Solutions
Full House Marketing
The Liberty Group
Lowe's Pro Supply
Impact Property Solutions
Moen I CFG
PetScreening
PooPrints
Spangler Restoration
Valet Living

Wi-Fi Sponsor

Rent.

Event App Sponsors

AppWork RestorePro Reconstruction

Premium Recharge Lounge Sponsor

AFR Furniture Rental

Name Badge Sponsor

Real Floors

Lanyard Sponsor

Rent Dynamics powered by entrata

Photo Booth Sponsor

RestorePro Reconstruction

Legislative Sponsors

Blue Ridge Companies McGuireWoods Consulting The Sherwin Williams Company

Break Service Sponsors

GFiber the Guarantors

All Day Beverage Sponsors

Camp Facility Services
Zillow Rentals

Second Floor Recharge Lounge Sponsor

Yardi

Meal Sponsors

Apartment Dynamics Chadwell Supply Drucker + Falk Landmark Landscapes

Entertainment Sponsor

Phillips Management Group

Hotel Key Sponsor

Loebsack & Brownlee

Hotel Swag Bag Sponsor

Conservice

ALS Interpreter Sponsor

Greystar

Patron Sponsors

APR Restoration
Artisent Floors
Bamboo Teaming
CORT
Duke Energy
Elite Property Services
Environmental Diversified Services
Guardian Construction
J Turner Research
JunkGurus
Key & Effortless
Leisure Creations
Mandolin HVAC & Construction

National Credit Systems
ProSource Fitness Equipment
Qwikkit
Ready Fitness
Reliable Restorations
SatisFacts/ApartmentRatings
Stealth Monitoring
THS National
Tribles



AANC EDUCATION & LEGISLATIVE CONFERENCE

LEGISLATIVE RECAP



BO HEATH
McGuireWoods Consulting
AANC LOBBYIST



APRIL NEUMANN
McGuireWoods Consulting
AANC LOBBYIST



AMANDA FALKENBURY
McGuireWoods Consulting
AANC LOBBYIST

The 2023-24 biennium was an incredibly successful year for AANC. We accomplished an unprecedented level of success with the passage of the majority of our legislative agenda items, including two veto overrides, detailed below.

The North Carolina General Assembly kicked off the 2024 legislative short session on Wednesday, April 24, and adjourned at the end of June. The official adjournment resolution brought lawmakers back to Raleigh once a month throughout the rest of the year. During these once-a-month sessions, legislators have largely limited their work to votes to override gubernatorial vetoes, adoption of conference reports, critical budgetary items, nominations or appointments bills, among a handful of other issues specified in the resolution. The final session of 2024 is scheduled December 2 through December 13.

Among the bills filed during the 2023 legislative long session that were eligible for the short session was AANC's bill, <u>HB 551/ SB 553: Landlord-Tenant and HOA Changes.</u> On April 27, HB 551 passed out of the House chamber with a bipartisan vote of 87-26.

While HB 551 was eligible for consideration during the legislative short session, in an effort to ensure AANC's priorities were included in legislation certain to move forward this session, AANC's lobbying team worked with AANC leadership and Government Affairs Committee to include several of the key provisions in HB 551 in another vehicle – HB 556: Tenancy in Com./E-Notary/SmallClaims Changes / SL 2024-47.

HB 556 includes many of AANC's legislative agenda priorities originally filed in HB 551 / SB 553, including:

- Section 7: Preemption of Local Regulations Regarding Source of Income
- **Section 8:** Authorized Fees, Costs, and Expenses Clarification of Day Rent is Late
- **Section 8:** Authorized Fees, Costs, and Expenses Summary Ejectment Cases to Discourage Frivolous Appeals
- Section 9: Small Claim Appeal Period

HB 556 originally passed the Senate with a 36-6 vote and the House with a 74-39 vote, both with bipartisan support. Governor Cooper vetoed on July 3, arguing in his veto message that the bill would make it harder for low-income families to find

LEGISLATIVE RECAP

affordable rental housing and creates legal ambiguity regarding when eviction orders become effective. House lawmakers subsequently voted to override the Governor's veto on July 31 in a bipartisan, 74-40 vote, while Senate lawmakers voted to override the Governor's veto on September 9 in a 27-12 vote along party lines.

