

AGENDA

Executive Committee and Board of Governors Meetings
 Executive Committee Conference Call: **August 17, 2017 (9:00am – 11:00am PST)**
 Executive Committee: September 14, 2017 (8:30am – 10:00am PST)
 Board of Governors: September 14, 2017 (1:00pm – 5:00pm PST)

Agenda	Ref: Board Book Page	Action A=Action C=Consent I=Info.	Executive Committee Action Item	Board of Governors Action Item
Welcome – Steven Gragg, International President Roll Call, establishment of a quorum		C # = Consent Item #	EC # =Motion #	G # = Motion #
LAI Motions Summary	P. 4	I		
LAI Information Materials LAI Board of Governors Voting Structure LAI Chapter Info Grid LAI Members (statistics by year as of August 11, 2017) LAI 2017 Membership and Dues (as of August 11, 2017)	P. 6	I I I I		
A. President's Report – Steven Gragg 1. Approval of Executive Committee Minutes – 2/23/2017, 3/28/2017 2. Approval of Board of Governors Minutes – 4/27/2017 3. Approval of Consent Agenda Items	P. 11	C-1 C-2 A	EC-1	G-1
B. Land Economics Foundation 1. Suspend LAI Board of Governors meeting and open Land Economics Foundation 2. Close LEF Board of Trustees Meeting and re-open LAI Board of Governors Meeting				
C. Matters Arising: 1. Public Relations Committee Recommendations		A	EC-2	G-2
2. Land Economic Weekends (LEWs) a) Vancouver LEW b) Baltimore LEW, Budget & Program (04/26/18 – 04/28/18) c) Orange County LEW, Budget & Program (10/17/18-10/21/18) d) Identification of Future LEW Sites	P. 36	I A A I	EC-3 EC-4	G-3 G-4

Agenda	Ref: Board Book Page	Action A=Action C=Consent I=Info.	Executive Committee Action Item	Board of Governors Action Item
3. Approval of At-Large Members	P. 41	A	EC-5	G-5
4. Fellow Nominations		A	EC-6	G-6
5. Strategic Plan Resolution	P. 82	A	EC-7	G-7
D. Executive Director's Report 1. 2018 Dues Collection	P. 114	I		
E. Treasurer's Report & Finance Committee – Sheila Harris 1. 2017 Financial Report 2. LEW Reconciliation – Philadelphia 3. 2018 Budget	P. 116	C-3 C-4 A	EC-1 EC-1 EC-8	G-1 G-1 G-8
F. Secretary's Report & Bylaws Committee – Cheryl Soon				
G. President Round Table – Meeting Summary		I		
H. 1st Vice President Report & Chapter Services Committee 1. President's Roundtable Minutes – April 27, 2017 2. CSC Summary Report 3. RVP Report Europe 4. RVP Report East 5. RVP Report Central 6. RVP Report West 7. RVP Report Asia/Pacific	P. 122	I I I I I I I		
I. Other Standing Committee Reports 1. Archives – Christine Williams 2. Awards – Dr. Jim Fawcett 3. New Chapter Development – Robert McBride a. Austin Chapter 4. Publications – Alan Nevin 5. Public Relations – Cassandra Francis 6. Global Chapter Report – Les Pollack 7. Strategic Plan Report – Ian Lord, Esq. 8. Nominations – Tim Youmans 9. LAISA Executive Council	P. 153	I I I A I I I I I/A	EC-9	G-9 G-10

Agenda	Ref: Board Book Page	Action A=Action C=Consent I=Info.	Executive Committee Action Item	Board of Governors Action Item
J. Added Business				
K. Motion to Ratify actions and activities of Executive Committee and Board of Governors from September 22, 2016 to date		A	EC-10	G-11
Adjourn				

Lambda Alpha International

Executive Committee & Board of Governors Meeting Items

MOTIONS SUMMARY – August 17, 2017 and September 14, 2017 EC Meetings, and September 14, 2017 BOG Meeting

G-# = Board of Governors Motion

EC-# Executive Committee Motion

C-# Consent Item

AGENDA SECTION	ACTION	EXECUTIVE COMMITTEE	BOARD OF GOVERNORS
<u>CONSENT ITEMS</u>			
A. PRESIDENT’S REPORT	C-1	To approve the Executive Committee Minutes from February 23, 2017 and March 28, 2017.	
	C-2	To receive the Board of Governors Minutes of April 27, 2017	
E. TREASURER’S REPORT 1. 2017 Financial Report 2. LEW Reconciliation – Philadelphia, PA	C-3 C-4	To receive the 2017 Financial report. To receive the Philadelphia, PA LEW Reconciliation.	
<u>ACTION ITEMS</u>			
A. PRESIDENT’S REPORT	EC-1 G-1	To approve the list EC consent items C1, C2, C3, and C4.	To accept and approve the recommendations of the Executive Committee in respect of Executive Committee Consent Agenda Consent Items C-1 to C-4.
C. MATTERS ARISING 1. Public Relations Committee Recommendations	EC-2 G-2	To receive, adopt and recommend the recommendations in the Report of the Public Relations Committee.	To receive and adopt recommendations of the Executive Committee and the recommendations in the Report of the Public Relations Committee.
2. Land Economic Weekends (LEWs) b) Baltimore LEW, Budget & Program (Spring 2018)	EC-3 G-3	To recommend approval of the Baltimore LEW Budget and Program.	To receive and accept the recommendations of the Executive Committee for the Vancouver LEW Budget and Program.

AGENDA SECTION	ACTION	EXECUTIVE COMMITTEE	BOARD OF GOVERNORS
c) Orange County LEW, Budget & Program (Fall 2018)	E-4 G-4	To recommend approval of the Orange County LEW Budget and Program.	To receive and accept the recommendations of the Executive Committee for the Baltimore LEW Budget and Program
3. Approval of At-Large Members	EC-5 G-5	To recommend approval of LAI At-Large Members.	To receive and accept the recommendation of the Executive Committee for LAI At-Large Members.
4. Fellow Nominations	EC-6 G-6	To recommend approval of the Fellow Nominations.	To receive and accept the recommendation of the Executive Committee to approve Fellow Nominations.
5. Strategic Plan Resolution	EC-7 G-7	To recommend approval of the 2018-2022 Strategic Plan.	To receive and accept the recommendation of the Executive Committee to approve the 2018-2022 Strategic Plan.
E. Treasurer's Report & Finance Committee 3. 2018 Budget	EC-8 G-8	To recommend approval of the 2018 Budget.	To receive and accept the recommendation of the Executive Committee to approve the 2018 Budget.
I. Other Standing Committee Reports 3. New Chapter Development a. Austin Chapter	EC-9 G-9	To recommend approval of the Austin Chapter Charter.	To receive and accept the recommendation of the Executive Committee to approve the Austin Chapter Charter.
8. Nominations	G-10		To receive and accept the recommendation of the Nominations Committee to approve the 2017-2019 nominations of the LAI Executive Committee.
K. Motion to Ratify actions and activities of Executive Committee and Board of Governors from September 22, 2016 to date	EC-10 G-11	To recommend ratification of the actions and activities of the Executive Committee and the Board of Governors from September 22, 2016 to the present.	To receive, accept and approve the Motion of the Executive Committee to and including the actions of the Board of Governors to the date hereof.

Information Materials

Voting Members of the Board of Governor's

Chapter Presidents

Aloha-Hawaii
Atlanta
AUM
Baltimore
Boston
Ely-Chicago
George Washington- Washington DC
Golden Gate- San Francisco
London
Los Angeles
Madrid
Memphis
Minnesota
New York
Orange County
Ottawa
Philadelphia
Phoenix
Sacramento
San Diego
Simcoe-Toronto
Tokyo
UAE
Vancouver
Zia-New Mexico

Executive Committee

President
Vice President
Treasurer
Secretary
Scribe
Historian
Regional Vice President – Europe
Regional Vice President –East Region
Regional Vice President –Central Region
Regional Vice President- West Region
Regional Vice President-Asia Pacific Region
Past President

Note: The Board may approve up to two
At-Large Members as Executive Committee members

Others LAI Members Typically Attending a Board of Governor's Meeting

Executive Committee Assistants- Assistants vote only if EC Member is absent

Assistant Treasurer
Assistant Secretary
Assistant Scribe
Assistant Historian
Assistant Regional Vice President-Europe Region
Assistant Regional Vice President –East Region
Assistant Regional Vice President –Central Region
Assistant Regional Vice President –West Region
Assistant Regional Vice President- Asia Pacific Region

Council of Presidents-Co-Chairs Co-chairs are not authorized to vote.

The Council of Presidents is a special
committee authorized by the Board of Governors.
The Council typically address special
issues assigned by the LAI President or Board
of Governors.

Note: The meetings of the Board of Governors are open to all members.
The Chapter Presidents, Executive Committee members, Assistant Executive Committee
Members and the Co-chairs of the Council of Presidents are authorized to receive a stipend to offset
their travel costs. Committee Chairs and persons invited by the Executive Committee and/or Board may
also receive stipends, if they contribute at the LAI business meeting

Lambda Alpha International - Chapter Data 2017

Chapter	Option	Year Formed	# on BOD	Pres. Term (years)	Start of Term	Mtgs per Year	Paid staff	2016 Members**	Currency	2017 Active Chap Dues	Annual LEW Stipend	Website	Actual Meeting Costs	Meeting Fee to Member	NonMember Fee to Attend	Included in Dues?
Aloha	A	1983	6	2	Jan	4	N	98	US \$	150.00	\$ 1,000.00					YES
Atlanta	A	2008	4	2	Jan	6	N	23	US \$	100.00		All http://laatlanta.org/				
AUM	B	2014						13				http://aumlai.org/				
Baltimore	A	1992	15	2	Nov	10	N	49	US \$	150.00	N	www.laibaltimore.org	\$ 20.00	\$ -	\$ 25.00	YES
Boston	A	1995	8	2	Jan	7	N	51	US \$	125.00	N	http://laiboston.org/				
Ely	A	1931	13	1	Jan	12	Y	402	US \$	125.00	N	www.ely-chicago.org				NO
George Washington	A	1957	10	2	Jan	10	Y	215	US \$	160.00		www.laigw.org				
Golden Gate	A	1964	21	2	Jan	9	Y	315	US \$	75.00	\$ 500.00	www.laigoldengate.org				
London	A	1992	6	2	May	7	N	36	GDP \$	15.00						
Los Angeles	A	1955	8	2	Jan	10	N	109	US \$	100.00	\$ 750.00	www.lailosangeles.org	\$ 55.00	\$ 60.00		NO
Madrid	B	2010	5	2	Jan	6	N	23	EURO \$	129.00	N					
Memphis	A	1977	12	1	Jan	9	Y	131	US \$	190.00			\$ 25.00	\$ -	\$ 25.00	YES
Minnesota	A	1993	8	2	Mar	5	Y	73	US \$	100.00		www.laimn.org	\$ 25.00	\$ 35.00	\$ 45.00	NO
New York	A	1949	4				N	4	US \$	100.00						
Orange County	A	1991	11	2	May	10	Y	37	US \$	400.00	\$ 1,500.00	www.lai-oc.org				NO
Ottawa	A						N	13	CA \$	95.00						
Philadelphia	A	1967	10	2	May	6	Y	44	US \$	100.00	\$ 500.00	http://laiphiladelphia.org/				
Phoenix	A	1983	7	2	Jan	10	Y	66	US \$	250.00	\$ 2,000.00	www.lai-phx.org	\$ 32.00	\$ 45.00	\$ 65.00	NO
Sacramento	B	1991	10	2	Jan	9	Y	115	US \$	220.00	\$ 1,000.00	www.laisacramento.org				
San Diego	A	1978	11	1	Feb	10	Y	136	US \$	260.00	\$ 1,000.00		\$ 35.00	\$ -		YES
Simcoe	B	1967	16	2	Nov	6	Y	155	CA \$	125.00	\$ 4,500.00	www.lai-simcoe.org				
Tokyo	B						N	8	YEN \$	-	\$ -					
United Arab Emirates	A	2014	5	1	Jan		N	9	US \$	50.00						
Vancouver	B	1988	8	1	Jan	5	Y	82	CA \$	150.00	\$ 5,000.00		\$ 60.00	\$ 85.00	\$ 95.00	NO
Zia	A	2005	7	2	Sep	6	Y	25	US \$	125.00	\$ 1,500.00					

*Option A Chapters are Chapters who have elected to allow LAI handle their dues renewals, while Option B Chapters collect dues and send in International dues.
 **Dues paid as of 12/31/2016.

Column Headings:
 # on BOD Size of Board of Directors
 Pres. Term Term of the Chapter President
 Paid Staff Paid administrative staff supporting Chapter
 Crncy Currency - US = US Dollars, CA = Canadian Dollars, GDP = British Pounds, Euro = Euros
 2014 Members Paid members for current year - all member types.

LAI Members 2006-2017
As of 8/14/2017

Chapter	Option	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Aloha	A	57	67	73	78	77	76	79	78	88	94	98	94
At Large	A	23	22	28	36	39	28	29	39	35	22	5	19
Atlanta	A				15	15	19	21	28	41	37	24	26
AUM	A									11	7	13	0
Baltimore	A	35	35	47	49	45	39	43	37	35	38	49	58
Boston	A	47	34	34	37	42	43	48	45	48	44	51	57
Ely-Chicago	A	385	403	425	432	404	338	348	430	448	409	402	402
George Washington	A	209	230	240	225	205	175	191	222	247	223	215	200
Golden Gate	A	297	307	290	329	319	299	317	330	334	317	315	311
London	B	25	25	35	38			2	38	29	34	36	12
Los Angeles	A	137	143	148	136	115	109	116	97	119	112	109	97
Madrid	B								19	19	9	23	1
Memphis	A	126	131	136	154	137	124	137	141	142	131	131	130
Minnesota	A	81	67	78	77	78	65	68	72	71	61	73	69
New York	A	16	13	10	11	8			4	5	2	4	3
Orange County	A	61	58	65	59	23	44	40	40	40	39	37	25
Ottawa	A	17	32	30	36	27	24	28	18	18	17	13	9
Philadelphia	A	50	50	46	1	22	7	30	44	44	49	44	39
Phoenix	A	96	71	104	97	62	62	67	65	65	63	66	67
Sacramento	B	79	80	93	93	90	75	101	112	125	120	115	117
San Diego	A	126	121	122	137	146	139	128	152	144	130	136	120
Simcoe-Toronto	B	112	118	135	145	129	9	143	166	153	147	155	166
Tokyo	B											8	8
UAE	B									30	22	9	8
Vancouver	B	87	85	92	92	91	91	90	95	110	92	83	92
Zia- New Mexico	A	15	61	58	47	40	31	34	29	33	28	25	19
Totals Members		2081	2153	2289	2324	2114	1797	2060	2301	2434	2247	2239	2149

LAI MEMBERSHIP AND DUES
As of 08/14/2017

Chapter	Option	Total 2013	Total 2014	Total 2015	Total 2016	Total 2017	Active Paid	Retired Paid	Emeritus	Honorary	Fellow	Unpaid - current year	Unpaid > 1 year	Total Int active dues	Total Int Retired dues	Chapter dues	Chapter dues Retired
Aloha	A	78	88	94	98	94	87	7	0	0	0	13	3	\$13,050	\$175	\$150	\$75
At Large	A	39	35	22	5	19	16	2	0	1	0	4	5	\$2,400	\$50	\$0	\$0
Atlanta	A	28	41	37	24	26	24	2	0	0	0	5	8	\$3,600	\$50	\$100	\$25
AUM	A		11	7	13	0	0					13	3	\$0	\$0		
Baltimore	A	37	35	38	49	58	54	4	0	0	0	2	2	\$8,100	\$100	\$150	\$25
Boston	A	45	48	44	51	57	56	0	0	1	0	4	4	\$8,400	\$0	\$125	\$125
Ely	A	430	448	409	402	402	372	24	3	0	3	69	48	\$55,800	\$600	\$125	\$35
George Washington	A	222	247	223	215	200	194	5	0	0	1	47	28	\$29,100	\$125	\$160	\$0
Golden Gate	A	330	334	317	315	311	287	23	1	0	0	28	14	\$43,050	\$575	\$75	\$25
London	A	38	29	34	36	12	9	1	0	1	1	25	4	\$1,350	\$25	\$120	\$45
Los Angeles	A	97	119	112	109	97	87	3	2	1	4	33	9	\$13,050	\$75	\$100	\$50
Madrid	B	19	19	9	23	1	1	0	0	0	0	22	5	\$150	\$0	\$129	\$0
Memphis	A	141	142	131	131	130	119	6	5	0	0	12	6	\$17,850	\$150	\$190	\$25
Minnesota	A	72	71	61	73	69	65	3	0	0	1	16	8	\$9,750	\$75	\$100	\$25
New York	A	4	5	2	4	3	2	0	0	0	1	2	4	\$300	\$0	\$100	\$25
Orange County	A	40	40	39	37	25	25	0	0	0	0	12	2	\$3,750	\$0	\$400	\$200
Ottawa	A	18	18	17	13	9	9	0	0	0	0	3	3	\$1,350	\$0	\$95	\$31
Philadelphia	A	44	44	49	44	39	38	0	0	0	1	11	2	\$5,700	\$0	\$100	\$100
Phoenix	A	65	65	63	66	67	63	1	1	0	2	7	7	\$9,450	\$25	\$250	\$25
Sacramento	B	112	125	120	115	117	116	1	0	0	0	23	13	\$17,400	\$25	\$220	\$25
San Diego	A	152	144	130	136	120	111	9	0	0	0	28	14	\$16,650	\$225	\$250	\$75
Simcoe	B	166	153	147	155	166	150	8	7	0	1	25	20	\$22,500	\$200	\$125	\$35
Tokyo	B			8	8	8	8										
UAE	A		30	22	9	8	8	0	0	0	0	8	6	\$1,200	\$0		\$0
Vancouver	B	95	110	92	83	92	76	15	0	0	1	5	3	\$11,400	\$375	\$150	\$92
Zia	A	29	33	28	25	19	19	0	0	0	0	8	4	\$2,850	\$0	\$125	\$50
Totals		2303	2436	2255	2239	2149	1996	114	19	4	16	425	225	\$298,200.00	\$2,850		

*Excludes counts of types that dont pay dues. This differs from how 2013 numbers were aggregated for this report.

** 2013 counts were aggregated based on membership status

President's Report



MINUTES

Meeting of the Executive Committee: February 23, 2017 – 9:00am PST

Members - * voting members

Steven Gragg*	International President	Orange County	P	Ian James Lord, Esq.	Chair, Council of Presidents	Simcoe	P
Robert McBride*	First Vice President	Simcoe	P				
Sheila Harris*	Treasurer	Phoenix	P	Suzanne Barco	Assistant Treasurer	San Diego	P
Cheryl Soon*	Secretary	Aloha	P	Millard Lee	Assistant Secretary	Los Angeles	P
Alan Nevin*	Scribe/Editor	San Diego	A	Vicki Estrada	Assistant Scribe	San Diego	A
Christine Williams*	Historian	Ely	P	Scott Burns	Assistant Historian	Simcoe	A
Aurelio Ramirez-Zarzosa*	Europe RVP	Madrid	P	Hania Maraqa	Europe AVP	UAE	A
Gary Leach*	East RVP	Boston	A	Joan Herron	East AVP	Atlanta	P
Jordan Peters*	Central RVP	Ely	P	Ann King	Central AVP	Memphis	P
James Musbach*	West RVP	Golden Gate	P	Gregg Robinson	West AVP	Zia	P
Ann Bouslog*	Asia/Pacific RVP	Aloha	A	Anil Hatkar	Asia/Pacific AVP	AUM	A
Tim Youmans*	Past President	Sacramento	P	Bronwyn Krog	Chapter President	Simcoe	A
				James Fawcett	Awards Chair	Los Angeles	A
				Sheila Hamilton	Executive Director	LAI	P
				Shelley Lloyd	Staff	LAI	P

P= Present, A=Absent

The meeting was conducted as a teleconference call. Steven R. Gragg called the meeting to order at 9:00 Pacific Standard time, identifying a quorum.

LAI Information Materials

Steven R. Gragg directed attendees to page 7 of the board book to review the voting members of the executive committee. Assistant VP's can vote in place of the Regional VP if that person is not present. We are going to have two Executive Committee Meetings be teleconference call to complete all the work prior to the LEW in Philadelphia. The next meeting call is March 28th.

Sheila Hamilton reported on the Chapter Info Grid broken down by year since 2006 which was updated through 12/31/2016 and can be found on page 9 of the Board Book. Sheila Hamilton asked that any new updates be sent to her.

The Chapter review adds a column on meeting costs per year and what the chapters are charging to members and non-members. Some chapters include their meetings in their dues and some do not. Other chapters are thinking about doing that. We are tracking all these costs as a comparison for the information and use by chapters.

Steven Gragg pointed out that the Membership count is broken down by chapter. There was a significant decline in 2011 that we have been recovering from. We would like to see membership growing instead of declining. We are about 200 members short in 2015 and about the same in 2016.

Cheryl Soon asked what are the suggestions on how to grow membership.

Steven Gragg responded that this is ongoing discussion by chapters and there are differences in preferences. For example, the Golden Gate Chapter doesn't want to grow membership. Aloha Chapter you might want more members. Orange County needs more members. Membership varies by chapter.

Steven Gragg asked, as an organization, what is our plan and what do we want to put in place to assist chapters? This is part of the Strategic Plan.

James Musbach suggested we network thru the New York Chapter to make contacts to accelerate the growth of that chapter.

Steven Gregg reported we made multiple requests to share contacts with New York and London. We're trying to charter a chapter in Austin.

James Musbach reported London offered to contact people in UK.

Joan Herron noted the Atlanta Chapter hasn't had an active membership since 2014. We did a SWAT assessment over the phone. We need to update our membership data. Some people hadn't received their invoices because they had changed addresses.

Tim Youmans noted we don't have anybody at the International level to focus on membership. Maybe we need to have a committee.

Steven Gragg noted when Ian was President he would always point out that we need to create new chapters. We need to create a synergy that chapters are looking for. We need more of a presence in Europe to get more value out of the organization. We will have more discussion at the Strategic Planning meeting in Philadelphia.

Ann Bouslog reported UAE is down to 4 people.

Sheila Hamilton reported UAE had quite a drop off last year. Several members moved. It's one of the more difficult chapters as far as dues go and updating addresses. Chapter members seem to move around. Sheila Hamilton noted she just shipped them 15 certificates and pins for inductions next month.

Steven Gragg noted Leadership is void there (UAE). Part of the story there is some of the folks changed careers. It's the nature of the market there. Redayna has moved out of Land Economics.

All the Regional Vice Presidents and their assistants will have their reports at the next meeting. The AUM Chapter is hosting a conference in Mumbai. The plan is to raise awareness and grow membership. They put the conference together in a short time. Ten to fifteen people from other LAI chapters are going to the Mumbai conference.

A. President's Report

(C-1) Approval of Executive Committee Minutes – September 22, 2016

(C-2) Approval of Board of Governors Minutes – September 22, 2016

Single Motion to approve (C-1) and (C-2) was made by Ann Bouslog. Second by Millard Lee. Motion carried unanimously.

Discussion: Ann Bouslog had a question about the Board of Governors meeting end time. It says wrapping up at ten at night. Sheila Hamilton will correct the meeting minutes to correct the time.

E. Treasurer's Report & Finance Committee

(C-4) To recommend approval of the LEW Reconciliation – Toronto, Ontario made by Sheila Harris. Second by Christine Williams. Motion carried unanimously.

Discussion: Sheila Harris reported it was a very successful LEW. It was one of the easiest reconciliations. Steven Gragg said it was a very prosperous event.

B. Matters Arising:

2. Land Economic Weekends (LEWs)

e. Identification of Future LEW Sites

Steven Gragg reported on future LEW sites, Baltimore spring of 2018 and Orange County in the Fall of 2018. We need to start thinking about 2019 and 2020. Sacramento and Ely expressed interest in 2019. LA has expressed interest in hosting a LEW in 2020.

Tim Youmans noted Sacramento LEW would be best in the fall.

Jordan Peters spoke to the ELY President and they are very interested in hosting a LEW. They would like to align the LEW with the ELY anniversary.

Sheila Hamilton believes it's the 90th anniversary.

Millard Lee said LA could host a LEW fall of 2020.

Steven Gragg noted it's been quite a while since we had a LEW in LA.

Millard Lee reported LA has changed a lot since the last time a LEW was held there. It's a very different city. The skyline is much different these days.

Steven Gragg noted we will pencil those cities and dates.

Tim Youmans reported that 2020 would be the 90th year anniversary. Jordan Peters will propose spring of 2020.

C. D. Executive Director's Report

1. Change in Dues Renewal Invoices

Sheila Hamilton reported Dues invoices are confusing. We get a lot of questions. Steven Gragg, Robert McBride and Sheila discussed how the invoices are laid out. Suggest changing the dues dollar amount to the total amount due as the full amount. We would just note LAI dues, with the breakout happening behind the scenes. Not sure how the chapters would feel about that. Or if they would welcome the change.

Robert McBride asked how do we deal with Canadian dollars?

Sheila Hamilton responded Simcoe collects the dues and they send us the US dollar amount in the converted US \$150. Simcoe pays the conversion fee. For London, UAE and Ottawa International collects their dues. If they use the website and pay with a credit card it's charged in their local currency. If they write a check, LAI has to pay the bank currency conversion fees.

Robert McBride asked if the invoice will show US dollars?

Sheila Hamilton responded Invoices are shown in the currency amount of the Country. For example, the London invoice would be in pounds. What we're suggesting is one-dollar amount on the invoice.

Steven Gragg noted the goal is to show less itemized items on the invoice. This will lessen the questioning.

Tim Youmans asked do we need a note on the invoice?

James Musbach doesn't feel that his chapter would like this change. He thinks it's a bad idea and shows lack of accountability.

Robert McBride noted we're trying to get away from the menu of dues on the invoice. Not everyone was understanding that. Would like a new format on the invoice. We can be transparent as to what the components are.

Ian Lord reported Chapters are very much aware of their dues. I think you might get negative feedback. Some members might want to track the dues.

Steven Gragg noted that tracking of dues is still going to be available on the web site.

James Musbach believes people are not going to the internet to find the information.

Sheila Hamilton reported when a member goes to login to pay the dues, it shows one amount. If we mail the invoice, the invoice is broken out.

Steven Gragg said that Robert McBride, Sheila Hamilton and he will reformat the invoice and bring it for approval at the next meeting.

D. C. Matters Arising:

4. Management Contract Renewal

- Survey Results

Steven Gragg noted Sheila's contract is due for renewal. We sent a survey out to all LAI members. Plan to discuss the contract and the survey at the March 28th meeting. The only change was the 2.5% increase in the fees. We will prepare a cover sheet to summarize the changes.

Cheryl Soon asked if Sheila Hamilton was happy with no changes beyond the 2.5%?

Sheila Hamilton – Responded she was happy with the contract and the proposed increase.

E. Treasurer's Report & Finance Committee

3. Travel Policy

Sheila Harris announced Suzanne Barco from San Diego is the new Assistant Treasurer. The financial report will be in the next Board Book. Sheila Harris reported we have discovered a glitch in Xero and we are getting it corrected. The dollar amount is \$460.

Sheila Harris reported the Travel Policy for Staff, Officers and Assistant was drafted so we would have another set of eyes and ears reviewing travel expenses. People have received invitations and then realized travel was more expensive. We want to make sure travel is within the budget. Sheila Harris has shared the draft travel policy with Steven Gragg and Robert McBride. Would like to get approval on March 28th.

Steven Gragg said he supports the Travel Policy. Some people didn't file their travel for several past LEWs and that's inappropriate.

Cheryl Soon stated we have a separate policy for the Board of Governors.

Sheila Harris noted we need more discussion on whether to have one travel policy. There is a budget line item for Board of Governors travel. This is an additional step to make sure we have the budget. Sheila Harris asked to please respond with comments by March 10th.

Steven Gragg asked attendees to go through the policy and mark it up and send it back to Sheila Harris. Plan to take action at the March 28th meeting.

F. Secretary's Report & Bylaws Committee

Cheryl Soon plans to have the by-laws for the next meeting.

G. H. 1st Vice President Report

Robert McBride noted the agenda for the Presidents RoundTable minutes are changed as an information item. Chapter Reports deadline is March 8th.

I. Other Standing Committee Reports

1. Archives

Christine Williams reported she participated in the President's Roundtable. There are On-going efforts on the Archives. Plan to ask people to be a part of the Archives committee at the LEW.

Steven Gragg asked what is appropriate to include in the archives? What should the chapter do with it?

Christine Williams reported Cornell Archives are not for the Chapters per say. Some stuff from the Chapters is at Cornell. We haven't donated money to Cornell in a long time. We need to be careful to understand what is there. We have links to archives on the website.

Steven Gragg said it's searchable on line and we may need to make another donation.

Christine Williams needs to check to see if Cornell went to a new system. She couldn't find some information.

Ann Bouslog asked what would we want in hard copy? Can we clarify what the purpose of the archives are?

Christine Williams responded there is a written description on the website. Electronic format has changed over time. Wants records to be available in 50 years and would like them in paper at Cornell.

Steven Gragg noted LEF grants and the chapter services grants should include descriptions of grants that were funded and what was not funded. We need illustrations of what should be there and what should not.

8. Strategic Plan Report

Ian Lord said he had a number of solicitations for input on the Draft Strategic Plan. Notice was circulated three times with hotlinks. We did policy updates, revised the implementation section and updated policy references. We had a significant number of accomplishments over the last six years since the last Strategic Plan. Plan to have more discussion in Philadelphia. Planning a special invitation with a four-hour timeframe with food and drink. It will be led by the Strategic Planning Committee. There will be a further redraft and approval at the fall LEW.

Sheila Hamilton will send out the call-in information for the session.

Steven Gragg said this is the roadmap for the future. We want people to participate in the Strategic Planning session.

Ian Lord noted an additional re-write will come out after Philadelphia. Plan to give a sixty-day notice before Vancouver.

Tim Youmans stated we need to get the redraft done as soon as possible and get to Chapter President's. This may head off a bunch of comments this way.

Adjourn at 11:18 AM PST



MINUTES

Meeting of the Executive Committee: March 28, 2017 9:00am PST

Members - * voting members

Steven Gragg*	International President	Orange County	P	Ian James Lord, Esq.	Chair, Council of Presidents	Simcoe	P
Robert McBride*	First Vice President	Simcoe	P				
Sheila Harris*	Treasurer	Phoenix	P	Suzanne Varco	Assistant Treasurer	San Diego	A
Cheryl Soon*	Secretary	Aloha	P	Millard Lee	Assistant Secretary	Los Angeles	A
Alan Nevin*	Scribe/Editor	San Diego	P	Vicki Estrada	Assistant Scribe	San Diego	P
Christine Williams*	Historian	Ely	P	Scott Burns	Assistant Historian	Simcoe	A
Aurelio Ramirez-Zarzosa*	Europe RVP	Madrid	P	Hania Maraqa	Europe AVP	UAE	A
Gary Leach*	East RVP	Boston	A	Joan Herron	East AVP	Atlanta	A
Jordan Peters*	Central RVP	Ely	A	Ann King	Central AVP	Memphis	P
James Musbach*	West RVP	Golden Gate	P	Gregg Robinson	West AVP	Zia	P
Ann Bouslog*	Asia/Pacific RVP	Aloha	P	Anil Hatkar	Asia/Pacific AVP	AUM	A
Tim Youmans*	Past President	Sacramento	P	Cassandra Francis	PR Char	Ely	P
				James Fawcett	Awards Chair	Los Angeles	A
				Sheila Hamilton	Executive Director	LAI	P
				Robert Maguire	President	London Chapter	P
				Phil Adams	PSA	Ely	P
				Shelley Lloyd	Staff	LAI	P

P= Present, A=Absent

Steven R. Gragg called the meeting to order at 9:00 am Pacific Standard Time, identifying a quorum.

