

Support of NAIOP-PAC is critical to NAIOP advancing and protecting the commercial real estate industry on Capitol Hill.

## CHAIR'S LETTER



Dear Colleague,

This past year was challenging for many NAIOP members. Our office buildings in city centers were still dealing with increased vacancy rates due in large part to the emergence of remote work patterns that have outlasted the COVID-19 pandemic. The availability of credit became constrained as regulators and the financial system dealt with the impact of higher interest rates. And at the federal level, increased regulation and proposals for higher taxes were ever-present.

Amidst these challenges, NAIOP consistently advocated on behalf of our members throughout the year. NAIOP's government affairs staff educated members of Congress on the negative impact of underutilized commercial buildings on our cities, suburbs and local governments, and have built support for legislation to help address these issues. Our staff conveyed the importance that warehouse development plays in our modern economy, particularly as e-commerce continues to grow at an exponential rate. And NAIOP's advocacy staff emphasized to our elected officials the need to continue efforts to increase the supply of affordable housing by reducing barriers to development. At the same time, NAIOP was there to educate members of Congress and staff of the impact on the industry of regulatory proposals, including on wetlands and climate-related disclosure requirements.

Our effective advocacy on Capitol Hill is possible because of the relationships we have built with our elected officials over many years. A strong NAIOP-PAC is an integral component in helping us build those important relationships with both incumbent and new members of Congress. It is a crucial tool that helps us foster and deepen support for our industry and issues important to our members.

This year—a presidential election year—is shaping up to be a hugely consequential one for the commercial real estate industry. Tax policy will take center stage. The continuation of tax policies supportive of commercial real estate, such as Section 1031 like-kind exchanges, capital gains rates that promote investment in real estate, and renewal of expiring tax provisions important to the industry will be at stake. A strong political action committee enables us to have our voice heard by those who will be deciding issues that affect the future of our industry.

Thank you for your continued support of NAIOP-PAC and for helping us advocate on behalf of NAIOP's membership and the commercial real estate industry.

Regards,

### Brian Walker

2024 NAIOP Chair  
President, Burns Scalo Real Estate

By addressing the pressing issues facing our industry, NAIOP Government Affairs shapes the future of commercial real estate.



**Marc Selviteli, CAE**  
President and CEO



**Aquiles Suarez**  
Senior Vice President for Government Affairs



**Toby Burke**  
Associate Vice President of State and Local Affairs



**Eric Schmutz**  
Senior Director of Federal Affairs

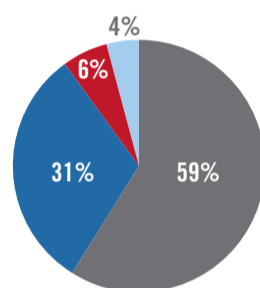
## NAIOP-PAC CURRENT ACTIVITIES AND ACCOMPLISHMENTS

<b>Beginning Balance</b>	<b>\$515,466</b>
Congressional Contributions	(\$75,000)
<b>Funds Received</b>	<b>\$122,382</b>
<b>Ending Balance</b>	<b>\$562,848</b>

## FUNDS RECEIVED

NAIOP-PAC received \$122,382 in 2023.

Board of Directors and Executive Committee	\$72,200
Individual Donations and Interest Income	\$38,052
NAIOP Chapter Board Contributions	\$7,500
Chapter Events	\$4,630



## FUNDS DISBURSED

NAIOP-PAC has disbursed a total of \$75,000 in direct political contributions to members of Congress, leadership and party leadership committees in 2023.

## NAIOP-PAC CHAMPIONS

NAIOP-PAC Champions are chapters that are recognized for their support of NAIOP-PAC. Any chapter raising at least \$1,000 will be named a NAIOP-PAC Champion. NAIOP-PAC Gold Champions surpass certain specific levels (\$15,000; \$10,000; \$5,000), depending on the size of the chapter (large, medium and small).

All monies that NAIOP-PAC collects throughout the year are attributed to the contributor's primary chapter; therefore, chapters are able to achieve Gold Champion or Champion status based on monies collected from chapter events and contributions from Trustees, Board members and individuals.