In addition to HB 556, AANC championed <u>SB 445: Recording of Court-Filed Documents</u>/S.L. 2024-54, which also included key portions of AANC's legislative agenda, including:

- **Section 2:** Small Claim Appeal Period (NOTE: this provision was also included in HB 556)
- **Section 3:** Small Claim Appeal Modifications and Clarifications
- **Section 4:** Increase Punishment for Willful and Wanton Damage to the Residential Real Property of Another
- **Section 5:** Prohibit Fraudulent Rental, Lease, or Advertisement for Sale of Residential Property

SB 445 passed both chambers unanimously, 44-0 in the Senate and 115-0 in the House. Governor Cooper vetoed the bill on July 8, arguing in his <u>veto statement</u> that the bill creates legal ambiguity regarding when eviction orders become effective and makes it harder for low-income individuals to appeal as indigent in small claims court. The Senate voted to override the Governor's veto in a 27-17 vote along party lines on September 9 and the House voted to override the Governor's veto in a bipartisan 72-44 vote on November 19.

While not directly championed by AANC, <u>SB 166: Building Code Regulatory Reform / SL 2024-49</u>, was strongly supported by the AANC team given its impact on the entire industry. SB 166 seeks to streamline regulatory processes, enhance clarity for building and development regulations, reduce unnecessary costs, and modernize various building code requirements.



2024 SNAPSHOT

The AANC PAC achieved unprecedented success during the 2023-2024 biennium, exceeding its \$75,000 fundraising goal by 114%!

The AANC PAC supported a bipartisan slate of 26 lawmakers during the 2024 Primary Election cycle and 24 lawmakers during the 2024 General Election cycle. The AANC PAC is proud that all 24 General Elections candidates successfully secured their reelection bids and will be joining the 2025-2026 legislature.

Help us elect industry-friendly lawmakers today by clicking <u>here</u> or texting "AANCPAC" to 50155!

Total raised 2023-2024: \$86,023.09 (as of 11/22/2024)

Contributors in 2024: 203 First-time contributors: 63

AANC Group Contributions

AANC Staff: 100%
Governance: 100%

AANC Past Presidents: 94%
Membership: 93%
AANC Board: 92%
Affiliate AE's: 80%
Education: 74%
NextGen: 73%
Revenue: 67%
State Suppliers: 60%
Government Affairs: 59%
Housing Affordability: 50%
Leadership Lyceum: 42%
DEI: 32%
PR & Marketing: 30%

A major thanks to AANC high level sponsors for your continuous support!

ELITE LEVEL

(\$2,500+)

Seth Coker Kellie Falk Norman Praet Scott Wallace Todd Whitlow

PLATINUM LEVEL

(\$1,000 - \$2,499)

Chris Carter
Jon Lowder
Stephen Kenney
Mike Murray
Susan Passmore
Lisa Taylor

Click here to view the full list of 2024 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

NAA Advocacy Highlights

- Secured FCC's agreement to maintain broadband bulk billing agreements.
- Supported the CARES Act 30-day notice elimination in House T-HUD Appropriations bill.
- Submitted 44 comment letters to federal entities addressing industry concerns.

2024 Events

- **NAA Advocate** Held March 12-15 in Washington, D.C., providing an opportunity to meet with Congressional representatives on crucial rental housing issues. Key topics included improving Section 8, reducing development barriers, and amending CARES Act requirements.
- **Apartmentalize** Took place June 19-21 in Philadelphia, PA, featuring over 100 sessions and networking with 12,000+ industry peers.
- **Cultivate Powered by NAA** Held September 26-27 in Austin, TX, offering senior professionals a space to tackle industry challenges.
- Rental Housing Advocacy and Legal Summit (RHALS) Took place July 30 August 1 in Irving, TX, offering CLE credits and insights into rental housing industry issues.
- **Assembly of Delegates (AOD)** Occurred November 12-14 in Atlanta, GA, where Region IV's Alan King was installed as the 2025 Chair.

