MINUTES OF THE PRESIDENTS ROUNDTABLE

November 7, 2019

Austin, Texas

Ann King opened the RoundTable. She introduced Deana Grinnell, Vancouver Chapter President, who facilitated the roundtable discussion.

ROUND ONE: Introduction; Chapter size; Successful programs

**Juan Caatera, Barcelona**, this is their first meeting attending a LEW. The chapter has just formed.

**John Schlicting, George Washington**. They have 200 members, bring in 20 new per year. They have nine lunches per year plus the investiture event. Events usually have 60-100 attendees. The most successful speakers talk about big exciting projects in DC area. Last year’s most exciting was about the Amazon HQ2 at National Landing (former Chrystal City), by JD Smith.

**Perry Dealey, San Diego**. This is her second time as President and her fifth LEW. Chapter has 130 members. Replace what they lose. They are trying to bring in younger members. Retired members are highlighted (to have them more active). Attendance is around 60-80 per meeting. Now charge $25 for members and $50 for unpaid members.

**Amy Winski, Phoenix**. Best program was on Water.

**Nancy Park, Sacramento**. Chapter has 138 members. 12 new initiates. Good growth. Programs chair is great. Highlight program was Open Dialogue with Mayor. About 80-90 attend. Other highlight was UC Davis expansion program near medical school.

**Andrew Wolfram, San Francisco**. Chapter has 250 members. Take in 25 new members. They Look carefully at diversity, including potential academic members. Meeting format is 10 luncheons and an annual Gala. Two program co-chairs. Always do Economic Forecast (January) and Election Roundup in those years. Alternate between project presentations/tours and topics (housing).

**Jennifer Tammen, Ely chapter**. Chapter has 400-420 members. Added 21 in June. Annual economic review had 175 attendees. Good program on Mall retrofits. They hold “Salons” in member homes for 8-10 members (multiple homes in a single evening). This year’s topic: Economics and Equity Mobility. The Chitaqua this year is “Undoing the ABCs of CBD.” They do “Speed Networking” following new member initiation.

**Mel Freeman, Baltimore**. Chapter has 60-70 members, including retirees. Seven new members were added. Typical attendance is 37-42 for their ten luncheons. Summer outing was to a waterfront site under development. Other program highlight was a P3 conversation.

**Kevin Kellogg, Santa Fe (ZIA), New Mexico**. Chapter has 60 members six lunches, one annual dinner. Members like developer speakers. Led a planning project with U New Mexico overlay for a corridor. They are seeking new members. Cooperate with ULI, APA, NAIOP, etc.

**Karen Chow, Los Angeles**. Chapter has modernized its web site and registration system. Meeting format is 8 luncheons at the California Club. Series on Friday afternoon are more cultural, landmark. Social events are used to recruit members, no agenda, held at a cool hip place as a social mixer.

**Jim Nias, Austin**. Chapter is two years in existence and has 18 members. They meet quarterly. National speakers. Sponsoring this LEW.

**Jim Viviano, Atlanta**. Chapter started ten years ago with 50 members. Initiating 4 new ones. Meeting format is 5 events per year (breakfast, lunch, summer social, holiday initiation/election of new board). Highlight speaker was developer of World Trade Center in NYC; invest Atlanta. Looking at new ways to pay for lunches in advance.

**Ann King, Memphis**. Chapter has 140 members. Dues includes their 8 lunches.

**Jeannette Justus. Orange County**. Tried a new meeting format of nine breakfasts. This turned out to be a mistake because of traffic. Going back to lunches. Most popular program is the annual economic forecast. In addition, as speakers they always have a state politician. Developer projects, infrastructure.

**Jeff Beale, New York**. They are working to rebuild the Chapter that self-destructed. Trying monthly breakfasts (except summer). Partnered with Fordham University, which is centrally located and helped to publicize. Programs need a different hook, so they run them as graduate seminars allowing cross talk to a speaker presentation.

**Carol Lansing, Minnesota**. Chapter is 25 years old. They have Five programs per year. Member recruitment and retention is done through contacts. Highlight program was “Mapping Prejudice” (redlining, infrastructure that breaks up communities). They hold a CEO series.

**David McKay, Simcoe chapter**. Chapter has 160 members. They induct 10-20 per year. Highlight was a Planning instruments program. Showcased a Waterfront project where IT is being built in.

**Tom Goodwin, Boston**. Chapter has 72 members. Try to induct 7-8 per year. They have six programs per year. Always packed. Most successful is the annual harbor cruise in June. Massport and City narrators. It is used for recruiting new members. Annual induction in December has a big speaker. Harvard and MIT are the two largest area developers right now. MIT/Kendall Square is the program for the December meeting.

Deanna facilitated a QUICK BLAST: How do you do New Member engagement?

Speed networking. Engagement of new members is a challenge, deepen their involvement.

**Andrew Wolfram**, new member cocktail party. Reach out to them personally, not just email.

**Jennifer Tammen**. Put more on sponsor and co-sponsor. Mixer events. Invest their time. Require attending two events before joining.

**Karen Chow**: President takes each one out to lunch before inviting to join.

ANN KING Introduced the Regional Vice Presidents:

Ann Bouslog, Asia Pacific (will merge with Pacific)

Gary Leach, East (this is his last meeting as RVP as he will become Treasurer; Erwin will be RVP)  
Jim Musbach, Pacific (now has ten chapters in the region)

Ann asked each of the Chapter Presidents to review the following materials before the Board of Governors meeting this afternoon.

1. Review pages 65 and 146 of the Board Book.

* Reinstatement fee
* Pro-rated dues
* Chapter responsibility (penalties)

1. Keeping members lists up to date. Sheila Hamilton went through how to do this yourself on the web site. Under Log in/ Member Report/ Chapter Reports and Forms/ Chapter Members/Edit

The Presidents Round Table closed 11:56 AM.