C. Matters Arising:

1. Public Relations Committee Recommendations

Phil Adams noted preparation of a Best Practice Checklist is in process. The Global PR Committee wants to provide assistance to chapters with how to do things quickly, easily, and cost effectively. The Committee plan to present it in Philadelphia. Want to encourage chapters to advance and extend their communication process. They propose two annual awards for having robust communications: One for a large chapter and the other for a small chapter. The Committee is looking at LAI branded merchandise. With this we could have standardized gifts for speakers, such as golf shirts, golf balls, hats, scarfs, or a neck tie.

Cassandra Francis plans to bring up the LAI merchandise at the LEW. While continuing to work on the checklist they are mindful that the Strategic Plan is in progress. She could submit a draft checklist before the Philadelphia meeting.

Jim Musbach stated he would like the Communication Chair to be tasked with proactive internal communications. He would like the Chapter Communication Chairs to communicate with each other to share knowledge.

Steven Gragg asked if anyone heard about the Phoenix Chapter requesting a grant for a PR campaign? Neither Cassandra Francis nor Phil Adams had heard.

Gregg Robinson said in a conversation he had with Chaz Smith about this that he suggested Chaz put together a draft for the grant.

2. Land Economic Weekends (LEWs)

b. Vancouver LEW Budget & Program

(EC-3) to recommend approval of the Vancouver LEW Budget and Program made by Alan Nevin. Second by Robert McBride. Motion carried unanimously.

Discussion:

Sheila Hamilton encouraged everyone to book their room for the host hotel in Vancouver. She is planning a site visit in Vancouver April 10 and 11. The final Awards Dinner will be at the Vancouver Aquarium. They have a very robust committee. Steven Gragg had a discussion with Gordon Harris about the Vancouver program. Sounds like it will be an excellent program.

c. Baltimore LEW Budget & Program

Sheila Hamilton received a memo from Suzanna Bergman. The Host Hotel is Hotel Pier 5. We will take over the entire hotel. They would like the dinner to be held on Friday instead of Saturday. Saturday night they will do a boat tour around the harbor, if they get a sponsor for that. Otherwise they won't have the budget. At the LEW in Santa Fe the dinner was moved to Friday. Concerned we may lose people Saturday afternoon if the dinner is on Friday.

Robert Mc Bride expressed his concern that we don't want to fizzle out on Saturday.

Cassandra Francis stated as long as we do something else on Saturday maybe that's a way to do it. Don't want to lose steam on Saturday.

Sheila Harris is in agreement with Cassandra. Don't want to lose people Saturday.

Steven Gragg didn't remember the Santa Fe LEW where the dinner was moved to Friday.

Gregg Robinson reported we actually did have the banquet on Friday night in Santa Fe. On Saturday, we did a tour around Albuquerque. There was no closing. Felt like it was unfinished.

Steven Gragg noted we need flexibility to have the Friday dinner, but also have a closing on Saturday. Let's just provide the advice to the Executive Committee and see what they come up with.

a. Philadelphia LEW

Sheila Hamilton reported there are 49 people registered. Expecting about 80 people. An optional museum tour is planned for Sunday. No awards will be presented. No Skyline Award as neither recipient will be in attendance. We have several fall awards but no spring awards.

E. Treasurer's Report

1. 2016 Financial Report (EC-1) To recommend approval of the Treasurer's report made by Sheila Harris. Second by Christine Williams. Motion carried unanimously.

Discussion:

Sheila Harris reported we are within 3% of the projected budget. Membership has remained stable with 2,039 this year and 2,047 the previous year. Prior to that we had 2434 members. There has been some challenge with the dues increase.

3. Travel Policy (EC-8) to recommend approval of the Officer Travel Policy with the exception that this does not apply to Board of Governors meetings or Executive Committees meetings made by Tim Youmans. Second by Sheila Harris. Motion carried unanimously.

Discussion:

Sheila Harris reported the Travel Policy is for travel as part of duties as an officer, president, vice president, regional vice president's and assistants. It is proposed that there be a three-person committee composed of the International Vice President, International Treasurer and Sheila Hamilton to get pre-approval. Plan to use the same form for reimbursement. The committee needs the actual receipt from hotel, restaurant, rental car, etc. In advance of the trip, need to submit the general cost estimates, and purpose of the trip. Would like to have information submitted 30 days before they plan to travel. Trying to keep an eye on travel expenses.

Steven Gragg thinks the Travel Policy is a reasonable approach and a workable solution. Sheila Harris will clarify the Policy for Board of Governors meetings. Ian Lord wanted it noted the Travel policy is not for the Board of Governors meetings.

F. Secretary's Report & Bylaws Committee

1. Bylaws Changes

a. International Officers

(EC-9) to recommend approval of the changes to the International Officers Bylaws made by Cheryl Soon, Second by Robert McBride. Motion carried unanimously.

Discussion:

Cheryl Soon reported the proposed changes to the International Officer's Bylaws. Article VII, Section 2, delete the word "First", in the second line. Article VIII, Section 6, delete the word "First" where it appears in the title, first and third line of text. Article VIII, Section 7 is deleted in its entirety and replaced with Regional Vice Presidents and Assistant Regional Vice Presidents. There shall be Regional Vice Presidents: Regional Vice President, Eastern North America, Regional Vice President, Central North America, Regional Vice President, Western North America, Regional Vice President, Asia/Pacific, Regional Vice President, Europe. Article XI, Section 1 and Section 10 is amended to delete the descriptor "1st" where it appears in the second lines thereof. Article XI, Section 13 is amended to delete the word "First" in the second line.

Tim Youmans questioned why UAE was classified as Europe. Just want to be more descriptive.

Robert McBride said EMEA might be a better way to classify. Europe, Middle East and Asia might be one way to handle it. Cheryl Soon said someone would have to make a motion to change the classification for the Emirates Chapter.

b. International Elections

(EC-10) to recommend approval of the changes to the International Elections Bylaws made by Cheryl Soon. Second by Tim Youmans. Motion carried unanimously.

Discussion:

Cheryl Soon reported the proposed changes to International Elections Bylaws. Article VIII, Section 14, each elected officer may serve a maximum of ten years provided that the International President may serve an additional two years as the International Past President and provided also that time served as an Assistant Officer shall not apply to the then year maximum.

c. International Committees and d. Removal of the International Meeting Committee

(EC-11/E12) to recommend approval of the changes to the International Committees Bylaws and the removal of the International Meetings Committee made by Cheryl Soon. Second by Christine Williams. Motion carried unanimously.

Discussion:

Cheryl Soon reported the proposed changes to the Executive Committee Bylaws, Participation by Chairs - Article XI, Section 1 is amended by adding after the first paragraph, the following clause: "Despite the composition of the Executive Committees as provided for in this section, the Chair of a Standing or special Committee that is not on the Executive Committee, or his or her designate, may attend and enjoy the rights and privileges of a member of the Executive Committee and vote on any matter, report or thing that is properly before the Executive Committee provided that the subject matter thereof arises from or is directly related to the work of his or her Standing or special Committee."

Cheryl Soon reported the proposed changes to Removal of International Meetings Committee. Article XI, Section 2, deleting International Meetings Committee.

Article XI, Section 6, deleting the section in its entirety and renumbering the subsequent sections.

Adding Assistant RVP's to the New Chapter Development Committee. Article XI, Section 9, adding in the second line after the word Chair", the following: ", the Assistant Regional Vice Presidents for their respective regions";

Nominating Committee to include Nomination of Committee Chairs. Article XI, Section 10, adding in the fifth line after the word "office", the following: "and with the advice and consent of the President and the current Vice President, for the Chair of any Standing or special Committee:'

e. International Dues and Initiation Fees

(EC-13) to recommend approval of the changes to the International Dues bylaws made by Cheryl Soon. Second by Robert McBride. Motion carried unanimously.

Discussion:

Cheryl Soon reported the changes to the International Due and Initiation Fees Bylaws. Article XII, Section 1, adding after the first paragraph, the following clause: "Despite the foregoing, the Executive Director shall at each two year interval from and after January 1, 2018, unless directed otherwise by resolution of the Board of Governors, increase the amount of annual dues for that the succeeding calendar year for each of the classifications of membership set forth in Article V, Section 3 by the amount of the increase in the United States of America Consumer Price Index (CPI – U, all urban consumer group index) in the previous two year interval, such dues increase to be set at the nearest dollar."

The Executive Director would adjust to the nearest dollar every two years.

Article XII, Section 2, adding after the first paragraph the following clause: "Despite the foregoing, the Executive Director shall at each two year interval from and after January 1, 2018, unless directed otherwise by resolution of the Board of Governors, increase the amount of the International Initiation Fee for that and the succeeding calendar year for each new member of Lambda Alpha International by the amount of the increase in the United States of America Consumer Price Index – U (CPI – U, all urban consumer group index) in the previous two year interval, such fee increase to be set at the nearest dollar."

Steven Gragg stated it's a reasonable cost of living increase and the best solution at the end of the day. Tim Youmans stated Spring is usually the time we increase. Cheryl Soon said according to this, dues would increase in January. Steven Gragg said the dues increase would be on the agenda. Sheila Harris said we need to notify the Chapters of the increase in dues. Ian Lord stated there will be an automatic increase every two years and he doesn't think we can calculate the amount. Sheila Hamilton said invoices usually go out in October. Sheila Harris noted we need to put together the budget in July/August and the Budget and Strategic Plan need to go hand in hand. Tim Youmans noted there's a year lag and we should announce in the spring. Sheila Harris asked do we want a CPI increase every two years? Tim Youmans is not recommending a dues increase in 2018. Steven Gragg stated we need the calculation and announce in

Philadelphia. Steven Gragg asked Sheila Harris, Sheila Hamilton and Tim to make the calculation to make the announcement in Philadelphia. Cheryl noted there is a discrepancy in how the vote was taken and asked is that going to be a problem. Sheila Hamilton responded that she recorded it as EC 11 & 12.

f. Parallel Revisions

(EC-14) to recommend approval of Parallel Revisions (Chapter Bylaw) made by Cheryl Soon. Second by Christine Williams. Motion carried unanimously.

Discussion:

Cheryl Soon stated the parallel revisions in chapter bylaws need to conform to what would become the new international bylaws be made through this amendment.

Cheryl Soon thanked Ian Lord, Christine Williams, Robert McBride, Sheila Harris, Millard Lee, and Steven Gragg for all their help on the Bylaws.

H. Vice President Report & Chapter Services Committee

2. CSC Summary Report

a. AUM Chapter Grant Application

(EC-15) for approval in principal for \$10,000 grant application subject to receipt of documentation made by Robert McBride. Second by Sheila Harris. Motion carried unanimously.

Discussion:

Robert McBride discussed the application for Chapter Service Grant relating to the conference in Mumbai to cover the costs of promotional materials, advertising, and staffing at the event. The event was well attended and stimulating. The amount proposed is \$10,000. The application didn't provide a budget or documentation of expenses for the event.

Steven Gragg had some concerns about the event because of the short notice of the planning. We've asked for receipts. The conference was held in a large ballroom. The quality of the event was excellent. Raising awareness of LAI in India will probably result in an increase in membership. He has no doubt their expenses were more than \$10,000.

Sheila Harris believes we have adequate funds to cover the \$10,000, but we would need to have receipts. Ann King said they have promised accounting within a month. Steven Gragg asked do we want to approve or wait for the receipts to come in? Sheila Hamilton reported we have budgeted \$25,000 for chapter assistance grants this year. Sheila Harris reported there is money in the budget.

- 3. RVP Report Europe**
- 4. RVP Report East**
- 5. RVP Report Central**
- 6. RVP Report West**
- 7. RVP Report Asia/Pacific**

Discussion:

Robert McBride received reports from all five RVP's. He encouraged everyone to read other regional reports. All the Chapters are doing quite well. Tim Youmans noted the Chicago Chapter report has a Strategic Plan and we need to share that information. Jim McBride will distribute all the RVP reports to the group.

3. RVP Report Europe

Motion to get approval on the budget to go to Expo Real Conference Munich in October by Aurelio Ramirez-Zarzosa. Second by Robert McBride. Motion carried unanimously.

Discussion:

Aurelio Ramirez-Zarzosa reported on the Expo Real Munich Conference in October. We can get leads to create new Chapters in Europe and new members for existing chapters. They are expecting about 40,000 attendees at the real estate conference.

Aurelio Ramirez-Zarzosa went over the proposed budget for the event. The budget is in Euros. Perspective Cities for a new Chapter are: Paris, Moscow, Berlin, Amsterdam, Stockholm, Milan, Cologne/Bonn, Frankfurt, and Katowice.

Tim Youmans abstained from voting. Christine Williams abstained from voting. Sheila Harris asked for a trimmed down budget from Aurelio. Sheila Hamilton stated we have \$10,000 in the budget. Cassandra Francis wants to endorse the concept of the Conference in Munich in October. Steven Gragg noted we need more Chapters in Europe. There will be further discussion at the Board of Governor's Meeting.

K. Motion to Ratify actions and activities of Executive Committee and Board of Governors from September 22, 2016 to date made by Cheryl Soon, Second by Christine Williams. Motion carried unanimously.

C. Matters Arising

4. Management Contract Renewal moved by Christine Williams. Seconded by Aurelio Ramirez-Zarzosa. The motion passed unanimously with many compliments made about Sheila Hamilton and her staff at Getting Things Done.



MINUTES

Meeting of the Board of Governors: April 27, 2017

Members - * voting members

Steven R. Gragg*	International President	Orange County	P	Ian James Lord, Esq.	Chair, Council of Presidents Chair, Strategic Plan Committee Chair, International Meetings Committee	Simcoe	P
Robert McBride*	First Vice President	Simcoe	P	Suzanne Varco	Assistant Treasurer	San Diego	A
Sheila Harris*	Treasurer	Phoenix	P	Millard Lee	Assistant Secretary	Los Angeles	P
Cheryl Soon*	Secretary	Aloha	P	Vicki Estrada	Assistant Scribe	San Diego	P
Alan Nevin*	Scribe/Editor	San Diego	P	Scott Burns	Assistant Historian	Simcoe	P
Christine Williams*	Historian	Ely	P	Hania Maraqa	Europe AVP	UAE	A
Aurelio Ramirez-Zarzosa*	Europe RVP	Madrid	P	Joan Herron	East AVP	Atlanta	T
Gary Leach*	East RVP	Boston	P	Ann King	Central AVP	Memphis	P
Jordan Peters*	Central RVP	Ely	A	Gregg Robinson	West AVP	Zia	P
James Musbach*	West RVP	Golden Gate	P	Anil Hatkar	Asia/Pacific AVP	AUM	A
Ann Bouslog*	Asia/Pacific RVP	Aloha	A	Ron Buss	LEF President	Los Angeles	P
Tim Youmans*	Past President	Sacramento	P	Rachel Edds	LEF Treasurer	Baltimore	P
Jan Yakota*	Chapter President	Aloha	A	Russell Matthew	LEF Secretary	Simcoe	P
Russ Posey*	Chapter President	Atlanta	A	Tim Youmans	LEF Board Member	Sacramento	P
Anilkumar Hatkar*	Chapter President	AUM	A	Jon Devries	LEF Vice President	Ely	P
Rachel Edds	Chapter Proxy	Baltimore	P	James Fawcett	Awards Committee Chair Past President	Los Angeles	A
Gary Leach*	Chapter Proxy	Boston	P	Les Pollock	Global Chapter Chair	Ely	P
Mary Bak*	Chapter President	Ely	T	Rob Gamrath	Member/Guest	Ely	P
Erwin Andres*	Chapter President	George Washington	A	Phil Adams	PR Committee	Ely	P
Andrew Wolfram*	Chapter Vice President	Golden Gate	P	Sheila Hamilton	Executive Director	LAI	P
				Cassandra Francis	PR Chair	Ely	P
Millard Lee*	Chapter President	Los Angeles	P	Mel Freeman	Pres Elect	Baltimore	P
Aurelio Ramirez*	Chapter Proxy	Madrid	P	George Hinds	Member	Ely	P
Ann King*	Chapter Proxy	Memphis	P				
Cecile Bedor*	Chapter President	Minnesota	A				
Jeff Beal*	Chapter President	New York	P				
Stevan Gromet*	Chapter President	Orange County	P				
Miguel Trembley*	Chapter President	Ottawa	A				
Bruce May*	Chapter Proxy	Phoenix	P				
Anthony Forte*	Chapter President	Philadelphia	P				
Vicki Estrada*	Chapter Proxy	San Diego	p				
Bronwyn Krog*	Chapter President	Simcoe	A				
Rudayna Abdo*	Chapter President	UAE	A				
Richard Cook*	Chapter President	Vancouver	P				
John Mahoney*	Chapter Proxy	Zia	A				

P= Present, A=Absent, T=Telephone

Introduction = introduction of the item before a motion.

Discussion = discussion that occurs after a motion has been made & seconded.

Welcome

President Steven R. Gragg called the meeting to order at 8:40am, identifying a quorum. He welcomed everyone to Philadelphia and asked those present to introduce themselves.

A. President's Report

Introduction: Steven R. Gragg provided an overview of the agenda and board book.

G - Motion No. 1 to approve the recommendations of the Executive Committee in respect to Executive Committee Consent Agenda Consent Items C-1 and C-2.

Motion made by Andrew Fogg. Second by Andrew Wolfram. Motion carried unanimously.

Discussion: Sheila Harris reviewed the report and noted the membership numbers.

C. Matters Arising

1. Public Relations Committee

a) Public Relations Strategy and 2017 Recommendations.

Introduction: Cassandra Francis thanked everyone who was involved in the committee. The committee had bi-monthly meetings. The committee is really trying to broaden the larger communications involving the Chapters. The most important thing on the communications level is appointing a chapter board member to serve in this capacity.

G– Motion No. 2 to receive and adopt recommendations of the Executive Committee and the recommendations in the Report of the Public Relations Committee.

G- Motion No. 2A to make publicly available on lai.org information typically contained in Keynotes or similar content.

Motion made by Andrew Fogg. Second by Christine Williams. Motion carried unanimously.

Discussion: Phil Adams reported the primary project they have been working on is best practices for chapter communications. He presented slides and a check-list for LAI Chapters. He requested that any comments be sent to him, Cassandra Francis or Sheila Hamilton. The advantages of inviting non-members to view posts is sharing knowledge, best practice, demonstrating senior membership quality, and recruitment. Non-members would not have access to the rest of the website.

Andrew Fogg feels LAI is the best kept secret. He was brought in by his partner, and finds those in the community have incredible respect. The more we can share information with the public, it can only help increase presence in our markets. Making Keynotes open to the public is a no brainer. Jim Musbach agrees it should be open as well as most of the website. Scott Burns would also like to open it up. Jeff Beal concurs. He believes it would be a valuable PR tool and recruiting tool. Sheila Hamilton commented on what is available to the public and what is not. Les Pollock asked about recruiting materials. Tony Forte asked about the brochure and template. Phil Adams said we will remind all of the Chapters what is available for recruiting.

Cheryl Soon asked for clarification of the motion made as it sounds broader than just Keynotes. Cassandra responded, the typical type of information we see in Keynotes, anything that would be a typical keynotes aspect. Phil Adams noted Keynotes has fascinating materials from all around the world.

A second new initiative of the Public Relations Committee is a proposed new annual award to Chapters with "Best Practices." Cassandra Francis asked to try to get your chapters involved. Jim Musbach thinks it is a fantastic idea and would like to see the chapters more involved with each other. It would be nice if chapters would share their special events with other chapters. Another initiative focuses on stocking the LAI store with new items. Steven Gragg asked the chapters to appoint a PR person and get them on the public relations calls.

2. Land Economic Weekends (LEW's)

b. Vancouver LEW Budget and Program (Fall 2017) scheduled for September 14-16 at the Four Seasons Hotel.

G - Motion No. 3 To receive and accept the recommendations of the Executive Committee for Vancouver LEW Budget and Program.

Motion by Scott Burns, Second Millard Lee. Motion carried (amendment to changing the dates)

c. Baltimore LEW (Spring 2018) Schedules for April 26-28, 2018.

G – Motion No. 4 To receive and accept the recommendations of the Executive Committee for Baltimore LEW Budget and Program.

Motion by Susannah Bergmann, Second by Gary Leach. Motion carried unanimously.

d. Orange County LEW (Fall 2018) Scheduled for October 17-21.

Discussion: Steve Gromet reported they are well into the planning stages for the upcoming LEW. A lot of different venues are in planning stages including infill projects, industrial buildings and Mission Viejo Ranch. Fashion Island hotel in the heart of Orange County will be the HQ site. Closing dinner may be on boat in Newport harbor. Looking forward to having interesting speakers. Global head of development for Disney will do a presentation and hoping for a backlot tour. Working on getting a special package from Disney as well.

e. Identification of Future LEW Sites

Discussion: Tim Youmans said Sacramento would like to do a LEW in Fall of 2019 or 2020. Kevin Johnson is Mayor and they have located a site in downtown. There are new developments downtown.

Rob Gamrath Ely Chapter would like to do a Chicago LEW in the Spring of 2020. This will be the 90th anniversary of LAI and Ely is the founding Chapter.

Andrew Fogg noted the last time we had a LEW in Los Angeles was 2007. You would not recognize downtown LA. It has been a remarkable case study of a city that vacated its central core and is now coming back into the city. They are sensitive to the Orange County being in 2018 but these are completely two different worlds.

Steven Gragg said they are exploring LEWS in locations where we are trying to establish chapters. Austin may be potential, also New York, London. It could help recruit new members as well.

Robert Maguire said presuming we can build a chapter over the next 2 years London would like to be considered for 2019 or 2020. There have been drastic changes since 2003 when the LEW was last in London.

Les Pollock extended greetings from Anil Hatkar of AUM Chapter. The chapter would love to have the opportunity to host a LEW. Coach airfare is the same as to London.

Steven Gragg reported we will take no action today but we will discuss further in Vancouver. Put your proposals in writing and suggest which year and season you want to be considered for.

3. Approval of At-Large Members

There were no at-large members to consider.

4. Approval of Management Contract Renewal
Moved by Robert McBride, seconded by Sheila Harris. Motion carried unanimously.

D. Executive Directors Report

Sheila Hamilton reported that an error had been discovered in Chapter reimbursement. This was immediately corrected and checks end to the Chapters affected.

E. Treasurer's Report & Finance Committee

1. **Sheila Harris presented the Financial Report.**
2. **Motion to accept the reconciliation of the Toronto LEW.**
Sheila Harris moved and Andrew Fogg seconded. Motion passed.

3. Travel Policy

G – Motion No. 8 to receive and adopt the recommendation of the Executive Committee to approve the Travel Policy for Executive Committee travel.

Motion by Aurelio Ramirez-Zarzosa. Second by Jim Musbach. Motion carried.

Discussion: Sheila discussed the dues payment issue. Sheila Harris reported this is not the travel policy for the business meetings. This is for the Executive Committee traveling to the chapters or other places on behalf of LAI. This is a policy to put into writing so there are no surprises in the budget and nobody ends up not getting reimbursed. There is a 30-day prior notice stipulation. Jim Musbach asked who do we notify? Sheila Harris said send it to LAI staff.

F. Secretary's Report & Bylaws Committee

1. Bylaws Changes

a. International Officers

G – Motion No. 9 to receive and accept the recommendation of the Executive Committee to approve amending the International Officers Section of the Bylaws.

Motion by Chery Soon, Second by Robert McBride. Motion carried unanimously.

Discussion: Aurelio Ramirez-Zarzosa reported Europe is now part of middle east, Abu Dhabi has a strong connection. Les Pollock reported there are two chapters in Asia: Mumbai and Tokyo. Emirates is 2 hours between Mumbai and Emirates. Steven Gragg said there could be a region EM/EA region put into a new region as we grow. The UAE chapter specifically requested to be part of the Europe region because that's where they identify and do business. We will take this under advisement as we develop. Cheryl Soon reported the assignment of the chapters to a specific region is at the discretion of the president, and is not in the bylaws.

b. International Elections

G – Motion No. 10 to receive and accept the recommendation of the Executive Committee to approve amending the International Elections Section of the Bylaws.

Motion to approve by Chery Soon. Second by Scott Burns. Motion carried unanimously.

Discussion: Andrew Fogg asked what is the current rule, and why the change? Cheryl Soon responded to clarify that the assistant position is not included. Tim Youmans noted Bylaws were changed a few years ago to include term limits.

c. International Committees

G – Motion No. 11 to receive and accept the recommendation of the Executive Committee to approve amending the International Committees Section of the Bylaws.

Motion to approve by Cheryl Soon. Second by Robert McBride. One opposed. Motion carried.

Discussion: Andrew Fogg asked why limit participation to the subject matter of that committee? If they're participating in that capacity why not let them vote on other items? Bringing people in for certain matters than others. Cheryl Soon responded that would require this body to vote down this motion and entertain a new one.

Ian Lord reported The LAI bylaws established 12 named positions. There has been a conscious effort that the Executive Council not grow and become unmanageable. The bylaws establish that many committees have dual roles. The matter gets complicated already many of the existing standing chairs are on the Executive Committee and only get one vote. We approached it this way, to keep the number 12 relatively intact, considering many of those twelve are already chairs, we have to have the instance for those who are not on Executive Committee to have language to distinguish their role. Some respect for the history of the Executive Committee of 12 and ensure that there would be a limitation on the ability to bring forward voting from committee chairs are limited.

Robert McBride made observations on how things operate. Stating Committee chairs spend a lot of time and energy and we want to encourage that. There is a lot of stuff that comes before the Executive Committee to impose on all members of all committees to be a part of the Executive Committee, we should can and should avoid. Scott Burns agrees with what Robert said. If you want to be a chair of a certain committee then you can participate on just that.

Andrew Fogg is struggling with the change. He doesn't see this provision for giving standing for the board meeting that we held earlier. He doesn't feel it addresses the issue. He wouldn't extend the vote and doesn't think he should change the composition on an ad-hoc basis. He doesn't think it makes sense to have voting be fluid and uncertain. He thinks it is a mistake on how to organize.

d. Removal of the International Meetings Committee

G – Motion No. 12 to receive and accept the recommendation of the Executive Committee to approve removing the International Meetings Committee Section of the Bylaws and to add Assistant Vice Presidents to the New Chapter Nominating Committee.

Motion to approve by Cheryl Soon. Second by Scott Burns. Motion carried unanimously.

Ian Lord reported the International Meetings Committee character changed when LEW's started and its role changed. It may need IC in the future based on strategic planning. Cheryl Soon said there may be a number of additional bylaw changes after the strategic planning.

e. International Dues

G – Motion No. 13 to receive and accept the recommendation of the Executive Committee to approve amending the International Dues Section of the Bylaws by making automatic adjustments every two years tied to CPI.

Motion made by Cheryl Soon. Second by Gary Leach. Motion failed 14-9.

Discussion: Robert Maguire asked why not adjust it country by country so the dues would go up by the local CPI. Cheryl Soon responded we are trying to keep the international portion of dues constant and equivalent for the organization. Each Chapter can adjust their portion. This amendment only pertains to the international dues component. Jeff Beal said it's a bad idea. All budgeting and dues should be based on zero based budget. You remove the budgetary discipline. If you are concerned about dues shock, then reevaluate your dues on a continued basis. Sheila Harris reported it does affect our budget. We had a \$50 dues increase, and we lost several hundred members. The discussion continued as to how can we figure out a way that we can have a dues increase that is relatively nominal but doesn't cause sticker shock. Our expenses increase each year and we need to find a way to keep up with those increases. Steven Gragg noted it took 16 years to do a dues increase of \$50. That is not sustainable or desirable. We need to deal with it. Andrew Fogg noted the language is that the Board of Governors shall every 2 years approve the dues and adjust it appropriately. Requiring the BOD agreement takes away the automatic nature of it. It would be less automatic if you include the board review. Steven Gragg reported the Board of Governors spent many hours discussing this issue. The BOG can do it anytime now.

Andrew Wolfram asked what are we paying for with these dues and if members and Chapters knew there were auto increases they would not be happy with it. Susannah Bergmann agrees that dues should be increased incrementally over time. She feels the automatic doesn't work for many of the board members. Rather than the resulting odd numbers for dues, it is better done in chunks of \$5, \$10 and \$20.

Ian Lord reported dues increase procedures was a matter of much discussion over the years. The LAI bylaw requires this board to set the dues annually. In order to provide more services, we had to raise the dues. This amendment is a suggestion to use it as a business management tool to set dues. The trend is to set mandatory increased dues in a responsible businesslike manner. It is a business decision but it is hard for chapter presidents. What we are suggesting is roughly \$2/year. The discretion is set in the bylaw. With this add on then every 2 years the ED is to bring forward the CPI to the BOG.

John Beal understands everything that has been said. It becomes an irritant and people understand, don't want to do that for every year. Cheryl Soon noted it is every 2 years. Jim Musbach noted their dues are very low, and at some point, there will be disparity between the amounts. There is a responsibility to communicate back to the chapters what is happening at the LAI executive level. The PR chairs will help with that. Steven Gragg noted we are only talking about International dues.

G – Alternate Motion No. 13 to change bylaws International Dues Section to state that every 2 years the Executive Director will bring to the board, as a proposal to increase the dues to the annual CPI, rounded up to the nearest dollar.

Motion made by Andrew Fogg. Second by Scott Burns. Motion carried unanimously.

Discussion: Cheryl Soon noted verbiage applies to both the dues and new member initiation fees. Scott Burns said that he would change his vote from the previous motion because this one is not automatic. Robert McBride noted the two-year period coincides with the Executive Committee terms of office. Tony Forte said he would like to see the officers thinking more in line with the Chapter presidents.

The LAI Board of Governors Meeting adjourned at 11:27am to reconvene at 1:00pm.

The LAI Board of Governors Meeting was called back to order at 1:00pm.

f. Parallel Revisions (Chapter Bylaw)

G – Motion No. 14 to receive and adopt recommendations of the Executive committee and the recommendations to amend the Parallel Revisions Section of the Bylaws.

Motion by Cheryl Soon, Second by Andrew Wolfram. Motion carried unanimously.

Discussion: Cheryl Soon thanked the Bylaws Committee; Ian Lord, Christine Williams, Sheila Harris, and the Governance Committee Tim Youmans, Robert McBride and Steven Gragg for all their work on amending the bylaws.

e. International Dues

G- Motion No. 13A to increase the LAI membership dues to \$155.00 starting in 2018.

Motion by Sheila Harris. Second by Andrew Fogg. Motion carried unanimously.

Discussion: Sheila Harris reported if we do not make any recommendations for dues increases today, there would be no increase until 2019. Jeff Beal asked what will that translate to in revenue. Sheila Harris responded roughly \$11,000 per year which is the CPI increase. Tim Youmans said if we approve the dues increase today, it is available for the strategic plan which we are taking up later today. Cecile Bedor from Minnesota joined via telephone. She asked how do we articulate the value since the last dues increase? She felt real clear we need the dues increase. Steven Gragg responded the last dues increase was in 2014 which was a \$50 increase. Cecile Bedor said small incremental is more palatable than a larger one. Steven Gragg reported the ability to recommend CPI increases every two years to then be ratified by the Board.

