

LAMBDA ALPHA INTERNATIONAL



THE HONORARY SOCIETY
FOR THE ADVANCEMENT OF LAND ECONOMICS

LAI CHAPTER PRESIDENT'S ROUND TABLE CALL

WEDNESDAY AUGUST 6, 2014

Time: 10am-12pm PST; 12pm-2pm CST; 1pm-3pm EST

Purpose of the President's Round Table: The purpose of the President's Round Table is to provide a venue for informal conversation to identify topics of mutual interest and for the sharing of best practices, activities and ideas between LAI chapters. It is not a substitute for the formal board meetings. The following list of topics is suggested to get the conversation started and other topics are welcomed and encouraged.

Presidents				Ancillary and Guests			
Chapter	Name	Position	P/A	Chapter	Name	Position	P/A
Aloha - Hawaii	William Beaton	President	A	Orange County	Steven R. Gragg	LAI First Vice President	P
Atlanta	Joan Heron	President	P	Ely	Robert McBride	CR Vice President	P
Baltimore	Stephen Rudow	President	A	Zia Chapter	Steve Howard		P
Boston	Gary Leach	President	P	Golden Gate	Jim Musbach	WR Vice President	P
Ely - Chicago	Jacqueline Loewe	President	P	Philadelphia	Peter Magio		P
George Washington	Erwin Andres	President	P	Golden Gate	Kathline King	WR Assistant Vice President	P
Golden Gate	Amy Neches	President	A		Sheila Hamilton	Staff	P
London	Angus McIntosh	President	A		Shelley Lloyd	Staff	P
Los Angeles	Gregory Karns	President	P	Sacramento	Tim Yourmans	LAI President	P
Madrid	Emilio Gomez Delgado	President	A				
Memphis	Ann King	President	A				
Minnesota	Brad Wood	President	A				
New York	Alice DiMarzio	President	A				
Orange County	Wayne Silzel	President	P				
Ottawa	Miguel Tremblay	President	A				
Philadelphia	Anthony Forte	President	P				
Phoenix	Sheila Harris	President	P				
Sacramento	Tim Hefler	President	P				
San Diego	Vicki Estrada	President	P				
Simcoe - Toronto	James Ayres	President	A				
Vancouver	Michael Heeney	President	P				
Zia - New Mexico	Michelle Henrie	President	P				
UAE	Rudayna Abdo	President	A				

LAMBDA ALPHA INTERNATIONAL



THE HONORARY SOCIETY
FOR THE ADVANCEMENT OF LAND ECONOMICS

Steven R. Gragg, LAI First Vice President – served as moderator and opened the call with a reminder of the purpose of the President's Round Table. The purpose is to provide a venue for informal conversation to identify topics of mutual interest and for the sharing of best practices, activities and ideas between LAI Chapters. It is not a substitute for the formal board meetings. The agenda topics are suggested to get the conversation started and other topics are welcomed and encouraged.

Tim Youmans, LAI President – LAI Changed management companies in March – Sheila Hamilton, President of Getting It Done, is on board and contacting the chapters. The website is partially transferred and hopefully will be completed by the end of Aug. The CRM is available to Sheila and chapters can contact her for anything. Ampere was sold a couple of weeks ago so our transition to a new provider was timely.

Branding:

Tim Youmans, LAI President: 1st step of the branding is to freshen up look and incorporating elevator speech into website and will be updating member marketing materials. Board will be voting on the next steps at the Madrid meeting.

Steve Gragg, LAI First VP: Orange County Board is working on new member brochure with input from Lisa and Phil (branding company)

LA, Greg Karns: Also did a new brochure and did a new prospective member event. Good turnout for both new prospects and current members.

Phoenix, Sheila Harris: PathFinders kickoff event in Aug. Have secured some sponsors and Sheila Harris will be speaking at the event.

Ely, Jackie Loewe: Aug field trip to Landmark District, members are asked to bring prospective member

Phoenix, Sheila Harris: PathFinders is a group of young professionals who do not yet meet the requirements for LAI membership but are on the "path to the pin." Many are former LAI Student Association members who have graduated and started their real estate careers. They pay \$75 to join, advisory committee approves members

Tim Youmans, LAI President: Sent an email to all members about forwarding the names of colleagues that may be good candidates in other chapters, especially New York, London and Madrid.

Orange County, Wayne Silzel: As many as a third of attendees are guests. Want them to have a take home about the local chapter and contact information (brochure Steve Gragg spoke of).