Special Recognition Programs

- Maintenance Legends[™] Launched to celebrate standout maintenance professionals, with a grand prize awarded at season's end.
- NAA Hall of Fame Mike Holmes, CAPS, and 2020 NAA Past Chair, was honored as the 2024 inductee.
- NAA had an aggressive **PAC** goal of \$1.2M, which is a two-year goal. As of December 1, the raise sits at \$1.1M so very close and still time on the calendar. The following North Carolina affiliates reached their Fund Our Future fair share goals in 2024: Greater Charlotte Apartment Association, Piedmont Triad Apartment Association, Triangle Apartment Association. Greater Fayetteville Apartment Association and Wilmington Apartment Association have done exceedingly well this year.
- 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.
- The following AANC members that were recognized in the **2024 NAA Top Employers Awards**.
 - Affinity Waste Solutions, Atlantic Pacific Companies, Berkshire Residential Investments, J Turner Research, Madison Communities, LLC, Olympus Property, PeakMade Real Estate, Pegasus Residential, RealSource Properties, Redwood Apartment Neighborhoods, S.L. Nusbaum Realty Co., TheGuarantors, Van Metre Companies

2024 Regional Vice Presidents (Region 4)

Brett Duke (GA)
Chris Carter (SC)
Lisa Taylor (NC)

Susan Sherfield (TN/KY)



NATIONAL APARTMENT ASSOCIATION



2024 AANC DELEGATES/ALTERNATES

Delegates

Name	Affiliate	Company
Gabrielle Bouknight	GCAA	HHHunt
Berry Craven	TAA	Ginkgo Residential
Tina Gorby Baker	AAWNC	Apartments.com
Natalie Hart	GFAA	The Liberty Group
Tyler Lowe	PTAA	Green Salix Real Estate
Susan Passmore	PTAA	Blue Ridge Companies
Norm Praet	AANC	Brownlee, Whitlow, Praet, PLLC
Jay Rawls	GCAA	Northwood Ravin
Franklyn Rodriguez	TAA	Blue Ridge Companies
Karen Spaid	WAA	Highmark Residential

Alternates

Name	Affiliate	Company
Ben Brockschmidt	PTAA	PTAA
Josie Eatmon	TAA	TAA
Heather Gonzalez	GFAA	Sweetwater Management
Kim Graham	GCAA	GCAA
Krysti Keser	WAA	Ari Apartment Management
Jon Lowder	AANC	AANC
Amy Ritchy	AANC	Greystar
Kena Sims	PTAA	RAM Partners
Jennings Snider	AANC	SYNCO Properties
Amanda Williams	PTAA	BSC Holdings, Inc.

2024 NORTH CAROLINA APARTMENTALIZE SPEAKERS

Esther Bonardi REACH by RentCafe Kat Callender Conversion Logix

Gina Carter Blue Ridge Companies

Cindy Clare Bell Partners

Chiccorra Connor Occupancy Heroes Incorporated

Mary Gwyn Apartment Dynamics Dennies Lamb Apartment Dynamics

Besty Kirkpatrick Cunningham BGSF

Chris Loebsack Loebsack & Brownlee Leslie Mathis Woodfield Development Liz Newkirk Loebsack & Brownlee

Ellie Norton Rentyl Apartments

Pat Patterson PetScreening

Rebecca Rosario Full House Marketing
Todd Whitlow Brownlee Whitlow & Praet

Marcie Williams RKW Residential Bert Wray Chadwell Supply

Paul Yount Yardi

AANC TEAM

The Apartment Association of North Carolina (AANC) thrives thanks to a dedicated team focused on advancing the multifamily housing industry. Executive Director, Jon Lowder, leads with strategic vision, ensuring AANC's goals are met. Director of Education & Engagement, Kristin Goins, drives key events, marketing, and sponsorships, fostering strong member engagement. Sarah Dubose, Director of Government Affairs, champions policies that support our members' interests. Communications Manager, Kat Nicholas, manages affiliate and member communications while supporting all aspects of organizational operations. Together, this dynamic team powers AANC's mission with passion and commitment.



JON LOWDER
Executive
Director



SARAH DUBOSE

Director of
Government Affairs



KRISTIN GOINS
Director of Education
& Engagement



KAT NICHOLAS
Communications
Manager



2024 Annual Report

Prepared By: The AANC Team