H. First Vice President Report & Chapter Services Committee

2. CSC Summary Report

Discussion: Robert McBride encouraged chapter presidents to participate in the roundtables and the minutes are available in the board book.

a. AUM Chapter Grant Application to help defray costs of the conference.

Discussion: Robert McBride reported Chapter Support Grants are available up to \$2500 to support various types of projects. To find out more, go to the website. There are chapters using it to support the implementation of chapter websites. The executive committee approved the \$10k for AUM upon receipt of the back-up documentation.

1. RVP Reports

G – Motion No. 15for an LAI representative to attend ExpoReal in Munich Germany and approve \$6,300 Euros or \$6800 USD from the budget.

Motion by Aurelio Ramirez-Zarzosa, Second by Jeff Beal. Motion carried unanimously.

Discussion: Aurelio Ramirez-Zarzosa gave an Expo Real presentation to identify potential new members for the London, Madrid & UAE Chapters. To start prospecting for new Chapters in the other prominent European and Middle East business centers. Robert Maguire asked where do you want to focus your attention in terms of what cities. Berlin and Amsterdam may be a good focus based on speaking English. Let's identify cities where there is an understanding of language. Paris is another example. The location in Munich is the place to go because it does attract the right type of professional. Aurelio Ramirez-Zarzosa reported it might be the opportunity comes from the people you meet. Andrew Fogg said from a diligent standpoint, look to see who is going from the offices in those cities. Aurelio Ramirez-Zarzosa reported we have Madrid Chapters who attend regularly and we can get them to do a check.

Robert Maguire stated if you pay for admission into the event, it gives you access to a lot more. Cassandra Francis noted the list of cities a few of them are secondary cities. Need to find and identify the right person to meet at the ExpoReal.

Les Pollock noted it's a great idea to trying to move forward, supported the notion of focusing on cities that have a good English-speaking structure and making contacts before you get there. He is working with a member from Ely who has substantial contacts from Israel and looking to set up a chapter. He doesn't know what their connection is with ExpoReal.

Sheila Harris reported there is \$25k in the budget for chapter development. There have been no funds spent to date this calendar year. There will be some funds for the Austin startup.

I. Other Standing Committee Reports

1. Archives

Christine Williams reported on Archives. There is no clear policy about what the Chapters are to do with their archives, so the Archives Committee will be writing a policy. The items at Cornell are not all digitized. Millard Lee asked could the LAI website have a folder for each Chapter? Susannah Bergmann reported they use Dropbox but would like to see it go to LAI website somehow.

2. Awards

Gary Leach reported the Skyline Award will be given out at the closing dinner in Vancouver.

4. New Chapter Development

Steven Gragg reported on new Chapter Development. A possible Austin Chapter is holding a meeting May 25th. Randy Williams and Jim Nias have put together the program. A request was sent out to the members to send Austin contacts to LAI. Hoping to get to ten Austin members and to charter them in Vancouver. Hermosillo Mexico is having a meeting May 25th. Les Pollock reported there was a Mexico City chapter that didn't survive, and said to look into the archives. Les Pollock reported on Telaviv. Jonathon Harper was hoping to organize a meeting sometime in fall and will brief us if anything comes along.

Steven Gragg reported Assistant RVPs are now members of the New Chapter Development Committee. It is now your job to start thinking about your regions and where we are going next.

5. Publications

Scribe Alan Nevin reported on the success of Keynotes redesign and the number of articles coming in. The quality of the articles we are getting are really very high. About half of the chapters have submitted articles. It is a live newsletter, not a quarterly newsletter.

7. Global Chapter

Les Pollack reported they have had two webinars.

J. Added Business

1. LAISA Executive Council

G – Motion No. 17 to approve the LAISA Executive Council members Celeste Hammond, Mark Sunderman, Laura Taylor, David Amborski, Ian Turner, Larry Lund, and David Glancey.

Motion by Christin Williams, Second by Aurelio Ramirez-Zarzosa. Motion carried unanimously.

K. Motion to Ratify

G – Motion No. 16 to receive, accept and approved the motion of the Executive Committee to and including the actions of the Board of Governors to the date hereof.

President Gragg adjourned the meeting at 2:47pm.

Matters Arising

Public Relations Committee Recommendations

Land Economic Weekends

Land Economics Weekend - BALTIMORE, MD - APRIL 26-28, 2018

Approved 8/11/2017 LAI Baltimore Board

80 Count**Event Costs****Comments****Thursday, 26 April 2018**

President's Reception	\$	650
Food & Beverages	\$	8,000
AV Equipment	\$	800
Total President's Reception	\$	9,450
TOTAL THURSDAY	\$	9,450

Friday, 27 April 2018

Breakfast Buffet:	\$	2,848
AV Equipment	\$	540
Speaker fee	\$	100
Total Breakfast	\$	3,488
Lunch Cruise		
Cruise	\$	4,000
Lunch & Beverages	\$	1,711
AV Equipment	\$	1,600
Table Linen	\$	500
Total Lunch Cruise	\$	7,811
Bus Tours: (half day scenario)		
Bus Rental	\$	1,500
Headsets	\$	400
Tour guides	\$	-
Tips	\$	100
Snacks/beverages	\$	250
Total Bus Tours	\$	2,250
Dine Around/Cocktail Party	\$	-
Hostess Gifts	\$	-
Total Dine Around/Cocktails	\$	-
TOTAL FRIDAY	\$	13,550

Saturday, 28 April 2018

Breakfast Buffet	\$	2,690
AV Equipment	\$	-
Total Breakfast	\$	2,690
Bus Tours: (full day scenario)		
Bus Rental	\$	3,000
Headsets	\$	400
Tour guides	\$	-
Tips	\$	200
Snacks/beverages	\$	250
Total Bus Tours	\$	3,850
Awards Dinner:		
Room Rental/Food	\$	3,800
Food & Beverages	\$	12,000
AV Equipment	\$	1,000
Total Awards Dinner	\$	16,800
TOTAL SATURDAY	\$	23,340

Land Economics Weekend - BALTIMORE, MD - APRIL 26-28, 2018

Approved 8/11/2017 LAI Baltimore Board

80 Count**Event Costs****Comments****Miscellaneous:**

Host and speaker gifts	\$	1,000
Wheelchairs	\$	250
Event Staffing	\$	5,000
Tote bags	\$	2,000
Contingency	\$	5,000
Marketing	\$	7,000

TOTAL Miscellaneous	\$	20,250
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TOTAL MISCELLANEOUS	\$	20,250
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<u>TOTAL Expenses</u>	\$	66,589
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Offsetting Revenues

Registration Fees \$495 pp x 80	\$	39,600.00
LAI Credit for President's Reception	\$	2,000.00
LAI Incentive to Chapter for hosting	\$	10,000.00

TOTAL Offsetting Revenues	\$	51,600.00
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NET PROFIT (before sponsorships)	\$	(14,989.44)
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LAI BALTIMORE OWES LAI	\$	(14,989.44) use Chapter Sponsorship Funds
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Chapter Sponsorship Goal	\$	30,000	
Sponsorship pledges to date	\$	30,000	as of 8/10/17 \$11,250 paid
Variance	\$	-	
Chapter Goal to retain minimum	\$	10,000	
Net Sponsorship Raised Available for LEW costs	\$	20,000	

The net cost should not be more than \$ 495.00 per person

LAI will provide the chapter with an incentive payment of up to \$10,000 US Dollars to help

Should the calculated financial return from the LEW be breakeven or net gain, the Chapter shall receive the entire \$10,000.

Should there be a net loss of under \$10,000 from the LEW, the net loss shall reduce the amount

Should there be a net loss of greater than \$10,000, the chapter shall reimburse LAI for the

amount of the loss over \$10,000 - i.e., \$14,000 net loss from LEW, chapter owes LAI \$14,000 -

Sponsorship payments collected by the chapter for the LEW are the property of the chapter and

shall not be included in the calculation of the net gain / loss of the LEW.

Schedule "B"

LAMBDA ALPHA INTERNATIONAL - LEW Budget Template (U.S. dollars)

Land Economics Weekend Event Checklist and Allocation	Expense Items	BUDGET & RESPONSIBILITY ⁽¹⁾		Notes
		Costs		
		Meetings (LAI)	LEW (Chapter)	
A. <u>Thursday</u>				
1. LAI/LEF Board Meetings	Breakfast			
	Lunch			
	Miscellaneous			
	Sub-Total	\$ -		
2. Presidents Reception	Bar - Beverages		\$ 5,000.00	
	Hor's D'oerves		\$ 2,500.00	
	Other			
	Sub-Total		\$7,500.00	
B. <u>Friday - Real Estate Related Tour Day</u>				
1. A.M. Agenda	Continental Breakfast		\$ 2,400.00	Based on 75 ppl.
	Miscellaneous			
	Transportation AM		\$ 2,163.00	
2. Lunch Agenda	Food / Rancho MV to provide	n/a		Based on 75 ppl.
3. Evening Agenda	Dinner on own	n/a		
			\$ 4,563.00	
C. <u>Saturday -</u>				
1. A.M. - Agenda	Continental Breakfast		\$ 2,400.00	Based on 75 ppl.
	Miscellaneous			
	Transportation AM and PM		\$ 3,308.16	
2. Lunch Agenda	Food / on own			
3. Evening Agenda	Endless Dreams Charter		\$ 7,725.00	Based on 120 ppl.
Hornblower Cruises	Yacht Discount		\$ (1,800.00)	
	Wine, Beer, Champ bar 3 hours		\$ 3,000.00	
	Appetizers x 3		\$ 1,020.00	
	Dinner		\$ 3,600.00	
	Motorcoach arrival fee		\$ 100.00	
	Service Charge		\$ 1,692.00	
	Landing Fee		\$ 955.15	
	Taxes		\$ 795.70	
	Sub-Total		\$17,087.85	
	Entertainment			
	Audio Visual			
	Misc. (Flowers, etc.)			
	Sub-Total		\$ -	
	Awards / Trophies			
	Travel			
	Complementaries			
	Room			
	Taxes & Gratuities			
	Sub-Total			
D. <u>Special Adjustment Costs</u>				
	LAI Staff			
	Accommodation			
	Transportation			
	Meals			
	Admission Charges			
	Tolls			
	Parking			
	Governor's Delegates			
	Chapter Delegates			
	Security			
	Communications			
	Taxis / Deliveries			
	Audio Visual			
	Event Rentals - Chamber rooftop			
	CD's			
	Printing: Tour Maps, Bags			
	Member Gifts			
	Accommodation			
	Speaker Gift Purchases			
	Room baskets			
	Miscellaneous			
	Event Planner			
	Sub-Total		\$0.00	
Expenses Sub-Total			\$34,859.01	
E. Revenues ⁽⁶⁾			\$ 37,125.00	Based on 75 full registrations
	Registrations			
	Rebates Received			
	Comiteeed Sponsorships		\$ 10,000.00	CBRE & Gromet Assoc. \$5k each
	Projected Sponsorships		\$ 30,000.00	
LAI Contributions(6)	President's Reception		\$ 2,000.00	
	Chapter Incentive		\$ 10,000.00	
	Sub-Total		\$89,125.00	
TOTALS ⁽⁹⁾			\$54,265.99	

Land Economics Weekend Locations

LEWs by Year

	<u>Spring</u>	<u>Fall</u>
2000	Baltimore	Chicago (Ely)
2001	San Francisco	Philadelphia
2002	Vancouver	New York
2003	London	Hawaii
2004	South Beach, FL	Sacramento
2005	Boston	Chicago (ELY)
2006	Washington DC (GW)	Ottawa
2007	Ireland (Lon)	Los Angeles
2008	Phoenix	Toronto
2009	Vancouver	Chicago (Ely)
2010	Minnesota	Santa Fe (Zia)
2011	Scotland (Lon)	Sacramento
2012	Phoenix	Hawaii
2013	Boston	San Francisco (GG)
2014	Atlanta	Madrid
2015	Washington DC (GW)	San Diego
2016	Memphis	Toronto
2017	Philadelphia	Vancouver
2018	Baltimore	Orange County

Others Interested: Sacramento, Ely, LA

LEWs By Chapter

Aloha – Hawaii	2003, 2012
Atlanta	2014
Baltimore	2000, 2018
Boston	2005, 2013
Ely – Chicago	2002, 2005, 2009
George Washington - Washington DC	2006, 2015
Golden Gate – San Francisco	2001, 2013
London	2003, 2007 (Ireland), 2011 (Scotland)
Los Angeles	2007
Madrid	2014
Memphis	2016
Minnesota	2010
New York	2002
Orange County	2018
Ottawa	2006
Philadelphia	2001, 2017
Phoenix	2008, 2012
San Diego	2015
Sacramento	2004, 2011
Simcoe - Toronto	2008, 2016
South Beach, FL (no chapter)	2004
Vancouver	2002, 2009
Zia – New Mexico	2010

Approval of At-Large Members

LAMBDA ALPHA INTERNATIONAL AT-LARGE MEMBERSHIP NOMINATION FORM

Name of proposed member: Juanjo Martínez Galera

Position: Founder & CEO

Firm: NETWORKIA BUSINESS CENTER, SL

Business Address: Paseo de Gracia, 21, 1st floor

City/ST: Barcelona ☐ Zip: 08007 ☐ Telephone: +34 931311600

E-mail: jjmartinez@networkia.es ☐ Facsimile: _____

Residence Address: Rovellat, 25

City: Sant Cugat del Vallès Zip: 08173 ☐ Telephone: 936743895

EDUCATION:

Degree in Business Administration at Escola Superior Alacant (1991)

Sales Management at EADA.(2000)

PDD at IESE (2003)

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|--|--|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input checked="" type="checkbox"/> Real Estate Consulting |
| <input type="checkbox"/> Architecture | <input type="checkbox"/> Real Estate Development |
| <input type="checkbox"/> Asset Management | <input type="checkbox"/> Real Estate Finance |
| <input type="checkbox"/> Environmental | <input checked="" type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input type="checkbox"/> Real Estate Marketing |
| <input type="checkbox"/> Historical Preservation | <input type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input type="checkbox"/> Non-Profit/Assoc. | <input type="checkbox"/> Urban Development/Redevelopment |
| <input type="checkbox"/> Property Tax Assessment | <input checked="" type="checkbox"/> Other Workspace Management |
| <input type="checkbox"/> Public Works | |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. Business Initiative distinction
2. Prominent member of many business boards
3. Expert invited in international workspace fairs and speaker in national summits and conferences

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

Enthusiastic about new projects, really motivated by the challenges. Self-demanding and capable of leading and involving wrk teams.

I have held many senior management positions in the real estate sector and workspaces. Involved socially, I'm part of different boards of directors in business associations and workspace sector and / or territory:

- 1ST Vice President at [PROWORKSPACES](#), Spanish Workspace Association
- Vice President at SCE, [Sant Cugat Empresarial](#)
- Member of Board at BIBC, [Barcelona International Business Club](#)
- Member of the Council in the Delegation of Sant Cugat of the [Chamber of Commerce of Terrassa](#)

Citation:

The nominating member **must** write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

"For his continuing innovation in Spain on the Business Centers subsector and high level international business promotion in Barcelona city"

Attach a copy of nominee's bio.

Appropriate membership category: _____ **Active** _____ Retired

Respectfully submitted by:

LAI Member Sponsor: AURELIO RAMIREZ ZARZOSA **Date:** 2ND July 2017

Email nomination form to:
lai@lai.org



Degree in Business Administration, PDD at IESE and Sales Management at EADA. He has held many senior management positions in the real estate sector and workspaces. Involved socially, it is part of different boards of directors in business associations of its sector and / or territory:

- 1ST Vice President at [PROWORKSPACES](#), Spanish Workspace Association
- Vice President at SCE, [Sant Cugat Empresarial](#)
- Member of Board at BIBC, [Barcelona International Business Club](#)
- Member of the Council in the Delegation of Sant Cugat of the [Chamber of Commerce of Terrassa](#)

Experience

CEO & Founder - NETWORKIA BUSINESS CENTER



April 2012 – currently Sant Cugat del Vallès – Barcelona - Madrid

Strategic and operational management and management of the different Business Centers and all areas of the company: Economic and financial structure, strategic plan, personnel, budget ...

Partner & Founder – ALL REALTY INVESTMENTS CONSULTING



September 2016 – currently

Consultancy, integrated by multidisciplinary experts in the real estate sector, complementing the construction management carried out by aLL Global Project Management. Accompaniment to promoters, funds, family-offices and investors in general in obtaining a high profitability of its operations.

Managing Partner - SC TRADE CENTER



December 2005 – September 2012 Sant Cugat del Vallès

Direction and Management, strategic and operational of the different divisions of the company: Economic and financial structure. Staff structure. Budget. Strategic plan...

CCO - ALTING GRUPO INMOBILIARIO



April 2004 – December 2005

Direction and Management of the commercial dpt at national level. Structuring and organization of the department. Preparation and implementation of the Marketing Plan. Elaboration of the annual budget. Equipment under my responsibility: 24 people. The functions of development are like my previous stage, but with direct dependence on the Presidency and member

Sales and Business Development Manager - WOLTERS & KLUWER



April 1991 – April de 2004

Management of the commercial dpt at national level. Structuring and organization of the department. Preparation and implementation of the Marketing Plan. Elaboration of the annual budget. Team under my responsibility: between 40 and 80 people. According to stages. Functions:
Management of sales and marketing team.
Development of all activities related to the management and management of the commercial dpt

Additional awards and prizes

Anem a + 2006. Sant Cugat del Vallés City Hall

Best Business Initiative 2009. Terrassa Chamber of Commerce



**LAMBDA ALPHA INTERNATIONAL
AT-LARGE MEMBERSHIP NOMINATION FORM**

Name of proposed member: Kyle Lewallen
Position: Managing Director
Firm: BBG, Inc
Business Address: 7600 Burnet Rd, Suite 320
City/ST: Austin, TX Zip: 78757 Telephone: ~~512-426~~ 214-890-6481
E-mail: Klewallen@bbgres.com Facsimile: 214-890-6471
Residence Address: 5503-A Clay Ave
City: Austin, TX Zip: 78756 Telephone: 512-426-8699
EDUCATION:
Degree: BBA Field: Finance Year: 1983 Institution: Southwest Texas State Univ.
Degree: _____ Field: _____ Year: _____ Institution: _____

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|--|---|
| <input type="checkbox"/> Accounting | <input checked="" type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input type="checkbox"/> Real Estate Consulting |
| <input type="checkbox"/> Architecture | <input type="checkbox"/> Real Estate Development |
| <input type="checkbox"/> Asset Management | <input type="checkbox"/> Real Estate Finance |
| <input type="checkbox"/> Environmental | <input type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input type="checkbox"/> Real Estate Marketing |
| <input type="checkbox"/> Historical Preservation | <input type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input type="checkbox"/> Non-Profit/Assoc. | <input type="checkbox"/> Urban Development/Redevelopment |
| <input type="checkbox"/> Property Tax Assessment | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Public Works | |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. Real Estate Appraisal
2. _____
3. _____

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

Active in appraisal for 31 years and holds MAI and CCIM designations. Served as President of the Austin Chapter of the Appraisal Institute. Volunteers for Meals on Wheels.

Citation:

The nominating member **must** write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

Attach a copy of nominee's bio.

Appropriate membership category: ☒ Active ☐ Retired

Respectfully submitted by:

LAI Member Sponsor:

Randy W. M. Date: 5/30/17

Email nomination form to:
lai@lai.org



L. Kyle Lewallen, MAI, CCIM
Managing Director
Work: 214.890.6481
KLewallen@bbgres.com

PROFILE

Kyle has extensive experience in commercial real estate valuation. He started with Butler Burgher, Inc. in 1996, was promoted to Senior Managing Director of the Austin office, worked as Client Manager when the company was purchased by LandAmerica in 2007, and is now Managing Director of BBG. Kyle has over 30 years of experience in appraisal, and extensive experience in appraising both traditional multifamily properties and purpose-built, student-rental communities nationwide. As well, he is proficient in appraising office, industrial, retail and special purpose properties.

PROFESSIONAL AFFILIATIONS

MAI, Certificate 8800

CCIM, Certificate 11260

General Certified Appraiser

State of Texas (License # TX-1320308-G)
State of Georgia (License # 242935)
State of Louisiana (License # G2547)
State of North Carolina (License # A6839)
State of South Carolina (License #6875)
State of New Jersey (License # 42RG00236400)
State of Minnesota (License #40355070)
State of Colorado (License #CG200000447)

State of Virginia (License # 4001 005858)
State of Ohio (License # 2005017490)
State of Arizona (License # 31633)
State of Oklahoma (License # 12860CGA)
State of Pennsylvania (License #GA 003915)
State of Maryland (License # 31463)
State of California (License # 3002940)
State of Tennessee (License # 5224)

Real Estate Broker

State of Texas (License #349428)

HUD Map Certified, September 2002

EDUCATION

Bachelor of Business Administration
Southwest Texas State University, December 1983

COURSEWORK

Appraisal Institute Courses

Real Estate Appraisal Principles
Capitalization Theory & Techniques Part A
Valuation Analysis & Report Writing
Comprehensive Exam Appraisal Workshop
USPAP
Business Practice & Ethics

Basic Valuation Procedures
Capitalization Theory & Techniques Part B
Case Studies in Real Estate Valuation
Standards of Professional Practice (SPP),

Commercial Investment Real Estate Institute Courses

Financial Analysis for Commercial Investment Real Estate
Market Analysis for Commercial Investment Real Estate
User Decision Analysis for Commercial Investment Real Estate
Investment Analysis for Commercial Investment Real Estate
Numerous other seminars completed

PROFESSIONAL ORGANIZATIONSPositions Fulfilled with Central Texas Chapter of Appraisal Institute

President 2000

Vice President/Programs Committee Chairman 1999

Vice President/Education Committee Chairman 1998

Secretary 1997

Treasurer/Finance Committee Chairman 1996

Bylaws Chairman 1995

Board of Directors 1995-2001

Admissions Committee 1993-1994

Candidate Guidance Chairman 1992

Regional Representative 2001

Regional Representative 1994-1995, Region VIII

Regional Ethics Panel 1993-1995, Region VIII



LAMBDA ALPHA INTERNATIONAL AT-LARGE MEMBERSHIP NOMINATION FORM

Name of proposed member: Lee Einsweiler

Position: Principal

Firm: Code Studio

Business Address: 1200 East 11th Street #107 Austin TX 78702

City/ST: _____ ☐ Zip: 78702 ☐ Telephone: 512-478-2200

E-mail: lee@code-studio.com ☐ Facsimile: _____

Residence Address: _____

City: _____ Zip: _____ ☐ Telephone: 512-608-2886

EDUCATION:

Degree: MS Field: Regional Planning Year: 1985 Institution: UNC at Chapel Hill

Degree: BS Field: Regional Analysis Year: 1983 Institution: UW at Green Bay

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|---|---|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input type="checkbox"/> Real Estate Consulting |
| <input type="checkbox"/> Architecture | <input type="checkbox"/> Real Estate Development |
| <input type="checkbox"/> Asset Management | <input type="checkbox"/> Real Estate Finance |
| <input type="checkbox"/> Environmental | <input type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input type="checkbox"/> Real Estate Marketing |
| <input checked="" type="checkbox"/> Historical Preservation | <input type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input checked="" type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input type="checkbox"/> Non-Profit/Assoc. | <input checked="" type="checkbox"/> Urban Development/Redevelopment |
| <input type="checkbox"/> Property Tax Assessment | <input checked="" type="checkbox"/> Other <u>Zoning Consultant</u> |
| <input type="checkbox"/> Public Works | |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. Zoning and form-based code preparation
2. Small area planning
3. _____

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

Lee has been a planning and zoning consultant for 32 years. He co-founded Code Studio in 2006. His legacy includes over 50 adopted development codes for entire cities, downtowns, corridors and other small areas. In many cases, his firm was responsible for the planning that supports new zoning. He is currently leading the nation's largest zoning project, crafting new zoning for the City of Los Angeles.

Citation:

The nominating member **must** write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

Lee has been a planning and zoning consultant for 32 years. He co-founded Code Studio in 2006. His legacy includes over 50 adopted development codes for entire cities, downtowns, corridors and other small areas. In many cases, his firm was responsible for the planning that supports new zoning. He is currently leading the nation's largest zoning project, crafting new zoning for the City of Los Angeles. +

Attach a copy of nominee's bio.

Appropriate membership category: ☒ Active ☐ Retired

Respectfully submitted by:

LAI Member Sponsor: _____ Date: _____

Email nomination form to:
lai@lai.org



LAMBDA ALPHA INTERNATIONAL AT-LARGE MEMBERSHIP NOMINATION FORM

Name of proposed member: Charles H. Heimsath
Position: President
Firm: Capitol Market Research
Business Address: 1102 West Ave., Suite 100
City/ST: Austin Tx Zip: 78701 Telephone: 512-476-5800
E-mail: cheimsath@cmraustin.com Facsimile: _____
Residence Address: 1609 Preston Ave.
City: Austin Zip: Tx Telephone: 512-573-3235(c)

EDUCATION:

Degree: BA Field: Economics Year: 1972 Institution: Un. of Vermont
Degree: MS Field: City Planning Year: 1976 Institution: UT Austin

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|--|---|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input checked="" type="checkbox"/> Real Estate Consulting |
| <input type="checkbox"/> Architecture | <input type="checkbox"/> Real Estate Development |
| <input type="checkbox"/> Asset Management | <input type="checkbox"/> Real Estate Finance |
| <input type="checkbox"/> Environmental | <input type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input type="checkbox"/> Real Estate Marketing |
| <input type="checkbox"/> Historical Preservation | <input type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input type="checkbox"/> Non-Profit/Assoc. | <input type="checkbox"/> Urban Development/Redevelopment |
| <input type="checkbox"/> Property Tax Assessment | <input checked="" type="checkbox"/> Other <u>economic impact analysis</u> |
| <input type="checkbox"/> Public Works | <u>TIF creation</u> |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. Real Estate Market Research
2. Market Studies / Feasibility studies for TIF creation
3. Real Estate Consulting - Highest & Best Use for educational institutions like U.T., St. Edwards, U.T. System

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

Charles is considered one of the foremost real estate economists in the Austin market. I have worked with Charles since the 1980's and have known him to consult on the premiere real estate projects in Central Texas.

Citation:

The nominating member **must** write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

In recognition of his expertise in real estate market research, market feasibility analysis, forecasting and economic impact analysis.

Attach a copy of nominee's bio.

attached

Appropriate membership category: ☒ Active ☐ Retired

Respectfully submitted by:

LAI Member Sponsor:

Steven B. Gragg

Date: 06.06.17

Email nomination form to:
lai@lai.org

CHARLES H. HEIMSATH

1102 West Avenue, Suite 100
Austin, TX 78701
(512) 476-5000
cheimsath@cmraustin.com

PROFESSIONAL EXPERIENCE

Capitol Market Research, Austin, Texas

JUNE 1986 - PRESENT

PRESIDENT

Real Estate research, market feasibility analysis, small area forecasting, economic impact assessments.

- Produce comprehensive market studies to determine feasibility of proposed real estate development projects.
- Conduct economic impact studies of policy decisions that affect land values and real estate markets.
- Chief operating officer of the company, project manager and principal client liaison.

R. Robinson & Associates, Austin, Texas

FEBRUARY 1984 - JUNE 1986

PROJECT MANAGER

Real estate research, market and demographic studies, land-use forecasting.

- Responsible for quality control and all work products.
- Prepared absorption studies to be used in conjunction with real estate valuations.
- Conducted city wide market surveys and trend reports.
- Prepared highest and best use studies and site selection analysis.

South Main Center Assoc., Houston, Texas

FEBRUARY 1983 - FEBRUARY 1984

ASSOCIATE DIRECTOR

Construction management, office administration, policy development, community outreach.

- Responsible for the construction of the Jesse H. Jones Fountain on Fannin Street.
- Prepared policies and plans for improvement to the area covered by SMCA.
- Responsible for community contact and liaison with property owners.

Rice Center, Houston, Texas

OCTOBER 1978 - FEBRUARY 1983

SENIOR ASSOCIATE

- Senior project manager responsible for real estate research, urban development and socio-economic forecasting.

Mayor's Office, Houston, Texas

OCTOBER 1976 - OCTOBER 1978

URBAN ECONOMIST

- Responsible for the development of the Overall Economic Development Plan OEDP for the Pocket of Poverty in Houston, Texas.
-

EDUCATION

RICE UNIVERSITY, HOUSTON, TEXAS

1980-1981

Post Graduate Studies

UNIVERSITY OF TEXAS, AUSTIN, TEXAS

AUGUST 1976

M.S. in Community and Regional Planning

UNIVERSITY OF VERMONT, BURLINGTON, VERMONT

JUNE 1972

B.S. in Economics



Search

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Contact and Personal Info

Charles' Profile

Show more



2nd

Charles Heimsath

President at Capitol Market Research

Capitol Market Research

Austin, Texas Area • 500+ &

Send InMail

✓ Pending

Highlights



8 Mutual Connections

You and Charles both know Nate Paul, Rudy Robinson, and 6 others

Experience

President

Capitol Market Research

1986 - Present • 31 yrs

Featured Skills & Endorsements

Real Estate Develo... • 83



Endorsed by Sam Mikhail and 10 others who are highly skilled at this

Endorsed by 2 of Charles' colleagues at Capitol Market Research

Real Estate • 47



Endorsed by Mike Kennedy and 4 others who are highly skilled at this

Endorsed by 2 of Charles' colleagues at Capitol Market Research

Location Intellige... • 26

Endorsed by Jill Rowe, who is highly skilled at this

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Steven R., stay informed on industry news trends

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Erin Roberts • 2nd

Senior Associate at Capitol Mari
Research

Roger Lee Montelongo • 3rd

Urban Planner constantly learn
improving, and evolving...

Ruth Ann Thomas

Environmental Professional



Kelly Dyer • 2nd

Vice President of Land at CalAti-
Homes

Barbara Paulissen • 3rd

Independent Accounting Profes



Leigh McMurtrey • 2nd

Property Manager at HPI Real E-
Services & Investments

Glasco, Alice • 2nd

Owner, Alice Glasco Consulting



Stefan Pharis • 3rd

Co-Owner, Landscape Architect
Pharis Design

Elisabeth Waltz • 2nd

President of Montfort Consultin
Group, Inc.

Jack Gray • 3rd

Director at Gigare

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Messaging





**LAMBDA ALPHA INTERNATIONAL
AT-LARGE MEMBERSHIP NOMINATION FORM**

Name of proposed member: Lee Combs
Position: President
Firm: Emerson Group, LLC
Business Address: 3500 Jefferson Street, St. 325
City/ST: Austin, TX ☐ Zip: 78731 ☐ Telephone: 512-451-9991
E-mail: LCOMBS@EMERSONGROUP.NET ☐ Facsimile: _____
Residence Address: 2906 Tarry Trail
City: Austin, TX ☐ Zip: 78703 ☐ Telephone: 512-323-9289

EDUCATION:

Degree: BBA Field: Finance Year: 1985 Institution: University of Texas
Degree: _____ Field: _____ Year: _____ Institution: _____

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|--|---|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input type="checkbox"/> Real Estate Consulting |
| <input type="checkbox"/> Architecture | <input checked="" type="checkbox"/> Real Estate Development |
| <input type="checkbox"/> Asset Management | <input type="checkbox"/> Real Estate Finance |
| <input type="checkbox"/> Environmental | <input checked="" type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input type="checkbox"/> Real Estate Marketing |
| <input type="checkbox"/> Historical Preservation | <input type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input type="checkbox"/> Non-Profit/Assoc. | <input type="checkbox"/> Urban Development/Redevelopment |
| <input type="checkbox"/> Property Tax Assessment | <input checked="" type="checkbox"/> Other <u>Brokerage</u> |
| <input type="checkbox"/> Public Works | |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. Development
2. Brokerage
3. Management

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

Lee is a well known and respected commercial real estate developer, broker and property manager in the Austin market. I've known Lee since he was a college intern for a real estate valuation firm I worked for. Lee went on to become a respected appraiser and then branched off into personal investments.