## NAIOP-PAC GOLD CHAMPIONS

NAIOP New Jersey \$18,800

## NAIOP-PAC CHAMPIONS

### LARGE CHAPTERS

NAIOP Colorado	\$14,010
NAIOP North Texas	\$8,680
NAIOP Chicago	\$4,960
NAIOP Arizona	\$4,895
NAIOP Washington State	\$4,712
NAIOP SoCal	\$4,185
NAIOP Massachusetts	\$3,495
NAIOP Southern Nevada	\$3,485
NAIOP Georgia	\$2,520
NAIOP Northern Virginia	\$2,080
NAIOP San Francisco Bay Area	\$1,830
NAIOP Minnesota	\$1,625
NAIOP San Diego	\$1,200

### MEDIUM CHAPTERS

NAIOP Inland Empire	\$6,200
NAIOP Maryland	\$5,530
NAIOP Pittsburgh	\$5,240
NAIOP Houston	\$4,160
NAIOP New Mexico	\$1,840
NAIOP Central Ohio	\$1,695
NAIOP Charlotte	\$1,450
NAIOP Oregon	\$1,440
NAIOP Northeast Florida	\$1,385
NAIOP DCIMD	\$1,285
NAIOP North Carolina Piedmont Triad	\$1,145
NAIOP Utah	\$1,095
NAIOP South Florida	\$1,080

### SMALL CHAPTERS

NAIOP Cincinnati/Northern Kentucky	\$2,135
NAIOP Northern Ohio	\$1,440
NAIOP Oklahoma	\$1,435
NAIOP Northern Nevada	\$1,290
NAIOP Austin	\$1,145



## 2023 CONGRESSIONAL CONTRIBUTIONS

### SENATE/SENATE LEADERSHIP COMMITTEES

SENATE/SENATE LEADERSHIP COMMITTEES	CONTRIBUTIONS
Heartland Values PAC (Sen. John Thune)	\$5,000
Mark Warner (D-VA)	\$2,500
Free State PAC (Sen. Jerry Moran)	\$1,000

### HOUSE/HOUSE LEADERSHIP COMMITTEES

Jodie Arrington (R-TX)	\$5,000
Ron Estes (R-KS)	\$5,000
Hakeem Jefferies (D-NY)	\$5,000
Mike Kelly (R-PA)	\$5,000
Madison PAC (Richie Neal)	\$5,000
Don Norcross (D-NJ)	\$5,000
Scalise Leadership Fund (Steve Scalise)	\$5,000
Jason Smith (R-MO)	\$5,000
David Schweikert (R-AZ)	\$3,500
Dan Crenshaw (R-TX)	\$2,500
French Hill (R-AR)	\$2,500
Derek Kilmer (D-WA)	\$2,500
Tracey Mann (R-KS)	\$2,500
Terri Sewell (D-AL)	\$2,500
Bringing America Together PAC (Brian Fitzpatrick)	\$1,500
Pete Aguilar (D-CA)	\$1,000
Joyce Beatty (D-OH)	\$1,000
Ken Calvert (R-CA)	\$1,000
Mike Carey (R-OH)	\$1,000
Brian Fitzpatrick (R-PA)	\$1,000
David Kustoff (R-TN)	\$1,000
Blake Moore (R-UT)	\$1,000
Michelle Steel (R-CA)	\$1,000
Claudia Tenney (R-NY)	\$1,000
<b>Total</b>	<b>\$75,000</b>

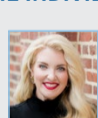
## NAIOP MISSION STATEMENT

NAIOP elevates the commercial real estate development industry by providing advocacy, education, research and connections to foster business opportunities. In partnership with chapters, we connect and serve a diverse network of leading CRE professionals.

## NAIOP-PAC TRUSTEES

Trustees play an instrumental role in the PAC as they guide the agenda of the PAC and approve financial support allocated to elected officials and candidates. As Trustees, they pledge to contribute \$5,000 per year.

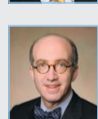
### NINE INDIVIDUALS SERVED AS TRUSTEES IN 2023.



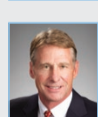
**Kate Bryden**  
Senior Vice President of Development  
MRP Industrial  
Baltimore, Maryland



**Glenn Callison**  
Shareholder  
Munsch Hardt Kopf & Harr, P.C.  
Dallas, Texas



**Alex Klatskin**  
General Partner  
Forsgate Industrial Partners  
Teterboro, New Jersey



**Larry Lance**  
Managing Director – Head of Development  
Sagard Real Estate  
Denver, Colorado



**Clark Machemer**  
Senior Managing Director, Industrial Group  
Crow Holdings Development  
Montclair, New Jersey



**Jeffrey Milanaik**  
Partner, Northeast Region  
Bridge Industrial LLC  
Parsippany, New Jersey



**Kim Snyder**  
Executive Director  
Prologis  
Cerritos, California



**Celeste Tanner**  
Chief Development Officer  
Confluent Development  
Denver, Colorado



**Brian Walker**  
2024 NAIOP Chair  
President, Burns Scalo Real Estate  
Pittsburgh, Pennsylvania