Bylaws: Tim Youmans, LAI President – trying to clean up some of the bylaws to reflect current practices and new member process. Collecting information about the new member initiation. Details will be present in the Board of Governors meeting materials and will be discussed and voted on in Madrid.

Madrid LEW: Sheila Hamilton, LAI Executive Director– 35 currently registered – please promote it to your chapters. Please share what the dress attire is for the different events, dining, shopping.

Chapter Websites:

LAI created a new website template that Ely, Golden Gate and Sacramento are implementing. Nine of the chapters have websites. Are they helpful? And for those chapters that do not have a website, why not?

Orange County, Wayne Silzel: lai-oc.org website is crucial

San Diego, Vickie Estrada: has a website that is not used as much as it should be

LAMBDA ALPHA INTERNATIONAL



THE HONORARY SOCIETY
FOR THE ADVANCEMENT OF LAND ECONOMICS

Atlanta, Joan Heron: Small chapter– no website – pay for events via paypal – chapter voted not to have a website – 36 members

Steve Gragg, LAI First VP - Chapters are not required to have a website. But if you would like to learn more about the new template, and/or need financial assistance, contact Tim or Steve.

Chapter Assistance Grants – Steve Gragg, LAI First VP: – Money is available for chapters for deserving projects.

Examples of previous Chapter Assistance Grants

- Atlanta, Joan Heron: Planning Atlanta
- Phoenix, Sheila Harris: Joint event with AZ Bankers Assoc. with the San Francisco Federal Reserve Bank President as speaker – the larger attendance gave us a sound fiscal start for the year

Orange County, Wayne Silzel: Considering grant request for the Study of the governmental costs on residential building.

Steve Gragg, LAI First VP: LEF may also be interested in supporting this type of study.

Other topics

LEWS:

Tim Youmans, LAI President: Looking for LEW locations in 2016 and 2017. Washington DC and San Diego in 2015. Philadelphia, Memphis and Vancouver have express interest in 2016 and 2017. Contact Tim or Steve if your chapter is interested in hosting a LEW. It is a great way to show off your city and refill the chapter coffers.

San Diego, Vickie Estrada: San Diego BOD has run with it and has the agenda pretty full.

George Washington, Erwin Andres: planning is well under way and they have a great itinerary planned.

Sponsorships:

Golden Gate – Strong members with connections

Atlanta – template available online

Ely – Annual sponsorships, outgoing President responsible for the following year's sponsorships, 2014 raised \$22,000, 2015 changing from one level to three levels.

LA – Chapter KeyNotes sponsorships

OC – Program Sponsor for \$250 gets three minutes at podium

New Member Process

Orange County, Wayne Silzel: Concerned about LAI having to approve new members

Tim Youmans, LAI President: LAI will not be approving new members – more clarification at the Business meeting in Madrid

New Chapters

Joan Heron:

AUM – still trying to get organized

Seattle Puget Sound – looking to restart that chapter

Calgary – in the formation stage

LAMBDA ALPHA INTERNATIONAL



THE HONORARY SOCIETY
FOR THE ADVANCEMENT OF LAND ECONOMICS

Jim Ellison ER VP: New York: trying to reinvigorate this chapter, lack of strong board, one person trying to do it all. Jim, Ian Lord and Steve Gragg attended a meeting and offered support. Jim remains in contact with President Alice Dimarzio.

Philadelphia: good model/success in reinvigorating a chapter

Steve Gragg, LAI First VP: Notify Sheila Hamilton or New York if you know someone in New York that would be a good candidate for LAI membership

Diversity in Chapter Makeup

Sacramento, Tim Hefler: Does take professional area into consideration when reviewing candidates and tries to maintain diversity, has Professional Interest Directors on their BOD – responsible for recruiting certain professional areas as needed, 12-15 active board members.

Meetings

Philadelphia – Breakfast meetings work due to commuting issues.

Ely – Lunches, special events in the morning and evening which provide something for everyone

Sacramento – Lunch meeting

Atlanta – Lunch meetings and tours

Phoenix – Do a variety of times, program driven (when the speakers are available), programs are set well in advance with much communication to members

General Comments

Orange County - Wayne Silzel -Many places have a lot of high rise luxury apartments going up. Others noted that this is common in their markets as well.

Looking for speaker gift ideas:

- Laser pointer/flashlight with LAI on it
- Books that are authored, and signed, by locals –possibly members

There being no further topics of interest, the President's Round Table was closed at 11:30 AM PST.

Next Meeting:

Madrid

October 15, 2014,

11:00am – 1:00pm

Grand Malia Fenix Hotel