The nominating member must write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

In recognition of his expertise in real estate brokerage, development and property management.

Attach a copy of nominee's bio.

attached

Appropriate membership category: ☒ Active ☐ Retired

Respectfully submitted by:

LAI Member Sponsor:

Steven B. Gregg

Date: 06.06.17

Email nomination form to:
lai@lai.org



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See connections (430)



Contact and Personal Info



Lee's Profile

linkedin.com/in/lee-combs-0a95



Email

lcombs@emersongroup.net

Show less ^



1st

Lee Combs

The Emerson Group, LLC

The Emerson Group, LLC • The University of Texas at Austin

Austin, Texas Area • 430

Message

The Emerson Group is a full service commercial real estate firm providing brokerage, development and property management services. **BROKERAGE:** The Emerson Group has extensive experience in the commercial leas.. [See more](#)

Highlights



6 Mutual Connections

You and Lee both know Jim Amorin, MAI, SRA, AI-GRS, SR/WA, CDEI, Bob Radebaugh, and 4 others



1 Mutual Group

You and Lee are both in the Texas Exes - The University of Texas Ex-Students' Association group

Experience

President

The Emerson Group, LLC

1995 - Present • 22 yrs

The Emerson Group was established in 1995 by Lee Emerson Combs to provide commercial real estate brokerage and development services. The firm grew out of Mr. Combs' prior ten years of experience as a commercial real estate appraiser where he earned the prestigious MAI designation and ultimately rose to the position of President of the Austin Chapter of the Appraisal Institute. A degree in Finance and Real Estate from the University of Texas, along with a wide and varied career in the valuation business, has laid the foundation for the extensive base of knowledge that The Emerson Group brings to all of its relationships.

Vice President

McCluskey Jenkins Appraisal, Inc.

1987 - 1995 • 8 yrs

Commercial Real Estate Appraiser

R. Robinson & Associates

1985 - 1987 • 2 yrs

Education

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People Also Viewed

Jeremy Dotson

Senior Systems Engineer



Valerie Fraase • 3rd

Senior Loan Processor, Mortgage Professional-Retired Loan Officer



Becky Svahn • 3rd

Senior Knowledge Manager at E



Jeremy Dotson • 3rd

Consulting Systems Engineer at Wide Technology



Shawn Kane • 3rd

Finance



David Lee • 2nd

Chairman and CEO at Allegiance Health



Renee Harwood • 3rd

Senior Account Manager/Client Services



Fernando Cruz • 3rd

Market Leader at Apple



Lindy Dukes • 3rd

Manager, Digital, Tools & Transformation



Lorenzo Garza • 3rd

General Manager at Carvana

Messaging





Search

1985



The University of Kansas

1981 - 1983

Activities and Societies: Sigma Alpha Epsilon

Recommendations

Ask to be recommended

Received (2)

Given (2)

**Boone Almanza**

Founding Partner of
Almanza, Blackburn, Dickie
& Mitchell LLP & Co-Founder
of Sellers Shield
December 17, 2010, Boone was a
client of Lee's

Lee's experience and vast knowledge of the Central Texas real estate market is a valuable asset for his clients, both tenants and owners. I have hired Lee on several occasions and he has delivered great results each and every time.

**Nick von Kreisler**

Real Estate Attorney at
Kuperman, Orr & Albers, P.C.
December 1, 2010, Nick worked
with Lee but at different
companies

I have had the pleasure of working with Lee Combs on a variety of commercial real estate transactions and development projects during the last ten or more years, and I have found Lee to be extremely professional, experienced and goal-oriented. He approaches each project or transaction with a clear set of goals and remains focused in his approach to achieving those goals in a timely and cost-efficient manner. He has an aptitude for quickly recognizing issues requiring resolution, and is fearless in attacking those issues head-on. I am unaware of any client of Lee's that has not been delighted with the services Lee has provided them. I have also found Lee to be very personable, easy to work with and quite deft at developing and fostering relationships.



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Buck Mayers Golf Academy
18 followers

The University of Kansas
158,076 followers

The University of Kansas
162,596 followers

CCIM Central Texas
463 members

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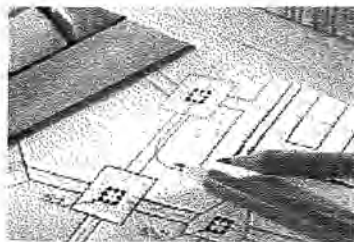


512-451-9991 | 3500 Jefferson, Suite 300 | Austin, TX 78731

- Home
- Services
 - Brokerage
 - Development
 - Management



Brokerage



Development



Management

The Emerson Group is a commercial real estate firm that is big on customer service. We pride ourselves on building lasting relationships... Relationships that are measured in years and decades, not by a single transaction. We build these relationships through our extensive knowledge of commercial real estate and finance, combined with a focus on integrity and personal service. We are not among the biggest real estate companies, but we are among the best.

"Emerson Group's experience and vast knowledge of the Central Texas real estate market is a valuable asset for all clients, both tenants and owners. I have hired them on several occasions and they have delivered great results each and every time."

Emerson Group, LLC - Commercial Real Estate Services & Dickie LLP

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- [Home](#)
- [Services](#)
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Brokerage

The Emerson Group has extensive experience in the commercial leasing field and represents both landlords and tenants. Our depth of knowledge and experience is greatest in the representation of parties involving office space; however, we are well versed with retail and industrial transactions as well. In addition to leasing, we are actively involved in commercial sales transactions, both acquisitions and dispositions. Property types include office, retail, industrial, multifamily and land.

Our law firm has used Lee Combs as our tenant broker to assist with the negotiation of our office leases for the firm. As a result of his years of experience in the Austin real estate market, Lee has a great depth of understanding of the commercial office market and works very hard to obtain attractive lease terms for his clients. In fact, we have recommended Lee to several of our law firm clients who need expertise in real estate matters, including commercial leasing.



- J. Greg Hudson
Partner, Hudson & O'Leary, LLP

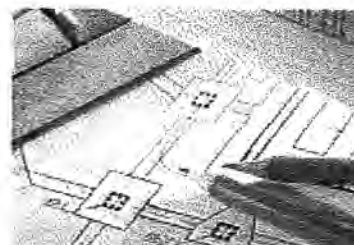
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- [Home](#)
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Development

The Emerson Group provides development management services to property owners who desire to bring small to mid size commercial developments to the market. In addition to offering development services on a fee basis, The Emerson Group also develops projects and organizes investment partnerships for its own account.

Lee has earned my respect and fullest confidence that he will always have my interests up front. I've seen him grow over the years to become a first rate broker, developer and general consultant on a broad spectrum of commercial real estate projects and transactions. Lee exhibits the highest integrity and in addition to all of the professional attributes he has become a great friend who can be counted on in the best and worst of times...



Lee Combs has handled all types of real estate transactions for me over 17 years:

- Found the property on Bee Caves that served as my office and later as a commercial development project.
- Led the development of four buildings including project management of design, engineering, construction and marketing.
- Represented me in the marketing and sale of two buildings for a profitable return.
- Started a property management company to handle the affairs of the remaining two buildings in the subdivision.

I'm most pleased to serve as a reference for Lee..." – Bill Strawn

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- [Home](#)
- [Services](#)
 - [Brokerage](#)
 - [Development](#)
 - [Management](#)

Management

Emerson Management, LLC is a related entity that provides a full range of commercial property management services to property owners. We manage all types of commercial properties in addition to property owners associations.

"I have had the pleasure of working with Lee Combs on a variety of commercial real estate transactions and development projects during the last ten or more years, and I have found Lee to be extremely professional, experienced and goal-oriented. He approaches each project or transaction with a clear set of goals and remains focused in his approach to achieving those goals in a timely and cost-efficient manner. He has an aptitude for quickly recognizing issues requiring resolution, and is fearless in attacking those issues head-on. I am unaware of any client of Lee's that has not been delighted with the services Lee has provided them. I have also found Lee to be very personable, easy to work with and quite deft at developing and fostering relationships."



- Nick von Kreisler
Partner, Drenner & Golden Stuart Wolff, LLP



**LAMBDA ALPHA INTERNATIONAL
AT-LARGE MEMBERSHIP NOMINATION FORM**

Name of proposed member: Anna Hoge
Position: Project Manager / Landscape Architect
Firm: Consort, Inc.
Business Address: 3600 Bee Cave Road Suite 100
City/ST: Austin, TX Zip: 78704 Telephone: 512.469.0500
E-mail: anna.hoge@consortinc.com Facsimile: _____
Residence Address: 2312 S. 4th Street
City: Austin, TX Zip: 78704 Telephone: 617.784.0244
EDUCATION: Landscape
Degree: BA Field: Architecture Year: 2000 Institution: University of Florida
Degree: _____ Field: _____ Year: _____ Institution: _____

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|--|---|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input type="checkbox"/> Real Estate Consulting |
| <input type="checkbox"/> Architecture | <input checked="" type="checkbox"/> Real Estate Development <i>consulting</i> |
| <input type="checkbox"/> Asset Management | <input type="checkbox"/> Real Estate Finance |
| <input type="checkbox"/> Environmental | <input type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input type="checkbox"/> Real Estate Marketing |
| <input type="checkbox"/> Historical Preservation | <input type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input checked="" type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input checked="" type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input checked="" type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input checked="" type="checkbox"/> Non-Profit/Assoc. | <input type="checkbox"/> Urban Development/Redevelopment |
| <input type="checkbox"/> Property Tax Assessment | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Public Works | |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. Nine plus years in the Austin development market
2. Eight years in the development market, So. California
3. Active membership and leader ship with the landscape architecture ~~community~~ Community

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

- Multiple large scale, high profile Austin development projects.
- ASLA Committee chair, treasurer (x2), Central Austin Chapter

Citation:

The nominating member **must** write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

In recognition of her ^{expertise and} contributions to the landscape architecture field.

Attach a copy of nominee's bio.

Appropriate membership category: ☒ Active ☐ Retired

Respectfully submitted by:

LAI Member Sponsor:

Steven B. Krugg

Date: 06.06.17

Email nomination form to:
lai@lai.org

ANNA HOGE, RLA, ASLA**Page 2**

Ms. Hoge worked to complete Phase I of the Lost Pine Scout Reservation Aquatic Center. This large year around camp serves up to 700 campers weekly and was equipped with a single, undersized, 30-year old pool in poor condition. The pool was not serving the needs of the campers and staff. Ms. Hoge designed the new Aquatic Center to serve the programming needs of the camp, which include both free swim and multiple types of training, while allowing the project flexibility to be constructed in multiple phases, as funding allows. Phase I of the Aquatic Center had two important basic needs: free swim and training for competitive swimming, life safety, kayaking and scuba diving. Ms. Hoge developed a plan to renovate the existing pool and add a water slide to serve the free swim area. She also designed a new 250,000 gallon pool to serve as the training pool. These pools are designed to serve the needs of the campers and staff for many years to come. The pool opened in time to be used by the first campers of the summer season. Phase II will include a new pool house, training pavilions, fire ring, amphitheater and lazy river.

When Consort, Inc. launched a major overhaul of the company's website Ms. Hoge was instrumental in envisioning both a new, modern look and reworking the content of the website. She has also introduced the company to several social media outlets.

COLEMAN AND ASSOCIATES**2008-2009*****Landscape Architect***

Working closely with the architect and civil engineer, Ms. Hoge was responsible for the planning and landscape design for an 84 acre college campus in Round Rock, Texas. She provided design and construction documents for the various vehicular and pedestrian circulation systems, three plaza areas, an amphitheater, central fountain and pavilion. Ms. Hoge assisted in the design and detailing for signage and monuments for each of the three campus entries as well as campus way finding.

COPLEY WOLFF DESIGN GROUP**2008*****Landscape Architect***

Ms. Hoge managed a variety of projects including schools, hospitals and urban pocket parks. She also managed two streetscape renovation projects; the Commonwealth Avenue streetscape renovation at Boston University and the Second Street reconstruction for Austin, Texas.

LAND CONCERN, LLC**2000-2008*****Senior Project Manager***

Ms. Hoge was responsible for managing a team to develop landscape architectural services for large master planned communities. She participated in creating award winning standards and guidelines, entries and monuments, green belt and paseo systems, swim clubs and recreation centers, model home complexes and production landscape plans.



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Contact and Personal Info

Anna's Profile

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3rd

Anna Hoge

Landscape Architect at Consort, Inc.

Consort, Inc. • University of Florida

Austin, Texas Area • 235

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Experience



Landscape Architect

Consort, Inc.

Jun 2009 - Present • 8 yrs 1 mo

Landscape Architect

Coleman and Associates

Oct 2008 - Jun 2009 • 9 mos



Landscape Architect

Copley Wolff Design Group

Feb 2008 - Aug 2008 • 7 mos

Education



University of Florida

Bachelor of Arts (BA), Landscape Architecture

1996 - 2000



University of Florida

Bachelor's degree, Landscape Architecture

1996 - 2000

Featured Skills & Endorsements

Site Planning • 10



Endorsed by 3 of Anna's colleagues at Consort, Inc.

Landscape Archite... • 8



Endorsed by Shawn Massock, who is highly skilled at this



Endorsed by 2 of Anna's colleagues at Consort, Inc.

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their goals.Be in the 22%. Become a Premier Ag
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People Also Viewed



John Hoag • 3rd

Commercial real estate investm



Elizabeth Carrera, M.S. • 3rd

LA-3



Whitney Blunt • 3rd

Landscape Architect

Tom Burson • 3rd

Civil Engineer

Fran Meier

Production Mgr. at Goss & Topp



Lacy Hamilton • 3rd

Landscape Architect/Project M



yinrui li • 3rd

landscape architect at DesignW



Katy Riccio, RLA • 3rd

Landscape Architect



Kenley Reed • 3rd

Associate



Cambrey Lindsay, MA and..

Creator and Founder at Sacred
Work

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Interior Walls
Viewers: 8,396

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LAMBDA ALPHA INTERNATIONAL AT-LARGE MEMBERSHIP NOMINATION FORM

Name of proposed member: Doug Launius
Position: Managing Principal
Firm: Marketplace Real Estate Group
Business Address: 3303 Northland Drive, Suite 214
City/ST: Austin, TX ☐ Zip: 78731 ☐ Telephone: 512-331-4000
E-mail: doug@marketplacetexas.com ☐ Facsimile: 512-777-4533
Residence Address: 3501 Cherry Lane
City: Austin, TX Zip: 78703 ☐ Telephone: 512-796-1230
EDUCATION:
Degree: _____ Field: _____ Year: _____ Institution: University of Texas at Austin
Degree: _____ Field: _____ Year: _____ Institution: St. John's School, Houston

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|--|---|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input checked="" type="checkbox"/> Real Estate Consulting |
| <input type="checkbox"/> Architecture | <input checked="" type="checkbox"/> Real Estate Development |
| <input checked="" type="checkbox"/> Asset Management | <input type="checkbox"/> Real Estate Finance |
| <input type="checkbox"/> Environmental | <input checked="" type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input checked="" type="checkbox"/> Real Estate Marketing |
| <input type="checkbox"/> Historical Preservation | <input type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input type="checkbox"/> Non-Profit/Assoc. | <input type="checkbox"/> Urban Development/Redevelopment |
| <input type="checkbox"/> Property Tax Assessment | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Public Works | |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. Velocity Crossing - +390 Mixed-use development at SH-71 & 130
2. +1000 acres owned or controlled in SE Austin
3. Kitty Hill Airport Development - Conversion into 550+ single family residential lots

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

Citation:

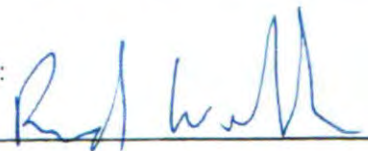
The nominating member **must** write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

Attach a copy of nominee's bio.

Appropriate membership category: ☒ Active ☐ Retired

Respectfully submitted by:

LAI Member Sponsor:



Date:

6/6/17

Email nomination form to:
lai@lai.org



Doug Launius
PRINCIPAL

TREC LICENSE #318338

doug@marketplacetexas.com
512.331.4000 o
512.796.1230 m



As a full-service commercial real estate firm, Marketplace Real Estate Group partners with clients to deliver solutions that help solve their real estate and investment needs. Utilizing decades of industry experience, market knowledge and functional expertise, Marketplace goes beyond the norm to locate new investment opportunities, execute sales and due diligence with integrity and efficiency, and to help grow our client's real estate portfolios.

ABOUT DOUG LAUNIUS

A skilled commercial real estate broker who thinks three steps ahead, Doug Launius skates to where the puck is going. Currently, it's headed to Southeast Austin, Texas.

Doug Launius began his real estate career in Houston in 1981. He has brokered hundreds of millions of dollars in deals, raised significant amounts of equity from both private and institutional investors, personally invested in real estate, oil and gas ventures as well as start-up and publicly traded companies.

His most notable deal was the roll up and ultimate sale to Goldman Sachs of 25 apartment properties, comprising approximately 5,500 units and owned by 22 separate owners in Houston, Texas. He envisioned and created the opportunity, structured and packaged it, and held it together until it closed. It was the largest deal of its kind ever completed in the U.S. and won numerous awards including Deal of the Year in Houston.

Doug has been a long-time, avid proponent for growth and development in Austin's untapped southeast submarket. He and his business partner, Karl Koebel, are known as the "go-to guys" of Southeast Austin.

Doug's most recent venture and passion project is Velocity Crossing, a ±390 acre mixed-use development project at the corner of SH-130 and Highway 71 in Southeast Austin. The property is zoned LI-PDA and located a Triple Freeport Zone which allows businesses to avoid taxes on inventory that leaves the state within 175 days. The project hopes to be the catalyst for much-needed services to the Southeast Austin and Del Valle communities.

NOTABLE PROJECTS

- Velocity Crossing – 390 acre, mixed-use development in Southeast Austin
- Southeast Austin – Listing or own and marketing for sale and development ±1,500 acres in SE Austin near the Circuit of the Americas
- Kitty Hill Airport Development – Conversion into 550+ single family residential lots
- Goldman Sachs Multifamily Portfolio – Houston, TX Sale of 25 apartment properties to Goldman Sachs comprised of approximately 5,500 units; nationally recognized and Deal of the Year in Houston.

EDUCATION

- University of Texas at Austin
- St. John's School, Houston

www.marketplacetexas.com

Marketplace Real Estate Group | 3303 North Ave Drive | Suite 214 | Austin | Texas | 78731 | 512.331.4000



LAMBDA ALPHA INTERNATIONAL AT-LARGE MEMBERSHIP NOMINATION FORM

Name of proposed member: Karl R. Koebel, CCIM
Position: Managing Principal
Firm: Marketplace Real Estate Group
Business Address: 3303 Northland Drive, Suite 214
City/ST: Austin, TX ☐ Zip: 78731 ☐ Telephone: 512-331-4000
E-mail: karl@marketplacetexas.com ☐ Facsimile: 512-777-4533
Residence Address: 10909 Conchos Trail
City: Austin, TX ☐ Zip: 78726 ☐ Telephone: 512-565-3438

EDUCATION:

Degree: _____ Field: _____ Year: _____ Institution: AJI - Business Professional Course
Degree: _____ Field: _____ Year: _____ Institution: CCIM - Certified Commercial Investment Member

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|--|---|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input checked="" type="checkbox"/> Real Estate Consulting |
| <input type="checkbox"/> Architecture | <input checked="" type="checkbox"/> Real Estate Development |
| <input checked="" type="checkbox"/> Asset Management | <input type="checkbox"/> Real Estate Finance |
| <input type="checkbox"/> Environmental | <input checked="" type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input checked="" type="checkbox"/> Real Estate Marketing |
| <input type="checkbox"/> Historical Preservation | <input type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input type="checkbox"/> Non-Profit/Assoc. | <input type="checkbox"/> Urban Development/Redevelopment |
| <input type="checkbox"/> Property Tax Assessment | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Public Works | |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. Velocity Crossing - +390 Mixed-use development at SH-71 & 130
2. +1000 acres owned or controlled in SE Austin
3. Kitty Hill Airport Development - Conversion into 550+ single family residential lots

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

I obtained my real estate license in 1999 and have been actively practicing in both commercial brokerage and development activities in Austin since. I am passionate and hyper focused in SE Austin working to bring much needed residential homes, commercial services and economic base through commercial development. My most recent accomplishment is completing a sale to HEB grocery store, a 15.585 site contained within a 390 acre mixed use development in SE Austin. Additionally, I represent the local library district and Del Valle School district in their acquisitions. I have often been referred to as an expert in Southeast Austin commercial real estate. I am often called upon to consult with Austin's Mayor, Travis county Judge, ABIA future master planning. I currently sit on Precinct 4's economic development board, and often called upon by both Austin American Statesman and Austin Business Journal for public comment. I hold CCIM designation.

Citation:

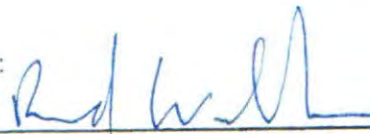
The nominating member **must** write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

Attach a copy of nominee's bio.

Appropriate membership category: ☒ Active ☐ Retired

Respectfully submitted by:

LAI Member Sponsor:



Date: 6/6/17

Email nomination form to:
lai@lai.org



Karl Koebel,
CCIM
MANAGING PRINCIPAL

AFFILIATIONS

CCIM – Certified Commercial Investment Member

CTCAR – Central Texas Commercial Association of Realtors

ABOR – Austin Board of Real Estate

NAR – National Association of Realtors

TAR – Texas Association of Realtors

TREC LICENSE #468749

karl@marketplacetexas.com
512.331.4000 o
512.565.3438 m



As a full-service commercial real estate firm, Marketplace Real Estate Group partners with clients to deliver solutions that help solve their real estate and investment needs. Utilizing decades of industry experience, market knowledge and functional expertise, Marketplace goes beyond the norm to locate new investment opportunities, execute sales and due diligence with integrity and efficiency, and to help grow our client's real estate portfolios.

ABOUT KARL KOEBEL

Karl has been a long-time, avid proponent for growth and development in Austin's untapped southeast submarket. He and his business partner, Doug Launius, are known as the "go-to guys" of southeast Austin. Karl and his team welcome investors from across the globe with warm, southern hospitality and are firm believers in their company's motto "doing well by doing good".

Karl Koebel brings a unique set of skills and an unmatched personability to commercial real estate. He knows what it takes to market and develop commercial property. He listens to the concerns of landowners and uses a system that's realistic and understandable.

After serving in the US Air Force for nearly a decade, Karl Koebel began his career in the commercial real estate industry. Since 1999, Karl has been a leading commercial real estate broker in the Austin area and is currently the head of his own endeavor, Marketplace Real Estate Group. Karl is passionate about connecting opportunity to those who seek it. He has charted a path for Austin's continued growth and has the solutions to assure the city stays prosperous while maintaining its identity and heritage.

Karl's most recent venture and passion project is Velocity Crossing, a ±390 acre mixed-use development project at the corner of SH-130 and Highway 71 in Southeast Austin. The property is zoned LI-PDA and located a Triple Freeport Zone which allows businesses to avoid taxes on inventory that leaves the state within 175 days. The project hopes to be the catalyst for much-needed services to the Southeast Austin and Del Valle communities.

NOTABLE PROJECTS

- Velocity Crossing – 390 acre, mixed-use development in Southeast Austin
- Southeast Austin – Listing or own and marketing for sale and development ±1,500 acres in SE Austin near the Circuit of the Americas
- Kitty Hill Airport Development – Conversion into 550+ single family residential lots
- City of Austin – 100,000 SF manufacturing facility in SE Austin

EDUCATION

- United States Air Force (8 years) Ammunitions Technologies
- University of Maryland, Extension courses
- Okaloosa – Walton College, NW Florida
- Austin Institute of Real Estate 99' – Licensed Broker
- Business Professionals Course—AJI (2 year Business studies) San Francisco, CA
- CCIM-Certified Commercial Investment Member (Designee)

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ANNA HOGE, RLA, ASLA
Landscape Architect
Consort, Inc.

EXPERIENCE

Years with Firm: 8

Years of Experience: 17

EDUCATION

Bachelor of Arts,
Landscape Architecture,
University of Florida,
Gainesville, Florida 2000

LICENSES AND CERTIFICATIONS

Landscape Architect,
State of Texas, No. 2551

LEED Accredited Professional
GBCI No. 10300018
Issued 6/16/2009

ORGANIZATIONS

American Society of
Landscape Architects

CONSORT, INC. 2009-Present

Landscape Architect, LEED AP

Ms. Hoge is responsible for project management, landscape architectural and planning services provided by Consort. This includes landscape architectural design, land planning and site investigation for a wide variety of projects at various scales. Ms. Hoge works with the Consort team to process necessary entitlements and permits in addition to her project management and design responsibilities. She is also an integral part of the marketing, website and social media team within the firm.

Ms. Hoge often prepares site investigation reports for complex properties in Austin. These reports analyze the property's existing physical properties and the various city, state and federal development rules and regulations which apply to the site. They also explore and help define the myriad of rules, regulations, encumbrances and potential physical limitations which might impact the property for its highest and best use. These reports are requested by both buyers and sellers, and act as valuable resources for a potential buyer and developer. She recently completed an investigation for the homeowner's association of a fifty-eight unit condominium community in the highly desirable Rainey Street district in downtown Austin. The property had a very complex zoning profile due to the multiple layers of overlays and underlays associated with the site. The report was issued with the property's sales package, and the property quickly went under contract. Ms. Hoge will act as project manager for site development services for the property's buyer, which plans to develop twin multi-residential towers with an estimated 900 units..

Ms. Hoge is project manager of a fast growing, local burger chain. With no prototype for the building, each project is a new and exciting challenge. As the point of contact for the client, she is often called upon during the site selection phase, and works closely with the client to analyze the site's potential for the specific use, and preparing due diligence documents for the client and design teams. When a site is being considered, Ms. Hoge leads the team with site planning for the project. She is responsible for working with the many team members on the design and preparation of entitlement and permit documents, while ensuring the projects stay on schedule and within budget. She currently has three stores operating, and three additional in various stages of development.



**LAMBDA ALPHA INTERNATIONAL
AT-LARGE MEMBERSHIP NOMINATION FORM**

Name of proposed member: LAURIE J. LOGUE
Position: EVP
Firm: AUSTIN Executive Market Mgr for BROADWAY BANK
Business Address: 911 W. 38th ST. Suite 100
City/ST: AUSTIN Zip: 78705 Telephone: 512 465 6589
E-mail: LLOGUE@BROADWAY.BANK Facsimile: _____
Residence Address: 4814 TWIN VALLEY DR
City: AUSTIN Zip: 78701 Telephone: 512.632.1971
EDUCATION: Degree: BBA Field: PLM Year: 1983 Institution: UT @ AUSTIN
Degree: _____ Field: _____ Year: _____ Institution: _____

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|--|--|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input type="checkbox"/> Real Estate Consulting |
| <input type="checkbox"/> Architecture | <input type="checkbox"/> Real Estate Development |
| <input type="checkbox"/> Asset Management | <input checked="" type="checkbox"/> Real Estate Finance |
| <input type="checkbox"/> Environmental | <input type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input type="checkbox"/> Real Estate Marketing |
| <input type="checkbox"/> Historical Preservation | <input type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input type="checkbox"/> Non-Profit/Assoc. | <input type="checkbox"/> Urban Development/Redevelopment |
| <input type="checkbox"/> Property Tax Assessment | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Public Works | |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. #1 B Commercial R.E. financing for last 27 yrs
2. MAT in Northern Calif for 10 years
3. President of BROADWAY Bank - Austin Division

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

Laurie is considered one of the foremost ^{Commercial} real estate financing experts in the Austin market. I have worked with Laurie since the 1980's when she was a MAT appraiser.

Citation:

The nominating member **must** write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

In recognition of her expertise and contributions to ~~the~~ commercial real estate finance.

Attach a copy of nominee's bio.

attached

Appropriate membership category: ☒ Active ☐ Retired

Respectfully submitted by:

LAI Member Sponsor:

Steven B. Gragg

Date: 06.06.17

Email nomination form to:
lai@lai.org

Commercial Real Estate



Laurie J. Logue

**Executive Vice President, Austin Market Executive
Group Manager/Specialists**

llogue@broadway.bank

Laurie joined Broadway Bank in 2013 to specifically serve the commercial real estate financing needs of clients throughout central Texas. She is a successful real estate finance veteran with a proven record of structuring solutions for clients acquiring, investing, or developing commercial real property. For the last 30 years, she has underwritten \$1Billion in construction and interim term transactions; ranging from single tenant owner occupied to institutional investment portfolios. Laurie holds a Bachelor of Business degree from the University of Texas, and is a former Member of the Appraisal Institute. Laurie is a sought after leader and advisor on boards, community groups, and real estate industry forums.



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See connections (500+)



Contact and Personal Info

Laurie J.'s Profile, Websites, Phone, and I

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1st

Laurie J. Logue

Executive Vice President - Austin Market Executive Broadway Bank

Broadway Bank • The University of Texas at Austin

Austin, Texas Area • 500+

Message

Successful commercial finance veteran with a proven record structuring solutions for clients acquiring or developing commercial real property throughout central Texas. Thirty plus years of transaction experience in single a... See more

Highlights



6 Mutual Connections

You and Laurie J. both know Nate Paul, Rudy Robinson, and 4 others



1 Mutual Group

You and Laurie J. are both in the ULI-the Urban Land Institute group

Experience



Executive Vice President Austin Market Executive

Broadway Bank

Apr 2013 - Present • 4 yrs 3 mos
Austin, Texas

As the Austin Market Executive my duties are to expand and enhance Broadway Bank's long standing reputation and foothold in central Texas. Our goals are to continue building and establishing long standing banking relationships with business owners, investors, and developers.



Loan Officer

Fairway Independent Mortgage Corporation

Feb 2012 - Apr 2013 • 1 yr 3 mos

Originating and brokering commercial and residential mortgage loans.

Senior Vice President

Wells Fargo Private Bank

Jul 2010 - Dec 2011 • 1 yr 6 mos

Recruited to build Private Client practice with high net worth commercial real estate clientele. This position allowed me to cross sell and an array of lending products and wealth management solutions to private clients.

Senior Vice President

People Also Viewed



Kara Pinnelli • 2nd

Senior Vice President - Commer
Lending at Broadway Bank

Nancy Geisler McDonald • 2

Vice President at UBS Wealth
Management

Pat Robertson • 2nd

Wealth Management



Brian Lilly, CRP • 3rd

Sr. Mortgage Originator at North
Bank Mortgage

Blake Absher • 2nd

Austin Market President at BB&



Suzanna Caballero • 2nd

Senior Vice President - Small Bu
Lending at Vantage Bank Texas

Casey Friesenhahn • 2nd

Vice President, Commercial Rea
at Broadway Bank

Margot Harmatuk • 3rd

Financial Center Manager at Un
Federal Credit Union

Curt Kruse • 3rd

Senior Vice President at Vantage
Texas

KYLE GAUTHREUX • 2nd

Managing Director at UBS

Learn the skills Laurie J. has

Financial Analysis: Maki

Messaging





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Austin, Texas area

Responsible for growing and servicing a \$150 Million construction and land development portfolio.

ona

Area President

Colonial Bank

Jan 2005 - Dec 2005 • 12 mos

Austin, Texas

Man

Transitional leader for regional bank with \$250 Million loan portfolio and 18 employees.

iore

See more positions ~

Education

The University of Texas at Austin

Business, PLM

1980 - 1983

Activities and Societies: Phi Beta Chi, PLM club



Workshop

Hard Money Is For Suckers
Have Verified Private Lenders
Compete To Fund Your Property
Min 20% Down.March Madness in Cleaning
Orange county, CA -goodness we clean
homes just locally & call 714 728-8966

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Messaging



Laurie J. Logue
Executive Vice President
Austin Market Executive

Laurie is an Executive Vice President with Broadway Bank, where she provides the financing needs of commercial real estate investors and developers throughout central Texas; and manages seven banking financial centers throughout the Austin region. She is a finance veteran with a proven record of structuring solutions for clients acquiring, investing, or developing commercial real property. For the last 30 years, she has underwritten \$1Billion in construction and permanent financing transactions; ranging from single tenant owner occupied to institutional investment portfolios. Laurie holds a Bachelor of Business degree from the University of Texas, and is a former Member of the Appraisal Institute (MAI).

Fellows Nominations

Strategic Plan Resultion



MOTION NO. __ OF THE EXECUTIVE COMMITTEE
(LAI Strategic Plan)

MOVED BY: _____

SECONDED BY: _____

WHEREAS:

NOW THEREFORE BE IT RESOLVED that:

1. The Executive Committee recommends the Strategic Plan attached hereto as Schedule "A" as the Strategic Plan for Lambda Alpha International, 2018-2022 and the Board of Governors be so advised.
2. Upon adoption by the Board of Governors, the LAI Strategic Plan be posted on the LAI Website and the Executive Director be requested to consider conformity thereto in the actions and activities of the Society and report periodically and at least annually on the implementation thereof.

DATED at this 17th day of August, 2017.

By the: EXECUTIVE COMMITTEE

President

Secretary / Vice-President

MOTION NO. __ OF THE BOARD OF GOVERNORS
(LAI Strategic Plan)

MOVED BY: _____

SECONDED BY: _____

THE AFORESAID resolution of the Executive Committee be and the same be received,
ratified and confirmed (subject to the following modification _____

_____).

DATED at Vancouver, BC, this 14th day of September 2017.

By the: BOARD OF GOVERNORS

President

Secretary / Vice-President



STRATEGIC PLAN FOR THE PERIOD 2018-2022

Revised: July 6, 2017

1. BACKGROUND AND PERSPECTIVE ON LAI AS A CORPORATION AND FEDERATION OF CHAPTERS

This document presents a Strategic Plan designed to guide the activities of Lambda Alpha International (LAI). It draws on previous versions and has been revised with comments from a series of Strategic Plan discussions held during Board of Governors and Executive Committee meetings, President Roundtable sessions, Strategic Plan Committee considerations, submissions and an open Forum, during 2016 and 2017.

The 2018-22 Strategic Plan has been restructured based on the recommendations of the ad-hoc Governance Committee provided in October 2015 and the work of a Strategic Plan Committee. The Strategic Plan also incorporates the key findings and recommendations from LAI's Brand Enhancement Project conducted from 2013 to 2015.

LAI exists as a vehicle to aid in the development and sharing of the principles and practice of land economics among its members. It provides a forum for the transfer and debate of land economic principles, concepts, and projects among the variety of professions that constitute the practice of land economics including architects, city planners, developers, appraisers, attorneys/lawyers, engineers, other real estate professionals and government officials. Its meetings, events, and publications provide a platform to facilitate such discussions, encourage learning and personal contact, and honor the significant contributions of relevant professionals. The interaction between members facilitates cross-pollination of ideas enabling real learning related to developing land use practices that encourage the long-term viability, sustainability, and productivity of land resources.

LAI does not advocate for one land use and related policy over another; rather, it is a forum for discussing land use, and expanding the knowledge of land use and related policies, all in the best service of member contacts and of the environment. Drawing on its academic roots, LAI seeks to expand knowledge of wise land use practices in schools and universities, as well as to the public. A key strength of LAI is in the quality of its members, their achievements and their recognition in their respective communities. LAI members have recognized expertise in land use and related policy matters and accept a civic obligation to share that knowledge.

LAI provides opportunities for members to propose and test ideas in an atmosphere of support and honest dialogue. Hewing to the principles taught by LAI's academic founder, Richard T. Ely, it is a place for the "winnowing and sifting of ideas" where diversity of opinion is welcomed. LAI provides a forum with access to key decision makers, as well as a chance to share ideas among the constituent professions of its members. LAI takes a wide view of its relationship to land—a wider view than any of LAI's constituent professions.

As LAI moves forward and evaluates possible programs and opportunities, it is to include implementation cost considerations associated with suggested courses of action. Estimates may include additional staff responsibilities, software, equipment and travel costs. Activities and their associated expenses are to be considered simultaneously as strategies are developed to grow the Society, expand the reach of membership, and increase the services offered to members. As stewards of this voluntary membership entity, careful consideration and evaluations should be given to activities that provide the best return on the organizations investment of its resources.

The attributes of membership in LAI, its benefits and value are described in *APPENDIX 'A'*.

The responsibility of LAI to the local Chapters, in aiding for good governance and effective administration, its services to the membership and to the local Chapters and a listing of specific services provided is described in *APPENDIX 'B'*.

The LAI Strategic Plan 'Implementation Plan' is attached as *APPENDIX 'C'*. This document, applicable to International and not the individual local Chapters, constitutes both an 'objectives' listing and progress report. It is intended and available for updating in accordance with the Work Program of this Plan, every two years as administrations change with the biannual elections of LAI.

2. THE VISION, MISSION, PRINCIPLES AND GOALS OF LAI

Vision - Honorary, Multidisciplinary and Global

LAI is an honorary organization established to recognize and facilitate interaction among the leaders in all professions contributing to land economics. LAI is a selective, networked land oriented international association. It seeks to be recognized as the international forum for land economics where members develop valuable connections, expose challenges and responses, share best practices and multi-disciplinary learning experiences all to make a difference in our communities worldwide.

Mission – Connecting Professionals, Sharing Knowledge and Advancing Best Practices.

LAI strives to encourage shared knowledge among its members; it encourages them to create, support, and participate in educational and training activities aimed at promulgating sound land economic policies and practices. LAI fosters high ethical standards; it encourages learning and exchange among its members through meetings, discussions, social interaction, and community activities organized both at a local Chapter level and through international meetings and events.

LAI's mission is to provide, support and enhance the connectivity of a network of Chapters that offer land economics programs and meetings to facilitate the interaction of members who have distinguished themselves in their professions, their communities, and through academic achievement.

LAI's Chapters strive to include a membership that represents all professional fields involved in achieving high quality built environments through the practice of land development and land economics.

PRINCIPLES

LAI as an honorary society promotes values to serve as a compass for our action and behavior both in the organization and in practices throughout the world. These principle values are:

1. Focus: LAI is a forum for discussing land use and expanding the knowledge of land use and related policies, all in the best service of its members and their contacts – for excellence in city building, best practices and a sustainable environment. LAI does not advocate for one land use policy over another.

2. Embracing: LAI embraces all aspects of professional and academic activity relating to land economics.
3. Global: LAI embraces land related expertise from all members, local, regional and international.
4. Dialogue: LAI promotes an atmosphere of support and honest dialogue to encourage learning and exchange among its members.
5. Knowledge: LAI seeks to expand knowledge of wise land use practices.
6. Ethical: LAI seeks to foster highly ethical practices in schools and universities, as well as to the public for improving the quality of life.

GOALS

To align with its *Principles*, LAI has the following goals:

- Goal 1: To advance a close working bond and mutual understanding among members and local Chapters on practices, broadened perspectives and information exchanges related to land economics.
- Goal 2: To expand the member's knowledge, approach, mechanics, funding and understanding of the principles of land economics and to encourage and support the application of such principles to public policy, academic and private endeavors in collegial, intellectually curious and factual forums of open exchange and discussion;
- Goal 3: To contribute to the enrichment of our urban and rural environment by taking those actions and support those ideas, individually and collectively, and benefit the quality of human life;
- Goal 4: To recognize and honor men and women in all parts of the world whose achievements have contributed, directly or indirectly, to the advancement of the science of land economics, to a better understanding of the principles of land economics, or to the practical application of such principles in the preservation, development or better utilization of the world's and resources; and
- Goal 5: To encourage, support and advance the study and practice of land economics and support the highest ideals of scholarship and integrity for all fields -
- professional, business, governmental and academic -- in which land economics is studied or practiced.

3. PROVIDING EFFECTIVE CHAPTER SUPPORT

LAI, or *International*, is the incorporated representative body of a federation of local LAI chartered Chapters. A local LAI Chapter has the prime responsibility for articulating and advancing the priorities of the Chapter consistent with the *Vision, Mission, Principles and Goals* of LAI. Since 2006, local Chapters are intended and required to be independent corporate entities, established with strong and binding linkages including each Chapter's representation on the LAI Board of Governors.

It is a principal purpose of LAI that its Chapters are the instruments with the capability and function of contributing constructively to the *Goals* of LAI in their respective local communities. The health of LAI Chapters, including such matters as growth and membership retention, active leadership, interesting and challenging programs and community outreach, including inter-Chapter communications, is a principal purpose of the policies and programs of International.

In turn, LAI must become sufficiently apparent for the reliable delivery of valued services and benefits to the local Chapters and the membership by providing obvious value for the payment of International dues.

Healthy Chapters need to reach a sustainable level of members consistent with the needs and characteristics of its geographic territory. A sustainable level of membership means that a Chapter has:

- sufficient membership to host well-attended programs.
- sufficient number of candidates to ensure refreshed Chapter executive committee membership.
- sufficient financial resources to support Chapter programs, events and administrative functions.
- sufficient financial resources to fund support staff personnel (often on a part-time basis) to undertake most of its administrative functions thereby ensuring that administrative functions do not unduly burden the Chapter executive committee.

Several "Briefing Memoranda", in the nature of best practice directions, are available on the LAI website (*lai.org*) on relevant Chapter and member responsibilities.

3.1. LAI Service Delivery Structure

International maintains a service delivery structure that permits active participation by LAI members and local Chapter officers and representatives in the work of LAI through the following specific vehicles:

- a. A *Chapter Services Committee* as a standing committee of LAI with the mandated direction to stimulate communications with local Chapters, to advance local Chapter issues, convene and conduct Presidents Roundtables and provide Chapter support and grants on a regular and pro-active basis.
- b. The assignment of *LAI Regional Vice Presidents*, reporting to the Chapter Services Committee, to have principal responsibility for the exchange and communication of LAI interests between local Chapters in their respective territorial areas and International. International sets standards for the activities of Regional Vice Presidents, including funding regular communication and contact experiences related to all local Chapters in their respective regions. The Regional Vice Presidents are required to take the initiative in meeting with local Chapter leaders to determine the actions that might lead to improvements in Chapter effectiveness, overall health, and growth.
- c. The provision and funding of *International administrative support* at a level sufficient to administer LAI services in accordance with the goals of this Strategic Plan.
- d. The maintenance of a Global Chapter providing a web-based forum for members and Members-at-Large to experience and share communications, education and connections across the membership.
- e. The assignment of *LAI Assistant Regional Vice Presidents*, within the New Chapter Development Committee, to have principle responsibility for LAI interests in locating, developing and chartering new chapters and identifying local Chapters with the need and methodology to achieve revitalization.
- f. Voting membership on the LAI Board of Governors.

3.2. Assistance with Chapter Responsibilities

While not a Strategic Plan for its local Chapters, this Plan recognizes that LAI local Chapters have responsibilities in the context of their role in meeting LAI's *Vision* and *Mission* to ensure LAI's overall success and continued growth. Toward these ends, International shall:

- a. Identify the responsibilities of local Chapters and their administration, including the implementation of leadership responsibilities reflected in the provisions of the Standard Chapter By-laws of LAI, nominations, offices, local Chapter committees, and membership, but also the activities and responsibilities of the Chapter Services Committee in:
 - i) support grants

- ii) operational guidance, monitoring and reporting
 - iii) membership growth, retention and reporting
 - iv) Presidents Roundtables
 - v) Inter- chapter communications and member linkages.
- b. Develop, publish and update objectives for achieving viable and sustainable local Chapters.
- c. Assist in identifying and recruiting eligible prospective members in the territorial areas of established or proposed local Chapters. This may include canvassing members across the LAI membership to identify professional friends and colleagues in the areas of the Chapters seeking membership growth.
- d. Provide to all Chapters recruitment guidelines, simplified initiation procedures, requisite memorabilia of membership, insignia and written delineations of the expectations of membership in LAI.
- e. Oversee and monitor the health of local Chapters including addressing the existence of lapses in strong and committed leadership in local Chapters or lapses in the co-operation of members to nominate, maintain, and grow local Chapters.
- f. Exercise LAI's responsibilities under the LAI By-law for the issuance and revocation of Charters for local Chapters where the *Vision, Mission, Principles* and *Goals* of LAI are jeopardized by non-performance; inactivity; failure to remit dues; failure to contribute to the objectives, and obligations of LAI; or other organizational difficulties that may appear. In such circumstances, International shall provide appropriate vehicles for the assessment and communication with leaders of local Chapters to assess and make recommendations on ways and means to support, resuscitate, communicate with, and advance the interest of LAI and its local Chapters in the communities so identified.

LAI shall provide appropriate vehicles through its Chapter Services Committee and Regional Vice Presidents for the assessment and communication with the leaders of the local Chapters, including recommendations on support, resuscitation, communication with and the advancement of LAI and its local Chapters in communities so identified. LAI publishes best practices Briefing Notes, available from the LAI website: *lai.org*.

4. NEW CHAPTER DEVELOPMENT

4.1 Expanding LAI's Chapter Base

LAI seeks to proactively advance the study and practice of land economics throughout the world by establishing new local Chapters in communities that are large enough to permit LAI to flourish, including, in each local Chapter, membership inclusive of a strong and relevant academic base. As a volunteer organization with limited local staff capability, LAI can only be a force in a community if there is a strong local leadership cadre that can organize and continue as a local Chapter of LAI.

Where locations for new Chapters appear to be promising, the New Chapter Development Committee Chair and the LAI Regional Vice President for the proposed new Chapter will identify “champions” consisting of current LAI members. LAI champions assist in identifying and communicating with prospective members in the new location; effectively, they are ambassadors from LAI to help interested individuals form a new local Chapter.

New Chapters are encouraged to establish a goal for a sustainable level of membership and an active program offering as part of their formation proceeding based upon the characteristics of their geographic territory. In selecting members, the new Chapter should try to provide the mix of individuals and develop the financial resources to organize and maintain strong programs.

LAI maintains a “New Chapter Development Guide” to assist, direct and inform the process of new chapter formation guided by the local Chapter Charter issuance process.

4.2 Establishing New Chapters

LAI began in North America and has now expanded to include Chapters in Europe, Asia and the Pacific Rim. Fundamental questions when considering new Chapters are:

- Can LAI thrive in a new location and will the *Principles* on which LAI was founded be honored in a proposed new local Chapter?
- Will a new local Chapter reach out to its community and provide the kind of interaction forums, education and expertise that are hallmarks of LAI's *Mission*?
- Are there sufficient individuals identified within the geographic territory who meet the membership criteria and are interested in joining a local Chapter?

- Are there sufficient committed individuals in the local leadership roles to bring and sustain a proposed local Chapter?

If the answers to these fundamental questions suggest good prospects for the formation of a successful new local Chapter, the New Chapter Development Committee will communicate with interested Chapter sponsors, identify LAI champions for the effort, provide the group with the 'LAI New Chapter Development Guide', and agree on a timeline and milestones for establishing the new Chapter.

Materials on New Chapter formation are available on the LAI website, *lai.org*.

International will support the local Steering Committee, LAI Regional Vice President, and New Chapter Development Committee in the formation proceedings for the proposed new Chapter, all as set out in the New Chapter Development Guide.

4.3 Establishing Alternative Forms of Affiliation

The independent local LAI Chapter model may not represent the best way for LAI to grow in influence and membership in all communities of interest. There is a cadre of interested and skilled land economics professionals in countries and localities where LAI lacks Chapters that would meet the standards of membership, but where the local culture may not be conducive to independent Chapter formation. These individuals often maintain membership in local academic or professional organizations that play a similar role to LAI.

It is in the interest of LAI to seek an affiliation relationship with such organizations to facilitate interaction between these professionals and LAI members. These opportunities represent a way to further expand the global reach of LAI for its members in a cost-effective manner.

5. MARKETING LAMBDA ALPHA INTERNATIONAL

5.1. The Need to Market LAI

LAI and the local Chapters are comprised of elected members premised on the principle of an exclusive and distinguished organization of leaders and experts in land economics. However, exclusivity implies anonymity. Awareness of LAI must increase in related industries, disciplines, Chapter cities, and countries for LAI to be truly effective in its *Vision, Mission, Principles and Goals*.

Therefore, it is critical to make LAI known in a manner that reflects LAI's desired image.

Marketing LAI begins with having the membership well aware of the nature and purpose of the organization, its geographic distribution, its history, and the value of its elected, honorary character. This can be helped through the continued provision of information about LAI to membership through brochures, articles in *KeyNotes*, and marketing to members regarding the value and merit of LAI membership at local Chapter and International meetings. Many of these messages are appropriate for the public and LAI encourages a wider dissemination and consideration of its practices.

As part of implementation of the 2012-17 Strategic Plan, LAI completed a Brand Enhancement Project and launched its public relations strategy. Many of the activities listed below are included in the LAI's public relations strategy. A significant component supported in this LAI 2018-22 Strategic Plan is to fully implement the elements of the public relations strategy.

LAI will explore and implement an approved professional recognition designation for members similar to designations provided by other professional or membership organizations.

5.2 Increase LAI Exposure

A key aspect of marketing LAI is increasing its exposure to the broader industry. Hosting or co-hosting events having high visibility and reflecting the established position of LAI members in their disciplines and communities can be a useful approach to marketing. Some examples for local Chapters activities include these:

- Work with other organizations as sponsors and speakers to create an Annual Economic Summit Meeting by Real Estate firms:
- Host annual remarks by local Chapter city mayors or similar civic officials at local Chapter meetings.
- Sponsor public lectures on Land Economics.
- Sponsor podcasts on Land Economics.

5.3. Enhance the LAI Award Program, Expand Business Community Awareness of LAI Member Achievements

The award program can be an effective form of outreach and marketing if the

market is aware of it and learns to value the awards and awardees as important “news.” These are some ideas to bring this about:

- Publish information about LAI Awardees in key local and national media, including *KeyNotes*.
- Prepare press releases about LAI Awardees and send to news outlets in awardees home cities.
- Recognize LAI members in *KeyNotes* when they receive non-LAI Awards.
- Create local Chapter Award programs including local direction in distinct LAI Award categories.

5.4. Support Public Relations Efforts

An ongoing public relations program at the International and local Chapter level is critical to LAI’s marketing effort. LAI’s Brand Enhance Project included the development of several tools to enhance public relations efforts of International and its local Chapters. These tools include:

- A standard LAI Press Release form which has been distributed to all Chapters.
- A standard paragraph describing LAI to be included in all LAI press releases.
- Preparation of a national media mailing list and a media toolkit for Chapters in a similar format for local media mailing and contact.
- Updating and refreshment of Briefing Papers and Notes

5.5 Increase Ability to Secure Continuing Education Credits

To the extent possible, all meetings at the local Chapter and International level will be tied to the continuing education credit programs of allied organizations as a tool to increase meeting attendance and to assist LAI members to meet organization accreditation criteria.

6. LAI WORK PROGRAM 2018-22

A Work Program summarizes the key activities upon which LAI will focus its attention in the period of this Strategic Plan follows.

The elements of the Work Plan are set out in separate numbered paragraphs; however, actions ancillary or necessary to their conduct are expressly included, whether or not referenced or noted as requiring prerequisites.

A ‘code’ is established adjacent each element:

The code directs its relevance to the Part 2: *Vision (V), Mission (M), Principle (P)* and *Goal (G)* of the LAI Strategic Plan that is applicable.

A ‘timeframe’ commencing (and continuing) within the context of this Strategic Plan is noted: ((ST) –short; (MT)- medium; (LT) – longer term).

As well, a broad expectation of potential cost (\$ - minimal; \$\$- some exposure; \$\$\$- annual budget requirement), is entered.

The determination of each of these and their relative priority remains with the Executive Committee and Board of Governors in office from time to time over the period of the Strategic Plan.

APPENDIX ‘C’ provides a finer grain Implementation Plan for each two-year administration cycle for LAI. It is intended that this format provide not just the identification of the immediate *Goals* of that term, but also a record of progress towards their fulfillment.

Structural Review

In conducting these activities, below, LAI may also wish to give consideration to greater specificity in the creation, reorganization and management of its committee structure to best accomplish the objectives established in this Work Program, including advancing associated special resolution or by-law amendments necessary or advisable to effect a structural review. By way of examples, LAI may wish to further elaborate on the leadership office, composition and directives to further focus, expand or establish:

Executive Committee, to include implementing an annual survey to the general membership and to promote and monitor the achievement of this Strategic Plan;

Chapter Services Committee, to develop an action plan, required resources and targets associated with its responsibilities on reporting, Chapter support grants, defining Regional Vice President roles, Presidents Roundtable sessions and related responsibilities;

New Chapter Development Committee, to develop an action plan, required resources and targets associated with its responsibilities in reporting, training sessions, protocols for constituting and revitalizing Chapters and the achievement of identifying and developing new Chapters;

Enhancing Liaison with the Land Economics Foundation, to include its promotion, profile and development in conjunction with LAI;

Advancing LAI Student Associations (LAISA), through a committee or otherwise to include mandate agreements, required resources, targets associated with advancing the education of land economics and maintaining contact over the bridge years to full membership qualifications;

Public Relations, Branding and Promotion, to achieve an action plan, resources and targets in aid of the Society, its Chapters, Committee programs, events and an LAI store to implement the recommendations of the former LAI Branding Committee; and

Events Planning, to include an appropriate mechanism or committee to achieve a schedule and coordination of events, actions, resources and targets for the sharing of knowledge, best practices, comradeship and accomplishment of the Work Program, as next defined.

- 6.1. Strive to achieve sustained growth in the membership of LAI (by 3 to 10 percent annually).

Membership growth offers the benefits of the Society; it must exceed replacement and retention efforts that result in the *status quo*. A culture of growth is a priority both for the enrichment of Chapters and for the Society as a whole. This increase should be achieved through a combination of increasing membership at existing Chapters, increasing Members-at-Large, broadening the scope and outreach of the Global Chapter and establishing new Chapters. With increased membership, LAI will be able to further augment support to the Chapters.

Tactics to increase membership should involve efforts to:

- a. Encourage Chapters to compile a data base of prospective and select multiple renowned, professional and recognized individuals that qualify as new members, such that LAI's membership is reflective of the distribution of land economics professionals in the Chapter's region. *V, G 1,2,4; (ST); \$*
- b. Establish new Chapters in a manner that increases the geographic scope as well as the number of LAI members. Set and identify target centers for new Chapter development and set performance reviews to identify and achieve new Chapter support needs. *M, P, G 1,4; (ST); \$\$\$*

- c. Consider hosting LAI sponsored events in prospective target centers without established chapters. Focus on those cities with identifiable plans and programs for revitalization and plan to create a better future for their community. *V, M, P, G1,2;(LT); \$\$*
 - d. Encourage Chapters to use the new member materials developed by International to enhance their recruitment of new members. *V, M, G1; (ST); \$*
 - e. Continue to improve new members tools that explain the tangible benefits associated with LAI membership beyond the local Chapter network context. *M, G1; (ST); \$*
 - f. Institute a regular member survey to determine member ideas to grow the importance of LAI in their professional lives as well as levels of satisfaction both with LAI functions and activities. *V, M, G1,2,5; (ST); \$*
 - g. Monitor Chapter health and prepare for proactive intervention where lapses in strong and committed leadership or declining membership are evident. *M, G1,2; (MT); \$\$*
 - h. Provide, in LAI, for the constitution of a Membership Committee with the purpose of assisting local Chapters in identifying goals, objectives and targets, including incentive programs, for the enhancement of membership and recruitment activities within the local Chapters, the identification of Members at Large, the outreach of the Global Chapter and role of International in enhancing membership in the Society. *V, M, G1,2; (ST); \$\$*
- 6.2. Assist local Chapters to grow their membership to a sustainable level given the characteristics of their geographic territory.
- a. Encourage local Chapters to set goals for the quantity, quality and diversity of membership.
 - b. Continue to improve and expand the best practices “Briefing Memoranda” to assist local Chapters to attract and retain members as well as improve their administration of the Chapter. *V, M, P, G1,2,3,4,5; (ST);*
 - c. Continue to add materials to the local Chapter Resources section of the LAI Website. *V, M, P, G2,3,5; (ST); \$*
 - d. Continue efforts to address the membership gap between when a student chapter member begins their career and ten years later become eligible for LAI membership. *V, M, G1; (ST); \$*

- e. Encourage meetings of local Chapter officers within a region to supplement Presidents Roundtable and Board of Governor's meetings for idea exchanges and standardizing best practices. *V, M, G1,2; (ST); \$\$*
- f. Produce materials to support the recruitment, orientation and education of new members. *V, M G1,2; (MT); \$\$\$*
- g. Enhance the effectiveness of the President's Roundtable as a means for local Chapters to share best practices and management and development issues. *V, M, P, G1,2,3; (ST); \$*

6.3. Highlight and advance the international stature of LAI membership:

- a. Improve and expand LAI's efforts to acknowledge and honor the diversity of the membership and award recipients in activities and publications. *V, M, G1,2,4,5; (ST); \$\$*
- b. Continue to improve the educational offerings at the Land Economics Weekends to provide opportunities for members to explore and learn about land economic projects and practices in cities across the world. Seek methods to share more broadly the ideas exchanged and best practice responses identified at the LEWs. In programming LEWs, place more emphasis on practice and applied professions. *V, M, G1,2,3,4,5; (MT); \$\$\$*
- c. Expand the programs and activities of the Global Chapter. Undertake programs for the exchange of expertise, the identification of external solutions or approaches undertaken in other jurisdictions and the building of international participation by stipend panels of LAI members in addressing local, regional, or global problems sets. *V, M, G1,2,3,5;(ST); \$\$*
- d. Strengthen LAI's standing committees and special committees by new and expanding committee membership, providing targeted objectives with reporting metrics and developing succession plans for committee leadership. *M, G2,5; (MT); \$*
- e. Seek affiliation opportunities and partnerships with similar organizations in communities where the need and desire for an LAI presence is apparent but where creation of a LAI Chapter would be difficult or counter to cultural norms. *V, M, I,5; (MT); \$*
- f. Highlight the international nature of the organization in LAI publications. *V, M, G1,2,3,5; (ST); \$*
- g. Challenge, by encouragement, regional attendance at an LAI Regional Event in addition to, but possibly coupled with a LEW, sponsored by LAI. *V, M, G3,5; (MT); \$\$*
- h. Prepare an annual updated Five Year Fiscal Plan integrating strategic action planning with budget forecasting. *M, P, G2,5; (MT); \$\$*

- i. Research and document the history of LAI and enhance the presentation of the history on the LAI website. M, P, G4; (MT); \$
- 6.4. Improve coordination between International and the Land Economics Foundation (LEF):
- a. Improve the communication of LEF's activities to Chapter members throughout LAI to encourage greater participation in funding LEF's activities. Highlight grants awarded and projects completed. Consider including presentations of completed LEF grant projects at Chapter meeting and LEW's. V, M, P, G2,3,4,5; (MT); \$
 - b. Seek methods to enhance and broadly distribute LEF's own efforts and the results of LEF funded projects. V, M, G2,5; (ST); \$
 - c. Explore means to enhance the annual new contributions to the LEF central fund. V, M, G2,5; (MT); \$
- 6.5. Expand LAI public relations efforts:
- a. Assist Chapters to better publicize use of the public relations toolkit developed as part of the Brand Enhancement Project. V, M, G2,3;(ST); \$
 - b. Connect LEF research funding to help advance LAI's image. V, M, G5; (ST); \$
 - c. Explore the feasibility and benefits of establishing new links between LAI and other land use organizations. V, M, G1; (MT); \$\$
 - d. Explore the feasibility and benefits of establishing an LAI approved professional recognition designation applicable to its members. V, M, G4; (MT); \$\$
 - e. Provide, in each year the topic and particulars of an event, tour or program to be held simultaneously by each local Chapter to celebrate the *Vision, Mission, Principles* and *Goals* of Lambda Alpha International, enhance public education and aid in membership identification and recruitment. V,M,P, G1,2,3,5; (MT); \$\$\$
 - f. Investigate the feasibility and benefits of developing and promoting a membership value video and mobile phone Application on LEW's, their sites, nature, benefit and offerings. V, M, G1; (MT); \$\$\$
 - g. Prepare better orientation and training material for new local Chapter officers or expand the role of Presidents Roundtable to include communication opportunities for other officers and directors within local Chapters. V,M, G1,2,3; (ST); \$\$\$
- 6.6. Improve communications within International and between International and the Chapters: marketing efforts to the broader public.

- a. Continue to invest in modern technologies to reduce the cost of communications and enhance the effectiveness of LAI meetings and conference calls. *V,M, P, G1,2; (MT); \$\$*
 - b. Facilitate improved communications between Chapters using the LAI website and both print and electronic media. *V,M, G1,3; (ST); \$*
 - c. Encourage Chapters to implement the LAI Chapter website template so that all Chapters have a functioning website. *V, M, G1,2; (ST); \$*
 - d. Establish a comprehensive LAI calendar that includes all upcoming LAI International meetings and encourage local Chapters to share and include meeting and event information with International of all local Chapter meetings. *V, M, P, G1,2; (ST); \$*
 - e. Institute a member survey on levels of satisfaction and suggestions for improvements and enhancements with both local Chapter and LAI functions and services. *V, M,G1,5; (ST); \$*
 - f. Investigate the feasibility and benefits of enhancing the LAI policy of financial support of long distance travel costs for local Chapter representative participation in Board of Governor's meetings. *V, M, G1,2; (MT); \$\$\$*
 - g. Encourage local Chapters to create the position of Chapter 'Scribe' or 'Communications Chair' with prescribed activities for liaison with International, other local Chapters, publicizing local Chapter activities and promoting LEW'S within the local Chapter membership. *V, M, P, G1,2,3,5; (MT); \$*
 - h. Encourage more event-oriented opportunities to share best practices amongst Chapters by topic identification, book fairs, identifying new Briefing Memoranda and special education sessions, salons or round table teleconferencing. *V, M, P, G1,2,3,5; (MT); \$\$*
- 6.7. Report on the progress of the implementing the Strategic Plan and fine tune the implementation activities.
- a. At each LAI Board of Governor's meeting, the President shall provide a summary report on the progress of the implementing the various activities proposed in the Strategic Plan and at the beginning of each new administration, the President elect shall define in *APPENDIX 'C'* the LAI Implementation Plan priorities for the ensuing two-year term. *V, M, G1; (ST); \$*
 - b. The LAI Board of Governors on the recommendation of the Executive Committee may at any time and shall at least every five (5) years review and adjust the Strategic Plan Work Program and Fiscal Plan, if any, which shall, in addition to the LAI Implementation Plan, *APPENDIX 'C'* hereto, serve as a guide for the Society's administrative and volunteer activities. *V, M, G1,2; (ST); \$*

7. CONCLUSION

Since 1930, LAI has invited distinguished practitioners, academics, and students in the land economics professions to join with one another in an honorary membership society for the sharing of knowledge and friendship, always seeking to enhance the design, sustainability and function of urban spaces. Growing from a single local Chapter in Chicago, LAI now reaches across North America, Europe, the Middle East, India, Asia, and the Pacific Rim, with new Chapters being formed.

While strength and diversity are found in the culture of the distinct local Chapters, International unites the entire global membership into one LAI. This Strategic Plan provides guidance to LAI as it grows and develops between 2018 and 2022

LAI hopes and expects that future Boards of Governors and Executive Committees will take the efforts addressed herein as a starting point to continually review, revise, and amend this Strategic Plan to keep it a living document and guide to the future growth of LAI. In that respect, we wish our successors only the best.

LAMBDA ALPHA INTERNATIONAL
BOARD OF GOVERNORS
September 14, 2017

APPENDIX 'A'

MEMBERSHIP IN LAI

The Members of LAI

LAI members are recognized in their particular discipline as professional and practical leaders. Membership in LAI is honorary through invitation and requires the nomination of all candidates to have made substantial accomplishments and contributions to their community and to their profession. This is determined through a candidate's demonstration of substantial experience that also gives evidence of local leadership and demonstrates ethical and professional achievement.

Benefits of Membership

LAI augmented by the Chapters provides forums for its members to learn and discuss issues of common concern in collegial settings. Because it consists of some of the most respected persons in their disciplines, these conversations, workshops, lectures, and social opportunities facilitate personal growth and create challenging opportunities for peer-to-peer discussions. This can result in detailed peer inputs and a broader understanding of how their professional endeavors affect conditions in society. Further, as an organization of select, elected membership, members receive and share in the recognition by LAI, the Chapters and the public as acknowledged leaders of the land economics industry. All of this provides LAI members with a broader base of peer-level professional contacts and a broadened social network.

The Value of LAI Membership

LAI members gain personal satisfaction and professional growth through active participation in a select diverse international community of peers. Through the social and educational components of LAI, members have ample opportunity to stimulate their intellectual curiosity, expand their knowledge and build a broad network of colleagues. This in turn enables members to give back to the community in the form of better professional decisions and community-wide educational and service.

Further, the interactions between knowledgeable colleagues, presentations, workshops, and discussion forums (provided at Chapter and the international sponsored events) provide continuing insights for each member as to how to make better land use and real estate decisions. LAI allows its members to establish a broad and deep social and professional peer network of colleagues in their city of residence, in all communities which host a LAI Chapter and in accessing LAI's Global Chapter.

APPENDIX 'B'

THE RESPONSIBILITIES OF LAI TO ITS LOCAL CHAPTERS

Serving the Membership and the Chapters

LAI, consisting of the Board of Governors, the LAI Executive Committee, its sub-committees and the office of the Executive Director (hereafter, International) is responsible for providing services, programs, standards, and specialized assistance to maintain the goals of LAI and the high esteem by which admission to membership in a local Chapter, or as a Member-at-Large of LAI, best reflects the enduring values envisaged for membership.

International plays a vital role in enabling the local Chapters of LAI to function independently and together as an honorary society. International serves as the unifying element. The Board of Governors, assisted by its Executive Committee, sets the policy framework and manages the overall affairs of LAI.

International supports and provides a range of services and resources to the local Chapters and individual members through the provision of print and web-based publications, webinars, an awards program, the maintenance of the Land Economics Foundation, the Global Chapter, and the support of interconnected networking and educational programs held in host cities (Land Economics Weekends or “LEWS”), open to all members.

The services and benefits to members, Members-at-Large and the local Chapters provided by International are summarized below in Attachment 1.

Serving the local Chapters

A strength and foundation of LAI is that it functions as a confederation of Chapters rather than as a centralized organization. This is due to the nature of the Chapter form of governance wherein the Presidents of each local Chapter are members of the Board of Governors. It is also a reflection of the reality that LAI’s vision, mission and operational activity is fundamentally achieved at the local Chapter level in meetings among professionals known to each other in their communities. Each local Chapter offers a range of networking, educational, and community service activities that are available to all members.

Serving the Membership

LAI's greatest asset is its ability to bring together knowledgeable professionals from all aspects of land economics professions to share information and to learn from one another on neutral ground. International facilitates this activity by providing a linkage between local Chapters, as well as offering opportunities for Chapter members across LAI's geographic reach to know, learn, and engage one another in professional discourse. The meetings and resources provided by International, including membership in its Global Chapter, are the means for interested members from across the world to connect and engage in such discussions.

Attachment 1

Services Provided by International

In support of its members, Members-at-Large and Chapters, International activities include:

Administrative Activities

- Maintaining membership records for all Chapters and Members At-Large.
- Collecting dues for International and for Chapters that desire it.
- Maintaining the International Website for LAI.
- Maintaining LAI administrative records.
- Providing administrative services for Chapters and members.
- Establishing and maintaining an indexed, archival storage and retrieval system for Land Economics Weekend events, member publications, historical documentation, and work products useful to advancing land economics principles.
- Providing a central repository where all Chapters can come for information and help in maintaining their branch of LAI.
- Providing insurance for International and Chapter directors and officers.
- Supporting by Declaration of Trust the Land Economics Foundation of LAI.

Membership Activities

- Assisting in the formation of new Chapters.
- Assisting the International Scribe in publishing LAI's newsletter, *KeyNotes*.
- Conducting semi-annual LAI business meetings and sponsoring Land Economics Weekends to afford interested members the opportunity to meet members from other Chapters, learn, tour developments in host cities, and develop a broader professional and social network. Land Economics Weekends and the LAI business meetings are held in the territorial area of local Chapters or at venues of interest to the membership, including centers of prospective Chapter development.
- Promoting recognition of significant contributions to the discipline of land economics from the membership and beyond, in part through the LAI International Awards Program.
- Assisting the Global Chapter as a special forum for LAI members seeking contact with members, LAI Chapters and Members-at-Large.

Chapter Support Activities

- Providing for electronic communications between Chapters, including the International Website and other forms of electronic media exchange, to assist with the sharing of ideas, programs, and speaker resources among local Chapters.

- Providing communication vehicles, publications, newsletters, and information support, through *KeyNotes* and other forms of electronic communication, to inform and enhance regular communication between LAI members and the local Chapters.
- Assisting Chapters to establish Websites for purposes specific to the Chapter, including access to the LAI Web site.
- Providing counseling, targeted meeting opportunities, best practices exchanges, and encouraging other vehicles of communication, relationship enhancement, support, and information exchange to best project the objectives, interests, and goals of LAI and its local Chapters universally and amongst its membership.
- Providing incentives and the encouragement of local Chapter support for the attendance of Chapter officers and representatives at LAI business meetings of the Board of Governors and its Land Economics Foundation,
- Providing web-based central resources for local Chapter programs, recruitment, induction ceremony insignia, memorabilia, policies, procedures, and practices, and Briefing Memoranda on multiple subjects germane to the functions of the Chapters and members.
- Encouraging and supporting the activities of local Chapters associated with contributing to, participating in, and funding the activities and programs of the Land Economics Foundation of LAI.
- Accommodating associations and relationships with other professional organizations independent of the membership obligations in LAI and its local Chapters, including joint meetings, affiliation agreements, representative attendances, and other methods of interaction.
- Assisting Chapters that are having difficulties in managing their operations and growing their membership to a self-sustaining size.
- Encouraging and supporting local Chapter activities aimed at creating, maintaining, and supporting local LAI Student Associations.
- Providing, sometimes in conjunction with LEF, Chapter grants to encourage, support or sponsor Chapter activities consistent with the criteria and the purposes of LAI.

APPENDIX 'C'

Implementation Plan: 2017 -2019

2018-22 LAI Strategic Plan - Implementation Plan
as of July 6, 2017

Implementation Action	Assigned to	Time Frame	Cost	Current Status
V = Vision M = Mission P = Principle G# = Goal number		Completed ST - Short Term (1 year) MI - medium Term (2-3 years) LT - Long Term (4-5 years)	\$ - minimal \$\$ - Some exposure \$\$\$ Annual Budget Recruitment	
6.1. Encourage the Growth in the membership of LAI (by 3 to 10 percent annually). a. Encourage Chapters to compile a data base of prospective and select multiple renowned, professional and recognized individuals that qualify as new members, such that LAI's membership is reflective of the distribution of land economics professionals in the Chapter's region. V, G 1,2,4; (ST); \$	Chapter Services / Membership * (*after creation)	ST	\$	
b. Establish new Chapters in a manner that increases the geographic scope as well as the number of LAI members. Set and identify target centers for new Chapter development and set performance reviews to identify and achieve new Chapter support needs. M, P, G 1,4; (ST); \$\$\$	New Chapter Development	MT	\$\$\$	
c. Consider hosting LAI sponsored events in prospective target centers without established chapters. Focus on those cities with identifiable plans and programs for revitalization and plan to create a better future for their community. V, M, P, G1,2;(LT); \$\$	Executive	LT	\$\$	
d. Encourage Chapters to use the new member materials developed by International to enhance their recruitment of new members. V, M, G1; (ST); \$	Chapter Services Committee / Membership Committee * (*after creation)	ST	\$	
e. Continue to improve new members tools that explain the tangible benefits associated with LAI membership beyond the local Chapter network context. M, G1; (ST); \$	Chapter Services / Membership * (*after creation)	ST	\$	
f. Institute a regular member survey to determine member ideas to grow the importance of LAI in their professional lives as well as levels of satisfaction both with LAI functions and activities. V, M, G1,2,5; (ST); \$	Chapter Services / Membership * (*after creation)	ST	\$	
g. Monitor Chapter health and prepare for proactive intervention where lapses in strong and committed leadership or declining membership are evident. M, G1,2; (MT); \$\$	Chapter Services / Membership * (*after creation)	MT	\$	

2018-22 LAI Strategic Plan - Implementation Plan
as of July 6, 2017

Implementation Action	Assigned to	Time Frame	Cost	Current Status
V = Vision M = Mission P = Principle G# = Goal number		Completed ST - Short Term (1 year) MI - medium Term (2-3 years) LT - Long Term (4-5 years)	\$ - minimal \$\$ - Some exposure \$\$\$ Annual Budget Recruitment	
h. Provide, in LAI, for the constitution of a Membership Committee with the purpose of assisting local Chapters in identifying goals, objectives and targets, including incentive programs, for the enhancement of membership and recruitment activities within the local Chapters, the identification of Members at Large, the outreach of the Global Chapter and role of International in enhancing membership in the Society.	Executive	ST	\$\$	
6.2. Assist Chapters to grow their membership to a sustainable level given the characteristics of their geographic territory.				
a. Continue to improve and expand the best practices “Briefing Memorandums” to assist local Chapters to attract and retain members as well as improve their administration of the Chapter. V, M, P, G1,2,3,4,5 (ST) \$	Chapter Services supported by other Committees	ST	\$	
b. Continue to use the President’s Roundtable at the LAI Business Meetings as a means for Chapters to share best practices. V, M, P, G2,3,5 (ST) \$	Chapter Services	ST	\$	
c. Continue to add materials to the Chapter Resources section of the LAI Website. V, M, P, G1,2,3 (ST) \$	Executive Director	ST	\$	
d. Continue efforts to address the membership gap between the time a professional begins their career and become eligible for LAI membership. V, M, G5 (ST) \$	Chapter Services / Membership * (*after creation)	ST	\$	
e. Encourage meetings of chapter officers within a region to supplement Presidents Roundtable and Board of Governor’s meetings for idea exchanges and standardizing best practices. V, M, G3,5 (ST) \$\$	Chapter Services	ST	\$\$	
f. Produce materials to support the recruitment, orientation and education of new members. V, M G1,2; (MT); \$\$\$	Chapter Services	ST	\$\$\$	
g. Enhance the effectiveness of the President’s Roundtable as a means for local Chapters to share best practices and management and development issues. V, M, P, G1,2,3; (ST); \$	Chapter Services	ST	\$	

2018-22 LAI Strategic Plan - Implementation Plan
as of July 6, 2017

Implementation Action	Assigned to	Time Frame	Cost	Current Status
V = Vision M = Mission P = Principle G# = Goal number		Completed ST - Short Term (1 year) MI - medium Term (2-3 years) LT - Long Term (4-5 years)	\$ - minimal \$\$ - Some exposure \$\$\$ Annual Budget Development	
6.3 Highlight and advance the international stature of LAI membership: a. Improve and expand LAI's efforts to acknowledge and honor the diversity of the membership and award recipients in activities and publications. V, M, G1,3,4,5 (ST) \$\$ b. Continue to improve the educational offerings at the Land Economics Weekends to provide opportunities for members to explore and learn about land economic projects and practices in cities across the world. Seek methods to share more broadly the ideas exchanged and best practice responses identified at the LEWs. In programming LEWs, place more emphasis on practice and applied professions. V, M, G1,2,3,4,5 (MT) \$\$\$ c. Expand the programs and activities of the Global Chapter. Undertake programs for the exchange of expertise, the identification of external solutions or approaches undertaken in other jurisdictions and the building of international participation by stipend panels of LAI members in addressing local, regional, or global problems sets. V, M, G1,2,3,5 (ST) \$\$ d. Strengthen LAI's standing committees and special committees by new and expanding committee membership, providing targeted objectives with reporting metrics and developing succession plans for committee leadership. M, G1,3 (MT) \$ e. Seek affiliation opportunities and partnerships with similar organizations in communities where the need and desire for an LAI presence is apparent but where creation of a LAI Chapter would be difficult or counter to cultural norms. V, M, 1,5; (MT); \$ f. Highlight the international nature of the organization in LAI publications. V, M, G1,2,3,5 (ST) \$ g. Challenge, by encouragement, regional attendance at an LAI Regional Event in addition to, but possibly coupled with a LEW, sponsored by LAI. (*) V, M, G3,5 (MT) \$\$	Awards Public Relations Publications Publications Executive Global Chapter All Committees New Chapter Development Committee Executive Committee Publications Public Relations Chapters Publications Public Relations	ST MT ST MT MT ST MT	\$\$ \$\$\$ \$\$ \$ \$ \$ \$\$	

2018-22 LAI Strategic Plan - Implementation Plan
as of July 6, 2017

Implementation Action	Assigned to	Time Frame	Cost	Current Status
V = Vision M = Mission P = Principle G# = Goal number		Completed ST - Short Term (1 year) MI - medium Term (2-3 years) LT - Long Term (4-5 years)	\$ - minimal \$\$ - Some exposure \$\$\$ Annual Budget Reinvestment	
h. Prepare an annual updated Five Year Fiscal Plan integrating strategic action planning with budget forecasting. M, P, G2,5; (MT); \$\$	Finance	LT	\$\$	
i. Research and document the history of LAI and enhance the presentation of the history on the LAI website. M, P, G4; (MT); \$	Historian	MT	\$	
6.4 Improve coordination between International and the Land Economics				
a. Improve the communication of LEF's activities to Chapter members throughout LAI to encourage greater participation in funding LEF's activities. Highlight grants awarded and projects completed. Consider including presentations of completed LEF grant projects at Chapter meeting and LEW's. V, M, P, G1,2,3,4	LEF Publications Public Relations	MT	\$	
b. Seek methods to enhance and broadly distribute LEF's own efforts and the results of LEF funded projects. V, M, G1,3 (ST) \$	LEF Publications Public Relations	ST	\$	
c. Explore means to enhance the annual new contributions to the LEF central fund. V, M, G2,5; (MT); \$	LEF	MT	\$	
6.5. Expand LAI public relations efforts:				
a. Assist Chapters to better publicize use of the public relations toolkit developed as part of the Brand Enhancement Project. V, M, G2,3(ST) \$	Public Relations	ST	\$	
b. Connect LEF research funding to help advance LAI's image. V, M, G1 (ST) \$	LEF Public Regulations	ST	\$	
c. Explore the feasibility and benefits of establishing new links between LAI and other land use organizations. V, M, G1; (MT); \$\$	Public Relations	MT	\$\$	
d. Explore the feasibility and benefits of establishing an LAI approved professional recognition designation applicable to its members. V, M, G4; (MT); \$\$	Awards	MT	\$\$	

2018-22 LAI Strategic Plan - Implementation Plan
as of July 6, 2017

Implementation Action	Assigned to	Time Frame	Cost	Current Status
V = Vision M = Mission P = Principle G# = Goal number		Completed ST - Short Term (1 year) MI - medium Term (2-3 years) LT - Long Term (4-5 years)	\$ - minimal \$\$ - Some exposure \$\$\$ Annual Budget Recruitment	
e. Provide, in each year the topic and particulars of an event, tour or program to be held simultaneously by each local Chapter to celebrate the <i>Vision, Mission, Principles</i> and <i>Goals</i> of Lambda Alpha International, enhance public education and aid in membership identification and recruitment. (*) V,M,P, G1,2,3,5	Chapter Services Public Relations Publications	MT	\$\$\$	
f. Investigate the feasibility and benefits of developing and promoting a membership value video and mobile phone Application on LEW's, their sites, nature, benefit and offerings. V, M, G1; (MT); \$\$\$	Publications	MT	\$\$\$	
g. Investigate the feasibility and benefits of developing and promoting a membership value video and mobile phone Application on LEW's, their sites, nature, benefit and offerings. V, M, G1; (MT); \$\$\$	Chapter Services Public Relations	ST	\$\$\$	
6.6. Improve communications within International and between International and the Chapters: marketing efforts to the broader public.				
a. Continue to invest in modern technologies to reduce the cost of communications and enhance the effectiveness of LAI meetings and conference calls. V,M, P, G1,2; (MT); \$\$	Executive Executive Director	MT	\$\$	
b. Facilitate improved communications between Chapters using the LAI website and both print and electronic media. V,M, G1,3; (ST); \$	Publications Public Relations Executive Director	ST	\$	
c. Encourage Chapters to implement the LAI Chapter website template or build their own websites so that all Chapters have a functioning website. V, M, G3,5 (ST) \$	Chapter Services	ST	\$	
d. Establish a comprehensive LAI calendar that includes all upcoming LAI International meetings and all Chapter meetings. V, M, P, G3,5 (ST) \$	Executive Director	ST	\$	
e. Institute a member survey on levels of satisfaction with both local Chapter and LAI functions and services. V, M,G5 (ST) \$	Chapter Services Executive Director	ST	\$	
f. Investigate the feasibility and benefits of enhancing the LAI policy of financial support of long distance travel costs for local Chapter representative participation in Board of Governor's meetings. V, M, G1,2; (MT);	Finance	MT	\$\$\$	

2018-22 LAI Strategic Plan - Implementation Plan
as of July 6, 2017

Implementation Action	Assigned to	Time Frame	Cost	Current Status
V = Vision M = Mission P = Principle G# = Goal number		Completed ST - Short Term (1 year) MI - medium Term (2-3 years) LT - Long Term (4-5 years)	\$ - minimal \$\$ - Some exposure \$\$\$ Annual Budget Requirement	
g. Encourage local Chapters to create the position of Chapter 'Scribe' or 'Communications Chair' with prescribed activities for liaison with International, other Chapters, publicizing Chapter activities and promoting LEW'S within the Chapter membership. (*) V, M, P, G1,2,3,5 (MT) \$	Publications	MT	\$	
h. Encourage more event-oriented opportunities to share best practices amongst Chapters by topic identification, book fairs, identifying new Briefing Memoranda and special education sessions, salons or round table teleconferencing. V, M, P, G1,2,3,5; (MT);	Chapter Services Publications	MT	\$\$	
6.7. Report on the progress of the implementing the Strategic Plan and fine tune the implementation activities.				
a. At each LAI Board of Governor's meeting, the President shall provide a summary report on the progress of the implementing the various activities proposed in the Strategic Plan. (*) V, M, G5 (ST) \$	President Executive Director	ST	\$	
b. The LAI Board of Governors on the recommendation of the Executive Committee shall review and adjust the Strategic Plan implementation work program and Fiscal Plan, if any, which shall serve as a guide for the Society's administrative and volunteer activities. V, M,	Board	ST	\$	

Executive Director's Report



2015-2017 Executive Committee

International President:
Steven R. Gragg, MAI, SRA, FRICS
Orange County

International Vice President:
Robert McBride, Simcoe

Treasurer:
Sheila D. Harris, PhD, Phoenix

Assistant Treasurer:
Suzanne Varco, San Diego

Secretary:
Cheryl Soon, Aloha

Assistant Secretary:
Millard Lee, Los Angeles

Scribe / Editor:
Alan Nevin, San Diego

Assistant Scribe:
Vicky Estrada, San Diego

Historian:
Christine Williams, Ely

Assistant Historian:
Scott Burns, Simcoe

Regional Vice President, Europe:
Aurelio Ramirez-Zarzosa, Madrid

Assistant Regional Vice President, Europe:
Hania Maraqa, UAE

Regional Vice President, Eastern North
America:
Gary Leach, Boston

Assistant Regional Vice President, Eastern
North America:
Joan Herron, Atlanta

Regional Vice President, Central North
America:
Jordan Peters, Ely

Assistant Regional Vice President, Central
North America:
Ann King, Memphis

Regional Vice President, Western North
America:
Jim Musbach, Golden Gate

Assistant Regional Vice President, Western
North America:
Gregg Robinson, Zia

Regional Vice President, Asia/Pacific:
Ann Bouslog, Aloha

Assistant Regional Vice President,
Asia/Pacific:
Anilkumar Hatkar, Mumbai

Past President:
Tim Youmans, Sacramento

Chair, Council of Presidents:
Ian James Lord, Esq., Simcoe

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E-Mail lai@lai.org

Date: August 11, 2017

To: Board of Governors
LAI Executive Committee

From: Sheila Hamilton, Executive Director

Subject: 2018 Dues Process

In an effort to provide an efficient and transparent dues renewal process for Option A chapters, below is a calendar of deadlines and action items for staff and chapter administrators:

October 2, 2017: LAI staff provides each chapter administrator and president a draft dues renewal invoice for their review.

October 16, 2017: Deadline for chapters to respond with approval or changes to their dues renewal invoices, including any change to the price of chapter dues.

November 1, 2017: LAI staff emails out dues renewal invoices to members in Option A chapters.

November 30, 2017: LAI staff emails 1st reminder to members who have not yet renewed.

December 15, 2017: LAI staff emails 2nd reminder to members who have not yet renewed.

January 2, 2018: LAI staff emails 3rd reminder to members who have not yet renewed.

January 22, 2018: LAI staff mails 4th reminder hard copy invoice via snail mail to members who have not yet renewed.

February 5, 2018: LAI staff emails 5th reminder to members who have not yet renewed.

March 1, 2018: LAI staff emails FINAL reminder to members who have yet renewed.

I would encourage chapters to download their membership rosters frequently and share with their board of directors the list of non-renewals. Chapters who make phone calls to their members reminding them to renew have a more successful renewal rate. If your chapter would like to include a letter from your president to accompany renewal invoices, please forward to us by October 16, 2017.

Treasurer's Report & Finance Committee



2015-2017 Executive Committee

International President:
Steven R. Gragg, MAI, SRA, FRICS
Orange County

International Vice President:
Robert McBride, Simcoe

Treasurer:
Sheila D. Harris, PhD, Phoenix

Assistant Treasurer:
Suzanne Varco, San Diego

Secretary:
Cheryl Soon, Aloha

Assistant Secretary:
Millard Lee, Los Angeles

Scribe /Editor:
Alan Nevin, San Diego

Assistant Scribe:
Vicky Estrada, San Diego

Historian:
Christine Williams, Ely

Assistant Historian:
Scott Burns, Simcoe

Regional Vice President, Europe:
Aurelio Ramirez-Zarzosa, Madrid

Assistant Regional Vice President, Europe:
Hania Maraqa, UAE

Regional Vice President, Eastern North
America:
Gary Leach, Boston

Assistant Regional Vice President, Eastern
North America:
Joan Herron, Atlanta

Regional Vice President, Central North
America:
Jordan Peters, Ely

Assistant Regional Vice President, Central
North America:
Ann King, Memphis

Regional Vice President, Western North
America:
Jim Musbach, Golden Gate

Assistant Regional Vice President, Western
North America:
Gregg Robinson, Zia

Regional Vice President, Asia/Pacific:
Ann Bouslog, Aloha

Assistant Regional Vice President,
Asia/Pacific:
Anilkumar Hatkar, Mumbai

Past President:
Tim Youmans, Sacramento

Chair, Council of Presidents:
Ian James Lord, Esq., Simcoe

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E-Mail lai@lai.org

Memorandum

To: Board of Governors
LAI Executive Committee

From: Sheila Harris, LAI International Treasurer
Suzanne Varco, LAI International Assistant Treasurer

Subject: 2017 Current Financial Report and 2018 Budget

Date: August 14, 2017

This memorandum presents the current and the projected financial report of LAI for 2017, and the draft budget for 2018. Accompanying this memorandum is the summary financial report for 2017. Costs and revenues have been examined and the accompanying documents are the most accurate numbers we have to date.

2017

The approved budget for 2017 indicated total revenue of \$412,950. Our actual revenue as of today is \$353,074. Review of costs associated with the LEWs and membership fees were examined. These two items represent the greatest sources of income and expenses to LAI.

The Income Statement for 2017 reflects approximately six months of actual income/expenses and six months of projected income/expenses. Our projected revenue from dues our primary source of revenue is down about nine percent or \$14,000 from this time last year. The AUM chapter has not remitted any dues, Madrid has one paid member and London has 12 paid members but had 36 last year. Seven chapters are very active and are the major source of our support. Those chapters are: Ely (402 members); George Washington (200 members); Golden Gate (311 members); Memphis (130 members); Sacramento (117 members); San Diego (120 members) and Simcoe (166 members.) Dues are our major source of funding and are critical to being able to perform our mission.

The strategic plan that was developed at the LEW in Philadelphia has not yet gone into effect and it should assist in providing ideas and mechanisms to increase our dues paying members once it is adopted by the Board.

2018

The budget for 2018 includes total revenue of \$418,944 or \$5,994 higher than in 2017. The two increased line items in the budget is the LEF line item for Administration which is increased to \$8,100 based on the CPI from 2012 to 2017, and the Travel line item for attendance at Board of Governors (BOG) meetings. That item reflects the actual costs if all BOG members, Chapter Presidents, Committee

Chairs and Phil Adams attend both board meetings. Adjustments to these line items, as well as others may be changed as approved by the board.

These numbers may change given the strategic planning effort that is scheduled to be adopted at the Vancouver LEW or additional program items are adopted by the board.

The revenue and expenses associated with the Baltimore and Orange County LEWs are projections based upon previous LEWs. Budgets have not been approved for these events.

While the proposed budget represents a slight revenue projection of increased dues of \$12,850 to capture the \$5 dues increase, a budget surplus of nearly \$2,146 would occur should we meet that revenue goal and if all budgeted expenses occurred. However, we have not met our projected budget goals for international dues the last two years.

Balance Sheet
Lambda Alpha International
As at 14 August 2017
Cash Basis

\$42,961.00

Assets

Cash and Cash Equivalents

LAI - Checking \$66,059.38

LAI - Savings \$227,936.50

Total Cash and Cash Equivalents **\$293,995.88**

Current Assets

Prepaid Expenses \$33,583.76

Total Current Assets **\$33,583.76**

Total Assets **\$327,579.64**

Liabilities and Equity

Liabilities

Current Liabilities

Due to London Chapter \$5,596.45

Dues Payable to Chapters \$1,584.00

LEF Donation Payable \$800.00

Uncleared checks-Pre Xero C \$500.00

Total Current Liabilities **\$8,480.45**

Total Liabilities **\$8,480.45**

Equity

Beginning Equity \$266,241.24

Current Year Earnings \$125,245.45

Retained Earnings -\$40,369.35

Total Equity **\$351,117.34**

Total Liabilities and Equity **\$359,597.79**

Budget Variance
Lambda Alpha International
1 Jan 2017 to 31 Dec 2017
Cash Basis

	2017 YTD Actual	2017 Budget	Var USD	Var %	2018 Budget
Revenue					
Active Memberships	\$268,585.00	\$300,000.00	-\$31,415.00	-10.4717%	\$ 312,850.00 2000 Active / 114 Retired
Initiation Fees	\$16,405.00	\$20,000.00	-\$3,595.00	-17.975%	\$ 20,000.00 121 as of 8/8/2017
Interest Income	\$67.80	\$500.00	-\$432.20	-86.44%	\$ 140.00 11.64 / month
LAISA	\$275.00	\$500.00	-\$225.00	-45.0%	\$ -
LEF Contribution	\$7,500.00	\$7,500.00	\$0.00	0.0%	\$ 8,100.00 CPI Increase
Members at Large	\$1,550.00	\$1,050.00	\$500.00	47.619%	\$ -
Miscellaneous Income	\$0.00	\$400.00	-\$400.00	-100.0%	\$ -
Registrations	\$55,545.00	\$80,000.00	-\$24,455.00	-30.5688%	\$ 80,000.00
Retired Members	\$3,146.00	\$3,000.00	\$146.00	4.8667%	\$ -
Total Revenue	\$353,073.80	\$412,950.00	-\$59,876.20	-14.5%	\$421,090.00
Gross Profit	\$353,073.80	\$412,950.00	-\$59,876.20	-14.4996%	
Operating Income / (Loss)	\$353,073.80	\$412,950.00	-\$59,876.20	-14.4996%	
Other Income and Expense					
Awards & Recognition	-\$17,897.81	-\$15,000.00	-\$2,897.81	-19.3187%	\$ 20,000.00
Bank & CC Fees & Exchange Rate Adjustment	-\$7,217.61	-\$16,000.00	\$8,782.39	54.8899%	\$ 16,000.00
Chapter Assistance	-\$10,000.00	-\$17,500.00	\$7,500.00	42.8571%	\$ 17,500.00
Contract Administration	-\$75,640.00	-\$113,838.00	\$38,198.00	33.5547%	\$ 116,304.00
Facility & Equipment Rental	-\$2,500.00	-\$32,000.00	\$29,500.00	92.1875%	\$ 32,000.00
Food & Beverage	-\$39,770.38	-\$50,040.00	\$10,269.62	20.5228%	\$ 50,000.00
Insurance	-\$3,182.96	-\$3,478.00	\$295.04	8.483%	\$ 3,500.00
LAI Officer & Staff Travel	-\$12,716.23	-\$21,000.00	\$8,283.77	39.4465%	\$ 21,000.00
Legal Fees	-\$140.00	\$0.00	-\$140.00		\$ 140.00
LEW Incentive & President's Reception	-\$12,000.00	-\$24,000.00	\$12,000.00	50.0%	\$ 24,000.00
Member Communications/Marketing	-\$7,500.00	-\$10,000.00	\$2,500.00	25.0%	\$ 7,500.00
New Chapter Funding	-\$500.00	-\$10,000.00	\$9,500.00	95.0%	\$ 10,000.00
Office Expense	-\$3,117.35	-\$5,852.00	\$2,734.65	46.7302%	\$ 6,000.00
Other Program Costs	-\$10,698.73	-\$28,000.00	\$17,301.27	61.7903%	\$ 28,000.00
Professional Expenses	\$0.00	-\$6,400.00	\$6,400.00	100.0%	\$ 5,000.00
Travel - BOG Reimbursement	-\$16,748.40	-\$30,000.00	\$13,251.60	44.172%	\$ 52,000.00 51 members @ \$500 per mtg plus PR
Website Fees	-\$8,153.79	-\$15,000.00	\$6,846.21	45.6414%	\$ 10,000.00
Total Other Income and Expense	-\$227,783.26	-\$398,108.00	\$170,324.74	42.8%	\$418,944.00
Net Income / (Loss) before Tax	\$125,290.54	\$14,842.00	\$110,448.54	744.1621%	\$ 2,146.00
Net Income	\$125,290.54	\$14,842.00	\$110,448.54	744.1621%	
Total Comprehensive Income	\$125,290.54	\$14,842.00	\$110,448.54	744.1621%	

Land Economics Weekend - Philadelphia Spring 2017

	<u>LAI Funds</u>	<u>Chapter Funds</u>	<u>Total Combined Funds</u>
<u>Thursday, April 27, 2017</u>			
President's Reception	\$10,911.12		\$10,911.12
Preservation Alliance	\$1,000.00		\$1,000.00
TOTAL Thursday	\$11,911.12	\$0.00	\$11,911.12
<u>Friday, April 28, 2017</u>			
Breakfast	\$999.75		\$999.75
Center for Architecture Rental	\$750.00		\$750.00
Lunch The Study	\$4,473.36		\$4,473.36
TOTAL Friday	\$6,223.11	\$0.00	\$6,223.11
<u>Saturday, April 29, 2017</u>			
Breakfast	\$999.75		\$999.75
Center for Architecture Rental	\$750.00		\$750.00
Lunch	\$0.00		\$0.00
Dinner Del Friscos	\$13,322.67		\$13,322.67
TOTAL Saturday	\$15,072.42	\$0.00	\$15,072.42
<u>Miscellaneous Expenses</u>			
Transportation - Buses	\$4,680.00		\$4,680.00
Program Editorial & Design	\$1,100.00		\$1,100.00
Event Coordinator	\$500.00		\$500.00
Heller Books	\$1,097.27		\$1,097.27
Bus Snacks	\$164.29		\$164.29
Welcome Gifts	\$37.27		\$37.27
Lodging	\$870.64		\$870.64
TOTAL Misc	\$8,449.47	\$0.00	\$8,449.47
<u>Total Expenses</u>	\$41,656.12	\$0.00	\$41,656.12
<u>Offsetting Revenues</u>			
Registration Fees	\$35,435.00		\$35,435.00
Internationals Credit for Pres. Recep.	\$2,000.00		\$2,000.00
LAI Incentive to Chapter for hosting	\$10,000.00		\$10,000.00
Sponsorships		\$15,500.00	\$15,500.00
Total Offsetting Revenues	\$47,435.00	\$15,500.00	\$62,935.00
			\$0.00
Total LEW Net Revenue Prior to \$12,000 Offset	-\$6,221.12		-\$6,221.12
			\$0.00
Total LEW Net Revenue After \$12,000 Offset	\$5,778.88	\$15,500.00	\$21,278.88

LAI will provide the chapter with an incentive payment of up to \$10,000 US Dollars to help offset the time and efforts of the chapter required to host a LEW.

Should the calculated financial return from the LEW be breakeven or net gain, the Chapter shall receive the entire \$10,000.

Should there be a net loss of under \$10,000 from the LEW, the net loss shall reduce the amount the chapter received - i.e. \$3,000 net loss from LEW, chapter receives \$10,000 - \$3,000 = \$7,000.

Should there be a net loss of greater than \$10,000, the chapter shall reimburse LAI for the amount of the loss over \$10,000 - i.e., \$14,000 net loss from LEW, chapter owes LAI \$14,000 - \$10,000 = \$4,000.

Sponsorship payments collected by the chapter for the LEW are the property of the chapter and shall not be included in the calculation of the net gain / loss of the LEW.

Vice President Report & Chapter Services Committee

4th August, 2017

RVPEurope & Middle East Report Fall'17

SUMMARY

LAI-UAE: Rudayna Abdo the chapter President, as previously announced, left the country with his husband that was Vice President at that chapter. Board positions were elected and Rudayna will remote control the chapter for some months.

LAI-London: Process of restructuring and revitalization is in good progress. A function was held at the end of May with good level of attendance. They will do another function in the fall.

LAI-Madrid: It is no clear what board composition has. And it is not clear as well if it has the President Elect position which is very important to maintain them within the LAI orthodoxy and assure good growth and smooth board changes.

The three chapters have to improve growth, as they have a low active membership.

	London	Madrid	UAE
Membership			
Members Jul'17	11	22	42
Active	11	22	29
Inactive	0	0	13
Retired	0	0	0
Honorary	0	0	0
New Members 2017	11	2	8
Total Active Members 2016	9	23	19
Functions			
No. per year	7	7	6-8
Average No. Attendees	?	25	12
% Members	?	60	80
% Non-Members	?	40	20
Chapter Board			
President-Elect	Yes	?	Yes
Scribe	No	No	Yes
Historian	No	No	Yes

UAE-Chapter

Since its foundation functions are always held in different locations and sometimes with a maximum limit of attendees, due to the nature of the functions which are host sponsored for lunch and venue. A recommendation for a permanent location and an open number of attendees, will provide stability and better growth perspectives.

The departure from UAE by Rudayna Abdo and her husband, Founder-President and Vice President respectively, forced to a board restructuring before this summer. Program and Membership committees have not been formed yet.



They will be finalizing their new board positions after summer. However, here is their draft listing:

- President: Fares Kekhia
- Vice President: Niko Vujevic
- President Elect: Uwe Nienstedt
- Past President: Rudayna Abdo
- Secretary: Cyrus Hodes
- Treasurer: Abdellatif Qamhaieh
- Scribe: Nayla Naufal
- Historian: Alan Thomson
- Program Committee: None
- Membership Committee: None

Growth & Health:

- Current members at 4th 'August'17: 42
 - Active: 29
 - Inactive: 13
- New members 2017: 8
- Total Number of functions per year: 6-8
 - Average number of attendees per meeting: 12
 - % of Total attendees are members: 80
 - % of Total attendees are invitees: 20

I requested when was better for them to the RVPEME to come to attend one board meeting and one function this fall or next winter. I am awaiting answer to that.

Nor issues regarding their chapter and no concerns regarding the previous BOG past LEW have been reported since the last LEW.

LONDON-Chapter

The function on the 24th May about the Private Rented Sector – PRS, had around 70 people registered and around 50 people that attended the meeting. It was quite a successful event. No attendees check in was made at the event, this should be made at the next one.

Recommendations about program subjects and how to choose them have been given to them

Linda Pennington, gave to me a bag full of LAI-LONDON material that I formally gave at the 4th May board meeting to LAI-LONDON chapter in the name of its President Robert Maguire.

The bag content was the following:

- * Small bag with 7 pins
- * LAI-London Chapter Charter
- * Certificate holders: 3
- * XXXIII Biennial Congress booklet
- * LAI-London chapter history
- * LAI-London Bylaws
- * A set of membership forms
- * A set of certificates of attendance
- * A set of LAI-London stickers
- * A set of promotional information
- * A set of LAI-London stationery
- * One big bag from the LEW-Scotland

The LAI-London Bylaws were written by Stephen Kingsley, I contacted him to know if they have been incorporated in any way in any jurisdiction and he confirmed that they were not. The chapter will start the bylaws review and incorporation process in the coming months.

The Board meeting on the 12th July was cancelled that day in the morning. The function forecasted for the end of September have been postponed for October-November. Board meeting set for the 23rd September.

They will be finalizing their new board positions after summer. However, here is their current listing:

- President: Robert Maguire
- Vice President: None (Meyric Lewis initially accepted, but declined)
- President Elect: Chip Good
- Past President: Mark Richard Charlton
- Secretary: David Green
- Treasurer: None
- Scribe: None
- Historian: None
- Program Committee:
 - Chair: Hugo Raworth
 - Robert Maguire
 - Richard Yorke
 - Chip Good
- Membership Committee:
 - Chair: Chip Good

Growth & Health:

- Current members at 4th 'August'17: 11
 - Active: 11
 - Inactive: 0
- New members 2017: 2
- Total Number of functions per year: 2-3
 - Average number of attendees per meeting: ?
 - % of Total attendees are members: ?
 - % of Total attendees are invitees: ?

MADRID-Chapter

The following irregularities have been detected when attending one of their board meetings early July:

Chapter Board of Directors:

We have been reported with three different boards compositions:

Board at the Board Minutes of Meeting dated 2nd February 2017:

- President: David Sanchez Casal
- Past President: Emilio Gomez Delgado
- Vice President: Javier Galante Terrer
- Secretary: Pablo Jimenez Gancedo
- Treasurer: Francisco de Paula Crespo
- President Elect: None
- Scribe: None
- Historian: None
- Member of the Board No. 1: Pablo Horcajo Llorente
- Member of the Board No. 2: Juan Jesus Diaz Ramos
- Legal Adviser: Emilio Gomez Delgado (named at minutes text)
- Program Committee: None
- Membership Committee: None

Board Reported in written by David Sanchez to the request of RVPEurope:

- President: David Sanchez Casal
- Past President: Javier Galante Terrer

- Vice President: *Javier Galante Terror*
- Secretary: *Pablo Jimenez Gancedo*
- Treasurer: *Francisco de Paula Crespo*
- President Elect: *Pablo Jimenez Gancedo*
- Scribe: None
- Historian: None
- Member of the Board: *Pablo Horcajo Llorente*
- Member of the Board: *Juan Jesus Diaz Ramos*
- Program Committee: None
- Membership Committee: None

Board Reported at www.lai.org Webpage: Please see it at <https://www.lai.org/chapters>

- President: *David Sanchez Casal*
- Administrator: *Emilio Gomez Delgado*
- Chapter officers at: <https://www.lai.org/chapters/madrid>
- President: *David Sanchez Casal*
- Past President : None
- Vice President: *Javier Galante Terror*
- Secretary : *Pablo Jimenez Gancedo*
- Treasurer : *Francisco de Paula Crespo*
- President Elect: None
- Scribe: None
- Historian: None
- Additional Board Members :
 - *Pablo Horcajo Llorente*
 - *Juan Jesus Diaz Ramos*
- Program Committee: None
- Membership Committee: None

We have been ill informed about the Board composition. In my opinion, the true one is the first one, because is the one that they communicate among themselves:

- Board in the Minutes of Meeting 2nd February 2017- given to me when I attended the board meeting: They have two board members with no defined role and the President Elect, Scribe and Historian positions are empty (David Sanchez said in written that the last ones are not necessary). They have one person with two positions one against the bylaws and another that will require explanation.
 - Past President: The current one is Javier Galante Terror. The no longer Past President, that finished his term on the 31st December 2016, is Emilio Gomez Delgado.
 - Legal advisor: Is needed or requested by our society to be contracted by LAI-Chapters? To litigate with whom or about what?
 - Myself, as LAI-Madrid member, till date I never received after the elections last year any written communication about the board members, as they are shown it here. I received other different.
 - By the chapter bylaws the chapter member who is Executive Committee member, is an ex-officio board member (voice no vote). I am not receiving minutes. Nor these ones either.
 - The two board members No.1 and No.2 were nominated directly by president after the election process was closed, which is another irregularity accordingly to the bylaws (David Sanchez said in written that the Scribe and Historian positions are not necessary)
 - Program and Membership committees not formed
- Board Reported in written by David Sanchez at RVPEurope Request: They have two board members with no defined role and the Scribe and Historian positions are empty (David Sanchez said in written that the two last ones are not necessary). Added to that they have two people with two positions each one. Program and Membership committees not formed

- Board Reported at www.lai.org Webpage: They have four positions empty: Past President, President Elect, Scribe and Historian (David Sanchez said in written that the two last ones are not necessary). Program and Membership committees not formed
 - An active member as Administrator? The chapter is very small 22 members. When the size is right is a non-member, external person or company that is paid to do the job. When chapter is small size the work is shared among board members.

LAI INTERNATIONAL interest in LAI-MADRID membership growth:

- LAI-Madrid Chapter Membership: The current number, as reported recently by David Sanchez, is 22 people.
- No interest on to growing chapter membership has been shown by board. They fill comfortable with the size they already have.
- Comments on limiting number of attendees per function and membership were made.
- Competition by other organizations in Real Estate and differences in mentality from USA to Spain were commented as perceived problems for growth.
- Comments on membership benefits and advantages were made on the line that they do not find them compelling to attract new members.

Other Subjects:

- **Vancouver-LEW & International Member of the Year Award:**
 - Comments about this were only made at one function and in a very succinct way
 - No communications to members have been made by the board encouraging participation or contribution by members to those two subjects.
- **LAI-Brochure:** They said, that is useless as a marketing tool. I informed to them that is the official and approved one. The next days I provided to them the brochures the LAI one and the New Member chapter template.
- **LAI-Pin:** They said that they do not like it either, they asked if you are going to change it. I informed to them that is the official and approved one.
- **LAI-MADRID Webpage:** I Informed to them that they have available the template and LEF grants to create the content. Suggesting that they could put inside the content they want to attract new members and invitees. The next days I provided to them LAI Information about that matter.
- **LAI-Merchandising:** I informed to them that they have available many items, that they could use for example as presents to speakers.
- **LAI-LEF:** I informed to them and explained to them the role and the kind of projects funded by the foundation, so they could propose projects to Land Economics Foundation. The next days I provided to them LAI Information about that matter.
- **Invitation to LAI-Madrid functions:** I explained again to them the reasons why to send invitations as in advance as possible and preferably at the closing of the last function, to allow members and invitees to have openings in their agendas and on those that they want to invite. Is an important service to members. David said that 30 days was considered enough for them. Invitations to functions: the last two ones have been call with at least one month in advance or more.
- **Chapter By-Laws:** They made changes to them. I have been requested them several times in written to chapter President. Answers to not give them to me received have been arguing that they are dealing with some problems at the National Registrar.

Growth & Health:

- Current members at 4th August'17: 22
 - Active: 22
 - Inactive: 0
- New members 2017: 2
- Total Number of functions per year: 7
 - Average number of attendees per meeting: 25
 - % of Total attendees are members: 60%
 - % of Total attendees are invitees: 40%

Nor issues regarding their chapter and no concerns regarding the previous BOG past LEW have been reported since the last LEW.

BARCELONA

I was a Speaker at the REALTY-SPAIN conference in Madrid 22nd June. I met there with Juan Jose Martinez, he is from Barcelona and lives in Barcelona. He is the owner of a Business Centers company (NETWORKIA) that operates buildings in Madrid and Barcelona, he is in the real estate business. He is also at the board of other industry associations in that city. I know him from several years. We talk about LAI and the possibility to open a chapter in Barcelona. Initially he said that he was interested. We set a meeting for one week later in Madrid where I explained to him all the process in detail and how to proceed, he finally committed to lead the chapter foundation. I handed over to him the previous days all the documentation regarding a chapter formation.

The following weeks he presented in written his interest to lead the chapter foundation and his resume. Later I submitted the At-Large nomination form to the Executive Committee. He also committed to meet in early September with prospect new at-large members for chapter foundation.

At the REALTY-SPAIN conference also I met with Alberto Castro Domench, the one that drop off the idea to create the chapter in Barcelona if was not made under and inside the “BUC-Barcelona Urban Cluster” association, he said nothing about that, no interest. So, he is definitely out of this.

EXPO-REAL MUNICH

More than 500 contacts have been collected from PROPERTY-EU, www.propertyeu.info data base from the following companies:

Advisers/Consultants:

- Amstelius
- Anixton
- Atlanticus
- Bopro
- Buck
- Catella
- CBRE
- Colliers
- Cushman & Wakefield
- Darian
- Deloitte RE
- Dutch Green
- Company
- Escalier
- GE Capital RE
- Hexagon Financial & Advisory
- Lab & Company
- Maior Valor
- Mallexpert
- MS Commercial RE
- Capital
- PwC RE
- Savills

Architects:

- Champman Taylor
- Gensler
- HOK
- SOM

Brokers/Valuers:

- Bernheze
- BNP Paribas RE
- CBRE
- Colliers
- Doble Digito
- DPM
- DRS RE

- FRIS
- Gesvalt
- Hoen Dzn
- JLL
- ST- Sociedad de Tasación
- Tasinsa

Developers:

- Apsys
- Arricano RE
- ASR RE
- Atrium European RE
- Bakkers
- Bouwfonds
- BPD Europe
- Kinnisvara
- ECE
- Foruminvest
- Futoreal
- Garbe Logistics
- HafenCity Hamburg
- HRO
- IGD Group
- IKEA
- Kennedy Wilson
- Klepierre
- Land Securities
- Lend Lese
- Mayland RE
- McArthur Glen
- P3 Logistic Parks
- Point Park Properties
- Prologis
- Raiffeisen EPD
- Ream International
- RECE
- SES
- Skanska

- Sonae Sierra
- Tishman Speyer
- Westfield
- WRBC Development

Engineering:

- Arcadis
- Arup

Financial Services Providers:

- ABN Amro
- Allianz RE
- Amundi RE
- BayernLB
- Berlin Hyp
- BNP Paribas
- Cassa DeP
- Corestate Capital
- Delin Capital
- Fakton Capital
- FGH Bank
- First Title Insurance
- Global Property Research
- HypothekenBank Frankfurt
- ING RE
- KGAL
- Masterdam
- Newomij
- PBB DP
- PGGM Investments
- Standard Life Investments
- SynVest
- UBS GAM

Investors:

- Aberdeen AM
- Aegon AM
- Aerium Finance

- AEW Europe
- Alstria
- APG AM
- Apollo MI
- Aviva Investors
- Axa IM RE
- Axiare
- Beni Stabili Gestioni
- Benson Elliot
- Berlin Hyp
- Blackrock
- Blackstone
- BNP Paribas RE
- Bouwfonds IM
- Capman RE
- Castellum
- CeGeReal
- Cofinimmo
- Commerz Real
- Cordea Savills
- Corestate Capital
- Credit Suisse
- Davidson Kempner
- Deka Immobilien
- Deutsche Annington
- Deutsche Wohnen
- Dogus
- Drago Capital
- Enstar Capital
- Europa CP
- Evans Randall
- Finae Advisors
- Fonciere des Murs
- Fonciere des Regions
- FTI
- Gagfah
- Gecina
- Grosvenor
- Heitman
- Hermes REIM
- HI Partners
- HIH – Hambourgsche IH
- Hines
- Hispania
- Icade Conseil
- ICI REIC
- IDEA FIMIT
- IMMOFINANZ
- Internos RI
- Intu Propeties
- JP Morgan AM
- Kanam Int'l
- La Francaise Global REIM
- Lar
- Lasalle IM
- Leg Immobilien
- Legal & General IM
- London & Regional Properties
- Lone Star
- M&A Property Investors
- M&G RE
- Madison IR
- Merin
- Merlin Properties
- Morgan Stanley
- Nordic REP
- Orion CM
- Patrizia
- Patron Capital
- Persoons Project
- PGGM Investments

- Pradera
- Pramerica REI
- PSP Group
- Real IS
- Redevco
- Rockspring PIM
- Schroeder PI
- Segro
- Shaftesbury
- Sorgente Group
- Standard Life Investments
- Starwood CE
- Stena Realty
- Swiss Prime Site
- Sydney & London Properties
- Syntrus Achmea RE
- Threadneedle PI
- TowerInvest
- Tristan CP
- Unibail-Rodamco
- Urban Industrial
- Valad Europe
- Vastned Retail

Investors/Developers:

- Alinso Group
- Altarea Cogedim
- Amvest
- Apollo MI
- Breevast
- Cap Invest
- Chayton Capital
- Citycon
- Freeport Retail
- Freo F&REO
- Goodman
- Great Portland Estates
- Hammerson
- Ivanhoe Cambridge
- Logistics CP
- LokinTamse PRE RI
- Montea
- OVGE RE

Lawyers/Notaries, Public/Tax

Consultants:

- Ashurst
- Baker & McKenzie
- Clifford Chance
- CMS DSB
- Dentons
- DLA Piper
- Eversheds
- Garrigues
- Gomez-Acebo & Pombo
- Greenberg Taurig
- Hogan Lovells
- Le Breton & Associates
- Lexence
- Paul Hastings
- PM&T Pontecorvi
- Mannaerts & Triboldi
- SQB Squire Patton Boggs
- Taylor Wessing
- Van Doorne
- Wintertaling A&N

Real Estate Investment

Managers:

- 8G CP
- Aberdeen
- Amstar
- Bouwinvest
- CBRE GI

- Colony Capital
- Cushman & Wakefield
- Emerg CP
- Hamburg Trust REIM
- Invesco RE
- Kgal
- Laphius Management
- Larkai
- Lasalle IM
- M&G Investment
- Meyer Bergman
- Neinever
- Palatium IM
- Patrizia
- Prelios
- Redos RE
- TH RE
- Trinova
- Triuva
- TW Residential
- Valad
- Vicus
- Warburg HIHI

Real Estate Managers:

- Bilfinger REA
- BMO REP
- BNP Paribas REIM
- CBRE
- Colliers
- Confia
- Cording
- Conerstone
- Corpus Sireo
- Dahls Eiendom
- EY
- Hannover Leasing
- Helaba
- L'Etoile Properties
- Multi Corporation
- Rynda PI
- Skymark
- Stam Europe
- Strabag P&FS
- Tag Immobilien
- Treureal
- Vasakronan

Sector Associations:

- EPRA
- FRESH
- ICSC
- INREV
- RICS
- ULI

Service Providers:

- Britlayer
- Colliers
- Colony Capital
- Cording
- Equity Estate
- FRHI H&R
- Green Street Advisors
- HVA Holland
- Vastgoed Advies
- MN IM
- Orchard Street
- Q-Park
- RCA Real Capital Analytics
- Real Consultants
- Segro
- Tias Nimbas Tilburg
- Warehouses de Pauw
- Yardi Systems

All these people from the aforementioned companies were invited to attend the PRS-Private Rented Sector Function held on the 24th May at LAI-London chapter. The results were:

- 27 seven people from 21 data-base companies registered for the event
- 8 people direct contacts from the data-base registered for the event

Similar numbers to the previous BREXIT meeting in London

More contacts could be obtained from the www.propertyeu.info. Executives and their connection could be found very easily in the "Who's Who" part of this webpage.

We recently prepared a LAI New Member Presentation for the Region, which has been submitted for approval to LAI Executive Committee. It is in English, Spanish and Arabic with pictures from the region cities' chapters. The purpose is to use it in pdf format to send it to prospect members to meet face to face in Munich attached with the LAI-Brochure to the presentation email to be send by mid-august onwards. It will be use it as well as a presentation to prospect new members for the region's chapters afterwards or for prospects new at large members to form new chapters in new cities.

Written support from the three chapters in the region was received, plus some members individually asking how to help us.

Best Regards,

Aurelio Ramirez, RVPEurope & Middle East



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**REPORT OF THE EAST REGIONAL VICE PRESIDENT
TO THE LAI EXECUTIVE COMMITTEE**

Gary Leach
4 August 2017

Overview

The East Region includes six chapters: Atlanta; Baltimore; Boston; Philadelphia; the George Washington Chapter and New York City. With the exception of the New York City chapter which continues to rebuild, for the most part the chapters continue to be healthy and stable. We have a great group of dedicated presidents leading these chapters. They have described a wide range of programs being offered in the region and efforts underway to help each chapter grow.

Baltimore Chapter

Chapter President, Susannah Bergmann shared that the Baltimore Chapter continues to do well in 2017, and is planning for the Spring 2018 Baltimore Land Economics Weekend. The Chapter is in its 25th year.

Membership:

The Chapter's membership is at its highest level. The Baltimore Chapter has almost achieved its goal of 60 qualified, engaged and paying LAI members in 2017, we have 59 to-date with a 60th person's nomination application expected soon. Based on LAI records:

2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
35	35	47	49	45	39	43	37	35	38	50

Programming:

We have hosted six lunch programs since January with the following speakers (with many of their presentations and Scribe Reports submitted to KeyNotes):

1. Rachel MacCleery, ULI, on Active Transportation and Real Estate
2. Amy Bonitz, Baltimore Arts Realty Corp., and Ilana Preuss, Recast City, on Maker Spaces and Co-Working
3. Thomas Stosur, Director of Planning for Baltimore City, about "Transform Baltimore" a new zoning code for the City of Baltimore effective June 5, 2017 replacing the 1971 Zoning Code.
4. Osprey Development on Affordable Housing Issues and Practice

5. Dana Johnson, The Reinvestment Fund, on Social Investment
6. Robert Thomas, Executive Director of Baltimore Public Markets Corp., and Michael Seipp, Southwest Partnership, about Baltimore's Public Markets

Our average program attendance is trending slightly ahead of where we were in 2016 at the same point in the year, though to be expected due to the gain in new members.

Upcoming lunch programs in the Fall planned with Brian Gibbons, Chairman & CEO of Greenberg Gibbons, giving his take on retail and Al Ingraham, President of the Greater Baltimore Board of Realtors, providing an update on the housing market.

Summer Outing planned to coincide with LAI's Executive Director Sheila Hamilton and International Vice President Robert McBride's visit on August 22 with tasting tours at the new Sagamore Distillery followed by a gathering at nearby Nick's Fish House.

Finances:

Chapter continues to be thoughtful in its financial management. May 8, 2017 Treasurer's Report notes a balance of \$3,000 more than at same time last year. This is due to several factors but the primary is that the Board worked diligently and proactively to personally follow up with our members to ensure renewal of dues early in the year. As was discussed at the Philadelphia LEW, there was an error in LAI's payment of chapter dues' calculation, that was resolved, and amounted to \$1,350 for the Baltimore Chapter. The use of EventBrite for event registration and payment has also ensured ease in collecting our program payments, and managing our event costs with accurate counts. Our members invite an average of 13 guests per program at \$25 per meal.

LEW Planning:

Now that our sponsorship goal has been met, the committee is working to develop interesting programming, tour routes and marketing materials. We have a special activity planned for Friday evening that will be shared at the Vancouver LEW. Most of our speakers and tour guides are confirmed. The event locations have been secured except the President's Reception which should be done by early Fall. In August Robert McBride and Sheila Hamilton will be meeting with the LEW planning committee to preview our plans, and we look forward to their visit.

A topic discussed by our committee is the concern for a chapter hosting to have insufficient attendance at the LEW and how to best mitigate that risk. We appreciate the conversation that was held in Philadelphia and the importance of LAI as an organization working pro-actively to ensure that each LEW is well attended.

In that spirit, at least eight of the members/spouses from the Baltimore Chapter plan to attend the upcoming Vancouver LEW.

Boston

Chapter President, Tom Goodwin, provided an update on the chapter:

Events:

The Boston chapter has typically convened every other month with an event, and since our last report, we have had two, one with Larry Curtis, President of the Winn Companies, and the other our annual Lowell Richards III Memorial Harbor Cruise in June.

In April, we heard from Larry Curtis, President of the Winn Companies, an active developer and owner of affordable housing projects nationally. He has been instrumental in helping the company grow from 3,000 units in 1986 to more than 100,000 units, which Winn currently has under management in 23 states across the country. Winn owns or manages real estate holdings valued at approximately \$14 Billion. Winn is the 5th largest multifamily management company in the nation, with 121 million square feet under management, including housing, commercial, retail, and parking facilities. Winn operates every type of multifamily housing, including luxury and market rate, managing apartments in more than 580 communities across 22 states and the District of Columbia. Nearly 300,000 people call Winn-managed properties home.

Larry mentioned one of their preferred approaches is to marry up affordable housing and historic renovation projects together; while people may be in their “NIMBY” mode with respect to the affordable component, most everyone supports the historic rehab of empty buildings in their neighborhoods, and on balance end up supporting the project.

In June, our harbor cruise was on a perfect summer day with a great narration to match from member Rich McGuinness, Director of Waterfront Development for the City of Boston, Planning and Development Agency. (The outing is named in honor of our late member, Lowell Richards, who was the Executive Director of Planning & Development for MassPort, the quasi-governmental agency that owns and operates Logan Airport and hundreds of acres in and around the Boston Harbor.)

Rich covered many aspects of the real estate surrounding the harbor, noting how many older developments from the ‘60’s and ‘70’s did not face the harbor or integrate the harbor views into their design. Many of those older projects have recently been torn down and are being replaced almost entirely with housing, from affordable rentals to market rate and for sale luxury condominiums. Most projects feature beautiful city views and full amenities packages. Apartment rents on product on this other side of the harbor from the downtown core run about 1/3 less than their counterparts in Boston proper. Also briefly discussed was the gentrification pressure this new development is creating on the traditionally ethnic, lower income residents. This is a topic for a later discussion by LAI members at our August roundtable lunch meeting.

Website Status:

Boston put its Chapter Services grant to work completing our new web site. The site has now gone live and is being used to inform the membership about events, past and pending, though is yearning for more content.

George Washington – Washington, DC

LAI George Washington (LAIGW) is a well-established chapter with over 200 members. Chapter President Erwin Andres notes that they encourage members to bring guests, particularly younger guests to the chapter luncheons. They have a nomination process for new members that are open until the end of September each year.

The chapter hosts 9 luncheon meetings each year featuring a buffet lunch and a guest speaker. They recently had a presentation on regional DC real estate trends that highlighted continued regional job growth and residential demand, while office supply is highly underutilized.

The chapter has a robust local chapter web site: www.laigw.org. The site prominently displays a “Nominate a New Member” icon on every page which is useful in promoting the recruitment message to members. The site also details membership qualifications and participation and dues requirements.

The LAIGW chapter hosted the 2015 spring LEW and did a spectacular job. Like his counterpart in the Baltimore chapter, Erwin asks that LAI International continue to minimize international dues increases.

Philadelphia

Chapter President, Tony Forte provided the following update:

So far in 2017, we have had a successful Holiday Party in January (we prefer to wait until after the holiday rush is over), attended by approximately 50 members and guests at Del Frisco's. We also received a visit from Steve Gragg and Sheila Hamilton, who came to meet with our LEW Committee and tour some of the exciting locations we will visit during the Philly LEW.

As for the LEW, things are falling in place nicely. On the opening evening of the weekend, we will offer an optional walking tour around Philadelphia's beautiful City Hall, followed by the President's Reception at the top-floor of the Loews Hotel (formerly the Executive Board Room and Dining Room for PSFS Bank), with a talk by Philadelphia's previous Planning Director and Commerce Director. Each of the next two days will start with a series of short “LEW Talks” by prominent Philadelphians on topics as varied as the Philadelphia 2035 Plan, our legacy as a city of great public spaces, the impact of the Millennial Boom in Center City, and our recent designation as America's first World Heritage City. Tour stops will include the new Comcast Technology Center (soon to be the city's tallest building, designed by Norman Foster), the Schuylkill River Park, Cira Center complex, Pennovation (U. Penn's new campus for commercialization of R&D projects), East Market mixed-use developments, and the Navy Yard conversion. Friday features a talk on the exciting new “30th St. Station Master Plan” involving the building of a whole new city above the rail yards. Throw in a “dine around” on Friday night, lunch at the Reading Terminal Market on Saturday, and a big Awards Dinner on Saturday night. It's going to be a great weekend! The host hotel (the Loews) is now fully booked, but we are assisting LAI members with getting hotel rooms at a couple great alternate hotels nearby (just email Tony Forte at aforte@saul.com). Oh, and on Sunday, following the end of the LEW, we have arranged for an on-your-own private tour of the breathtaking new Barnes Museum for anyone who can extend their trip another day.

Atlanta

Chapter President, Russ Posey, provided the following update:

The LAI Atlanta Chapter is focusing on membership renewal and growth along with enhancement of programming as the main focus of their strategic initiative. The Board currently plans to hold meetings in August, October, and December with the year-end event to include induction of new members.

The LAI Atlanta Chapter is currently scheduled for an August 15th lunch meeting with a program presentation by Malaika Rivers, chapter member and Executive Director of the Cumberland Community Improvement District (<http://www.cumberlandcid.org/>). Ms. Rivers presentation will focus on the economic impact of the CID to this high-profile and significant Atlanta MSA submarket and its evolution as a result of growth in mixed use projects and more specifically the sports centric developments resulting from the relocation of the Atlanta Braves baseball team stadium to this area.

Atlanta Chapter's next meeting will be a luncheon event on October 17th with the program to be presented by Michael Halicki, Executive Director of Park Pride-Atlanta who will be addressing the on-going cooperative effort to improve, expand, and enhance the parks and park system in the Atlanta metro areas.

Board members are attempting to lead by example as many have invited guests who are potential new members to recent events and the BOD team is spearheading this effort on a continuing basis .

The Atlanta Chapter is on sound financial footing and expects a slight improvement in 2018 due to some reinstatement of existing members and addition of new members.

New York

Jeff Beal and Chris Deutsch have been working with a small group to reconstitute the New York City Chapter. They have a social event planned for August 30th in an effort to bring the chapter back together.

Summary

Philadelphia hosted the April LEW and Baltimore is working on the spring 2018 LEW event. Clearly the East Region of LAI has active chapters with committed leadership. Each chapter faces the challenge of retaining members and recruiting new ones. We need to continue to cultivate creative approaches to the identification and onboarding of potential new members.

**LAMBDA ALPHA INTERNATIONAL
REPORT OF THE CENTRAL REGION VICE PRESIDENT
TO THE LAI EXECUTIVE COMMITTEE**

August 2, 2017

Overview.

The five Chapters of the Central Region, Ely (Chicago), Memphis, Minnesota (Minneapolis/St. Paul), Ottawa, and Simcoe (Toronto), all seem to be doing well and did not report any immediate or urgent issues to Central Region VP Jordan Peters or Central Region AVP Ann King.

Chapter Reports.

Ely Chapter.

Ely Chapter is active in many areas and reports no issues or concerns. Some specifics are:

The Chapter's program year is off to a good start, with large attendance at its luncheon meetings and other events. In addition, the Chapter initiated 51 new members at its Initiation Banquet in June. Many of the new members attended a new members' reception in July, indicating a high level of interest in the Chapter.

The Chapter also held some smaller gatherings, at which participants discussed and "debated" pre-assigned topics related to challenges facing the City of Chicago. The venue for these gatherings was members' homes. The Chapter also held another successful "pop up" networking event, which was hosted by a member's firm, and plans to continue the practice.

20167 has been a successful year for Chapter sponsorships, with a sponsorship goal of \$25,000. The Chapter is looking at ways to increase the value of its sponsorship options and the amounts raised from sponsorships, and to create new sponsorship opportunities for specific functions and events. The Chapter sees sponsorships as a way to maintain high quality programs while keeping costs to members low.

The Chapter also is taking measures to increase the level of its internal communications to members and external communications to the larger community and has established a Board level communications committee. The Chapter also has fully implemented the LAI rebranding and has operational Linked-in and Twitter platforms, in addition to its web site.

The Chapter has requested the opportunity to host a LEW in Spring 2020, which will be the 90th anniversary of the founding of Lambda Alpha.

Memphis Chapter.

The Memphis Chapter is alive and well but takes a break for the Summer months of May through August. As previously reported, the Chapter initiated six new members during its May banquet. The Chapter will have its first meeting of the Fall on the first Tuesday in September, and it has an exciting speaker line up for the fall luncheons as follows: September – Jack Soden with Elvis Presley Enterprises to discuss campus expansion; October – Pierre Landaiche with the Cook Convention Center to discuss the convention center future expansion plans; and November – Adele Day – Shelby Farms Park development. The Chapter's Fall Board Meeting will be held in October, and the topics for discussion will include a possible local chapter dues increase and plans for 2018.

Minnesota Chapter.

The Minnesota Chapter is doing well overall. They are however having some financial issues and as a result will be unable to send the Chapter President, Cecile Bedor, to the Fall LEW. In addition, until chapter finances improve, they won't be able to send the new President to the LEW in 2018 either. They have a good plan to improve finances and have made the following strides toward this goal:

1. The dues increase is concerning to them and they are very concerned that they will lose more than they will gain if they increase their dues.
2. Over the last two years, they have inducted large classes of new members and continue to recruit heavily.
3. They have beefed up their luncheon speakers. For example, they started a CEO series, whereby they invite a F500 CEO to speak at one of their fall meetings. Examples include Doug Baker (Ecolab CEO) and Ken Powell (General Mills CEO). Later this year, Neel Kashkari, President & CEO of Minneapolis Federal Reserve Bank will speak.
4. They are considering asking for meeting 'sponsors'. Three of their Board members, including Cecile's organization, have 'sponsored a meeting' thus far – meaning an additional donation.
5. The board is watching their expenses closely. They have a Board Member who is a member of a Midland Hills Country Club and they hold all their Membership and Board meetings there as the room charge is waived. Thus, they generally break even on lunch meetings. (This same LAI member generously covers the Board meeting refreshments as well.)

They do plan to re-submit the chapter grant request in the very near future. (They've been waiting until they knew the amount of their legal fees related to the 501c6 status; they may have pro bono support now.)

Cecile and her board would welcome other suggestions as they consider their options.

Ottawa Chapter.

Jordan spoke with Miguel Tremblay, President of the Ottawa Chapter, on August 2. As previously reported, the Chapter has become reinvigorated by the addition of some new officers, who are younger members, and Miguel believes this will enable the Chapter to resume organizing regular programs, recruiting new members and processing applications for membership. The Chapter has approximately 12 applications for membership pending, and hopes to induct new members soon. In the meantime, the applicants are participating in Chapter activities. The Chapter recently hosted a socializing and networking meeting, which had no speaker presentation. That was a success and served to keep members connected during the summer months, when the Chapter traditionally has not had any programming. The Chapter also is considering sponsorships, and Jordan will provide examples of the sponsorship materials used by Ely Chapter.

The Chapter plans to continue the format of dinner meetings and to hold its events during the fall, winter and spring months. The Chapter still is concerned that ULI may be seen as a “competitor” to LAI. However, the consensus of the Ottawa Chapter members for the time being is that LAI is a more prestigious organization because membership is by invitation and is limited to more senior professionals. Therefore, the Chapter does not see ULI as a competitor for now, but it realizes that the presence of ULI means that the Chapter will have to maintain the quality of its programs and be active in recruiting.

Overall, Miguel is optimistic about the Chapter and its future.

Simcoe Chapter.

Jordan spoke with Scott Burns, the Simcoe President, on July 27. The Chapter continues to be vital and active and reported no concerns.

The Chapter is actively planning the event celebrating its 50th anniversary, which is scheduled for December 5. The theme is “looking back 50 years and looking forward 50 years”. A keynote speaker has been identified, and the Chapter plans to collaborate with local universities to request student papers on the theme. Three papers will be selected and the authors will be invited to present them at the celebration event.

The Chapter also is soliciting nominations for new members and expects to have 15 to 20 applications for membership.

The June field trip to Eaton Centre in Toronto, hosted by owner Cadillac Fairview, was well attended, and the Chapter is working on the planning for its Fall programs.

Respectfully submitted,

Jordan Peters
Central Regional Vice President

Ann King
Central Region

LAMBDA ALPHA INTERNATIONAL



THE HONORARY SOCIETY
FOR THE ADVANCEMENT OF LAND ECONOMICS

REPORT OF THE WESTERN REGIONAL VICE PRESIDENT TO THE LAI EXECUTIVE COMMITTEE

Jim Musbach and Gregg Robinson
August 4, 2017

General Overview

On the whole, the Chapters of the Western Region are vital and engaged. There is a lot of really good programming going on, there are various creative efforts underway to increase and retain membership, and create more interaction among members at large and the Chapter Boards. Generally, it appears that the level of knowledge of and engagement with the International leadership and programs is growing steadily. Individual reports are presented below.

PHOENIX CHAPTER, Chaz Smith, President

Phoenix Chapter Report

We do not have scheduled meetings for our members during the months of July and August due to summer vacation schedules. We have had very enthusiastic participation in the meetings that we have had through June. Because we are continuing to try to expand our membership base, I give a brief overview of LAI at every meeting and introduce our board:

LAI International Treasurer Sheila Harris

Past President Cindy Hammond

President Elect Geoff Semro

LAI Arizona Treasurer Rick Merritt

Secretary Julie Johnson

Programs Scott Phillips

Membership Ian Turner

At Large Members: Randall Pamela, Curt Johnson, Tres Winus

I continue to be very excited about the makeup of the board members and expect a very successful year.

March, we had Tom Rex, a member of Arizona State University faculty made a presentation on demographics entitled: Looking into Arizona's

Crystal Ball; Where are demographics taking us? How will slower, older and more diverse affect Arizona Real Estate?

April, the City of Phoenix Economic Development Manager, Chris Mackey gave members and guests a walking tour of The Warehouse District in downtown Phoenix. Exceptional turnout for a market that is taking off in our downtown.

May was a panel discussion lead by past president Cindy Hammond on financing and the changes that lenders are seeing and what we should expect.

June was an interesting panel discussion that I moderated. The name of the program was, Beach Reading. This in keeping with Phoenix propensity to vacate in the summer heading for cooler climates. We had three very high profile members of the community Grady Gammage J. (zoning attorney), Steve Betts (real estate advisor) and John Graham, (development) relating what they are looking forward to in the Valley over the next years and things to anticipate

September, we have the president of Grand Canyon University speaking to our group on the impact of private, affordable universities on the education level as well as redevelopment of infill locations. This should be an excellent program in that he is very hard to pin down.

All of the programs this year beginning with the January meeting through the June meeting have exceeded our expectations in attendance

VANCOUVER CHAPTER, Richard Cook, President

ZIA CHAPTER, John Nye, President

Midtown LINC draft ordinance success is now entering phase 2 with significant developer interest for residential and commercial projects. The unanimous passing of this incentive laden ordinance, which has been led by LAI members, will change a 2-mile corridor from underutilized 60's and 70's commercial design to a people friendly community, linear parks and with modern workforce housing. Commercially; planning for multi-use; office, retail and live work projects.

The next phase is the development of programs for the recognition of the opportunities of the Midtown LINC for developers nationwide. This will be accomplished through a new web site and national public relation programs that we will be developing with the City of Santa Fe that features a connection to our ZIA web site.

This process has been led by Mathew O'Reilly (City Asset Manager and an LAI Member) and Michelle Henrie (ZIA Board Member and Past President).

Communication – and planning has produced outstanding speakers for our EOM Lunches and will be put to better use this next year in developing an increase in membership.

Membership – our #1 priority for 2017' has been our #1 failure. Lack of leadership and commitment by my-self and others has produced minimal results. Fortunately, some Board members have presented a few new nominations and we will have a positive membership gain for the year.

Membership will be at the top of our list for 2018.

SACRAMENTO CHAPTER, Stephen Fleming, President

The Sacramento Chapter continues to be strongly supported by its members, with well attended monthly luncheons at the Sutter Club in downtown Sacramento featuring speakers on local development and land use policy topics. Of particular note was the robust discussion that we had about the impact of the cannabis industry on the local real estate market with the recent legalization of recreational cannabis in California.

VANCOUVER CHAPTER, Richard Cook, President

Vancouver Chapter extends a very warm welcome to all LAI members to the Fall 2017 LEW event in Vancouver, Canada which has now been set for September 14-16, 2017.

Our program features both downtown, waterfront, hilltop and recent transit-oriented development sites. Our speaker list includes the chair of Metro Vancouver (our regional government), leading municipal land planning staff, representatives of leading developers and consultants. Look forward to seeing you there!

We are pleased to report well attended events, most recently a forum focused on the future of the province in light of a razor thin minority government replacing the incumbents of 16 years. We continue to have an active membership and a strong executive team. Four of the Vancouver chapter members have recently enjoyed the hospitality of the Mumbai-Pune chapter, a link we hope to foster over the next few years, in addition to those with other our other LAI chapters in North America and beyond.

Richard Cook, Chapter President

GOLDEN GATE CHAPTER, Paul Wolford, President

The San Francisco Golden Gate Chapter occupies a unique sphere within the Bay Area Land Economics community; it serves as the intersection of our local luminaries in the respective areas of real estate, finance, development, design, capital planning and land use law. While other local organizations serve these constituents as well, LAI is the nexus amongst them. Through the process of holding a Land Economics Weekend in San Francisco a couple of years ago; our chapter reconnected with the broader LAI. The success of this LEW, recommitted us locally to the to the International LAI. Since then, our chapter has decided to fund a Board member of the Chapter to attend every LEW going forward. This year we will had two attendees representing Chapter Leadership in the Spring Philadelphia LEW: Jim Musbach and Andrew Wolfram. We have a robust monthly luncheon program on important land economic issues germane to our region, where we have averaged about sixty to eighty attendees a month over the past few years. We've held a successful annual gala for many years that averages about two hundred attendees each year. It's become a not to miss event in the land economics community in San Francisco, where we honor the member of the year, induct new members into our chapter, and acknowledge the gifts, humor and contributions of our tribal elders by a key note speech, fine dinner, generous pours, and copious conversation. We have shared the passing's of our members, have funded scholarship memorials to honor those who have left us, and sponsored key research initiatives focused on urban development in transit oriented communities.

Last year, as a special applied research initiative, we funded a five thousand-dollar ULI (Urban Land Institute) sponsorship for a BART (Bay Area Rapid Transit) TAP (Technical

Assistance Program). Initiated by Faye Beverett (LAI GG Chapter and Board member), we underwrote a two-day program that included LAI GG Chapter members: Chair: Bob Lallane, former Vice Chancellor of UC Berkeley Real Estate, Participants: Michael Cohen, Strada Investment Group and Jeffrey Heller, Heller Manus Architects. This TAP concluded with key findings and recommendations for such areas of influence as: Market analysis, Planning, zoning & entitlements, Developer solicitation/BART procurement, Deal negotiation, Infrastructure Delivery, and Supervision.

ORANGE COUNTY CHAPTER, Stevan Gromet, President

The Orange County Chapter continues to prepare for the fall 2018 Land Economics Weekend which it is hosting. Speakers, donors, logistics and content are all falling into place.

At the same time our Chapter is starting to make headway on attracting and matriculating new members. For all chapters, but especially for a modestly sized chapter such as Orange County, each new member makes a big difference. We admitted several new members since the beginning of the year and at least two more prospective members are finishing up their applications and being voted upon in August.

What helped get the word out at least a little is an early evening summer mixer our Chapter hosted in Newport Beach in July at a local restaurant with outdoor space, it was fun to have a more relaxed venue to chat with members and prospective members. As our Chapter ramps up to the 2018 LEW, we continue to stress growing our membership.

SAN DIEGO CHAPTER, Janice Weinrick, President

The San Diego Chapter has monthly luncheon meetings except for the months of July and August. The Chapter moved the luncheon meetings from the Westgate Hotel to the sky-level University Club atop Symphony Towers which is one of San Diego's tallest and most prestigious buildings in the heart of the business & cultural community. This has given us the opportunity to "see" the changing landscape as we engage in presentations about the challenges and opportunities in our region. Recent programs have stimulated spirited discussions. Luncheon presentations include LAI-SD member Alan Nevins captivating discussion of his new book "*The Great Divide: The True Story of America Tomorrow*". The San Diego housing crisis was at the forefront of two programs. A broad-based coalition called "Housing You Matters", discussed their mission and action plan to catalyze leaders to create policies for creating solutions for increasing housing supply and lowering the cost of building new homes. The following month, Councilmember Scott Sherman engaged the Chapter in a dialogue as to what the City of San Diego's policymakers are considering to advance transit oriented development through city-wide development incentives, strategies for increasing

housing supply, and ideas for reforming community planning groups. In June, the Chapter had a Happy Hour Mixer in lieu of a luncheon meeting. A grand time was had by all.

The Chapter Board held a “Board Advance” in July where topics included action plans for long term financial stability of the Chapter, membership growth and retention, dues structures (National & local), creation of new member packets, member surveys, membership recognition, creating a LinkedIn account instead of a traditional website, recognition awards, new member initiation ceremony venues, and creating new committees with that would engage some of the newer Chapter members, a Membership Enhancement Committee, a Public Relations Committee and a Special Events Committee.

The Chapter resumes luncheon and program meetings in September with another great line-up of topics including: What is Hot and what is Not in Housing, Adaptive Reuse of Shopping Centers & their potential to include housing, University of California Overview: New Commercial Campus Development in San Diego and a December Holiday Mixer at a member’s home.

LOS ANGELES CHAPTER, Andrew Fogg, Esq., President

The Los Angeles Chapter awarded the 9th Los Angeles Skyline Award to Korean Air and A.C. Martin in honor of the newly opened Los Angeles Intercontinental Hotel at a luncheon event on June 21, 2017 attended by more than 300 participants. The Intercontinental Hotel is currently the tallest building on the west coast. The project designer, David Martin, accepted the award on behalf of Chairman Cho of Korean Air, the project developer, and the principal architect, engineer and project manager, Chris Martin, accepted the award on behalf of A.C. Martin. Our program was the first event to be held at the Intercontinental Hotel and, following the lunch, all of the participants were offered behind the scenes tour of the project as the construction crews were taking care of the final construction items in advance of the project’s grand opening two days later.

The Chapter hosted a new member mixed at the California Club in July, and we are looking forward to several of these attendees joining our Chapter at a new member initiation dinner in November. We have identified approximately 10 potential new members to date – the complete list will be finalized by early October.

We will be hosting our regular September and October luncheon programs at the California Club. We are particularly excited about our October program as the Los Angeles Olympic Committee will be sharing their vision as they undertake the planning and implementation of the recently awarded 2028 Summer Olympic Games to the City of Los Angeles.

LAI ASIA-PACIFIC REGIONAL UPDATE
PRESENTED TO THE LAI EXECUTIVE COMMITTEE
By Ann Bouslog, Asia/Pacific Regional Vice President
August 4, 2017

Overview

The Asia-Pacific Region includes three chapters: AUM, Aloha and Tokyo.

- The AUM chapter is based in Mumbai, India, and was invested in 2014.
- The Aloha Chapter is based in Honolulu, Hawaii, and was invested in 1983.
- The Tokyo Chapter is based in Tokyo, Japan, and was invested in 2001.

AUM Chapter (Mumbai) – *The summary below is based on information provided by Mr. Anil Hatkar on July 31, 2017. Please see also the attached AUM chapter report for further detail.*

Chapter Leadership and Succession: Current AUM Chapter officers and their professional affiliations are as follows:

- Founder & President – Mr. Anilkumar Hatkar (architect and planner)
- Vice President – Mr. Girish Bhagat (financial consultant)
- Secretary – Mr. Oswald Pereira (project manager)
- Chapter Administrator and Treasurer – Ms. Aria Chaini (business consultant)
- Chapter Historian – Mr. Rabindra Hazari (attorney)
- Chapter Scribe – Dr. Chandrahas Deshpande (economist)

Positions are for two-year terms.

Membership and Financial Health: The AUM chapter reports 16 active, paid members and 7 inductees (up from 12 active members as of our March report). The Chapter continues to seek new members with consideration for their commitment to chapter activities as well as their professional expertise and contributions to land economics.

As a relatively young chapter, AUM is focused on supporting basic chapter requirements and programming. Expenses from the March 2017 Land Summit (see below) put the Chapter in a temporary deficit position, with overages reported to be covered in the interim by Mr. Hatkar. A final auditing of Chapter finances and the event are still underway.

Reporting Compliance: Despite the challenges of distance, time zone and the no opportunities yet to meet in person, Mr. Hatkar and Ms. Chaini have been very responsible and responsive to the RVP in providing regular chapter updates and other information when requested. They also report that the chapter is up to date with Indian federal compliances and local administration requirements.



Programs: The Chapter strives to produce meetings every month or two, and is interested in large, transformational events. Notably it sponsored a three day conference in Mumbai from March 11 to 13, 2017, titled the “Global Land Summit.” The Land Summit focused on land economics, infrastructure development and finance issues. It was attended by more than 360 persons, including 17 LAI members from abroad. The Land Summit was reported in detail in the March 2017 Asia-Pacific report.

Events since March have focused on membership and an upcoming large event planned for 2018:

- April 29, 2017 – High tea, including introduction and welcome to new inductees.
- May 20, 2017 – Planning session for the “River Basin Summit,” proposed for March 2018 in Pune, Maharashtra.
- June 1, 2017 – High tea with stakeholders for the River Basin Summit.
- August 11, 2017 (planned) – Conference in Pune with government and private stakeholders for the Summit.
- August 15 to 17, 2017 (planned) – River walk from Karnataka to Maharashtra.

Aloha Chapter (Hawaii)

Chapter Leadership and Succession: The Aloha Chapter is led by an Executive Committee of six members, who each serve a two-year term, after which many move to other positions within the committee. For continuity, the role of president has always been filled from within the committee, while the “retiring” president stays on for another 2 years in an advisory role. Thus, it’s not uncommon for someone to serve on the Executive Committee for 6 or more years. The current committee was elected by Aloha Chapter members in Fall 2016 and includes:

- President - Mike Hamasu (Director of Consulting & Research, Colliers International Hawaii)
- Treasurer - Tom Witten (Chairperson, PBR Hawaii & Associates Inc.)
- Programs Director - Linda Gee (Managing Partner, Standard Commercial LLC)
- Communications Director - LeeAnn Crabb (Vice President, Queen Lili’uokalani Trust)
- Historian and Scribe - David Callies, FAICP (Professor of Law, University of Hawaii)
- Immediate Past President - Jan Yokota (Vice President, Pacific Region, The RMR Group)

Membership and Financial Health: Aloha Chapter membership has increased steadily from about 60 members 10 years ago, and has been maintained at about 100 since 2015. The Chapter initiated 11 new members in March 2017, which may result in a slightly higher total going forward. The 100+/- size

appears to be ideal based on exclusivity within the local business community, financial stability and differentiation of the group from other professional organizations that emphasize size and coverage.

Chapter finances remain sound. The Aloha Chapter ended 2016 with a positive balance of about US \$24,000 in cash assets. The 2017 budget goal is to maintain a similar margin after annual revenues and expenses are accounted for.

Reporting Compliance: The Chapter holds regular Executive Committee meetings to manage budget, discuss land use issues, programs and other matters of concern. They have invited the Asia-Pacific RVP to these meetings as a courtesy, and provide responsive and timely reports to the RVP and LAI upon request.

Programs: The Chapter holds members-only quarterly luncheon meetings at the Oahu Country Club, with a stimulating speaker and lively discussion. Programs since March include:

- March 3, 2017 – New Member Initiation Day. The chapter broke with past traditions and organized the new member initiation day as a lunch-time mixer with new members assigned randomly and then rotating between tables. It was an enjoyable and effective means of making new contacts and renewing old ones. The chapter inducted 11 new members, representing senior leadership of a conservation group, NGO, major landowners, investors, bankers, and developers.



- June 2, 2017 – Luncheon membership meeting featuring Honolulu Mayor Kirk Caldwell, who joined us at the invitation of member Mitch Imanaka. The meeting was very well attended and members were reported to be pleased at the candid nature of the presentation and question and answer session, including discussion of the City's \$8 billion rail project, which has faced numerous challenges and budget overages.
- Upcoming meetings – The upcoming September and December meetings are slated to feature Mr. Rick Egged, president of the Waikiki Improvement Association, and Mr. Richard Vuylsteke, president of the East-West Center, respectively.

Other: The chapter is interested in exploring opportunities for a LAI Foundation and/or chapter services grant to support a planning or Hawaiian studies research effort through a University of Hawaii program.

Tokyo Chapter

Chapter Leadership and Succession: The Tokyo Chapter was created in 2001 through the efforts of Professor Yoshiaki Nakamura (past Secretary-Treasurer), Professor Tsuyoshi Kotaka (current Chapter President), Professor David Callies (founding member of the Aloha Chapter, past Asia/Pacific Regional VP, and past Aloha Chapter president), Mr. Phil Boname (past President, LAI) and others.

While it is believed that Professors Kotaka and Nakamura remain in leadership, their succession plans are unknown. According to Professor Callies, Kotaka and Nakamura, who were affiliated with Meiju University (Nagoya) and Aoyama Gakuin (Tokyo), respectively, are both now retired.

Membership and Financial Health: The Chapter has 8 known members for whom international dues continue to be paid. On July 7, 2017, LAI received a check for \$1,500 USD.

Reporting Compliance: Communication and interaction has been difficult due to language, business culture and technology issues. We understand Professor Kotaka does not have an email account and communications from LAI have therefore been sent in care of Professor Nakamura. However, attempts to contact Tokyo chapter members via email over the past 2 years have remained unanswered. The most recent outreach was an email to Professor Kotaka including invitation to the upcoming LEW, from Vancouver Chapter president Richard Cook on July 10.

Programs: While direct information on Tokyo Chapter programs is not available, at last report members continued to meet at an annual dinner event, as well as once or twice a year, usually for a site visit to a development or redevelopment project of interest. The last reported event was at the Five-Star Tokyo Station Hotel.

Respectfully Submitted,

*Ann Bouslog,
2017-19 Asia-Pacific Regional Vice President*

Enc.: Biennial report from AUM Chapter

2017 Bi-Annual Report from AUM Chapter, Submitted to RVP July 31, 2017

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--Membership retention and growth

AUM Chapter has strength of 16 active members and 7 inductee members. All Active Members have paid their dues for the year 2017 and new inductees will pay their dues prior to being inducted.

--Financial health and stability

AUM Chapter being a recent Chapter has a balance sheet just enough to pay for very basic Chapter requirements and obligatory activities. The accounts for the event are now under audit, which should be completed soon.

--Chapter compliances

AUM Chapter is up to date with its local chapter compliances, as per Indian Government, and local administration requirements. . AUM Members try to meet every month or two, for timely updates on happenings at LAI, and within the AUM chapter.

--Program frequency

- AUM Chapter, under the leadership of the President Mr Anilkumar Hatkar, held a grand and successful event from the 11th -13th of March 2017 in Mumbai, India's financial capital. 'Global Land Summit' as it was rightly titled; the event was well attended, by both private and public sector [professionals](#). It was a mixed bag of talks by Minister's, Government officials with discussions, interactive sessions, an award night was followed by a gala dinner, also include was a local site visit to residential Apts under construction tower in Mumbai. The event was graced by 17 international LAI members and galaxy of other chamber representatives totalling to more than 360 members with their presence and AUM Chapter members- A huge successful gathering for all 3 days.

The AUM-LAI Chapter gives Salaam to all!

This event gave a deep and accurate insight into all the verticals related to Land-Use and the position of real estate and FDI investments in India.

Attached are a few pictures of the event.

-Chapter Leadership

The AUM Chapter is led by a committee of six AUM members elected for a two year term., after completion of their terms, a few of them move to positions on the executive committee.

Mr Anilkumar J Hatkar – President (Architect & Town Planner)

Mr Girish Bhagat- Vice President (Financial Consultant)

Mr Oswald J Pereira – Secretary (Project Management)

Ms Aria Chaini – Treasurer & Administrator (Business Consult)

Mr Rabindra Hazari – Historian (Solicitor)

Dr Chandrahas Deshpande – Scribe (Economist)

-Chapter Events

29th April 2017 – High Tea, with an introduction to LAI, and AUM LAI to new inductees.

20th May 2017 – Planning & Brainstorming luncheon session with the committee for the proposed “River Basin Summit March 2018” in Pune, Maharashtra.

Three months of addressing the theme, intent and facilitation of the “River Basin Summit” (RBS) to be held in Pune, Maharashtra State, India – by AUM-LAI and associated stake holders – has resulted in some significant connects and mobilization of a wider team and a more comprehensive approach:

1. The intent of the RBS is to PROPOSE a development model where the centrality of WATER as the primary Ecological and Economic Resource is positioned with definitive emphasis.
2. The case histories which illustrate field wisdom in the above context will be presented to highlight (a) River Basin Approach (b) Primacy of bringing back the ecological-health of the river-water to Dissolved Oxygen level revived to 8 ppm as in cases of rejuvenation of Thames, Rhine & Hudson Rivers (c) With future sustained action and project focus on River Bhima
3. We are now knowledge providers and facilitators with a Maharashtra State Government supported Jalbiradari NATIONAL WATER LITERACY RIVER-CONFERENCE where 101 river-walks will converge in Bijapur, Karnataka State, from 15th to 17th August 2017
4. We are knowledge partners and facilitators with YASHADA (Maharashtra State Governments Premier Development Administration Training Facility) for the duration of the stay of the RIVER-WALK along the BHIMA RIVER. We are in process of finalizing an event on 11th August where our consolidation with the team being mobilized for the March 2018 River Basin Summit will happen.
5. We are in regular contact with Dr Rajendra Singh, (International River Expert and 2001 Magsaysay Awardee & as well as 2015 Stockholm Water Prize Awardee) to confirm the direction and development of the synergy leading to the” River Basin Summit” where he will be a keynote speaker.

1st June 2017 – “River Basin Summit” Event organising committee high tea, selection with responsibilities.

11th August 2017 – Conference in Pune, with stake holders for the proposed “River Basin Summit” which includes government as well as private stake holders.

15th to 17th August 2017 – River walks to converge in Karnataka and wind up in Maharashtra.

Further events planned but await finalization, e.g. “RIVER-BASIN SUMMIT – FEBRUARY/MARCH 2018”, etc.

Respectfully submitted,

Mr Anilkumar J Hatkar
President AUM LAI Chapter
Assistant Vice President Asia Pacific Rim(LAI)

Other Standing Committee Reports

August 10, 2017

Ms. Sheila Hamilton
Executive Director
Lambda Alpha International
PO Box 72720
Phoenix, AZ 85050

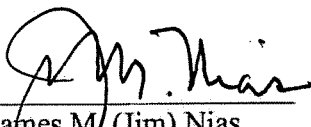
Re: Petition for a Charter of an Austin-Central Texas Chapter of LAI

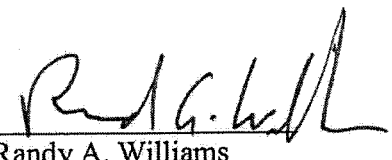
Dear Ms. Hamilton:

Please consider this communication as a petition for a charter for an Austin-Central Texas Chapter of Lambda Alpha International. The undersigned are both Members at Large of Lambda Alpha International in good standing and are the pro tempore leaders of the proposed Chapter.

Thank you for your consideration. We look forward to your response.

Sincerely,


James M. (Jim) Nias
Attorney at Law
100 Congress Avenue
Suite 1100
Austin, Texas 78701
(512) 236-2350
jnias@jw.com


Randy A. Williams
MAI, SR/WA, FRICS
1703 W. 5th Street
Suite 850
Austin, Texas 78703
(512) 459-3440
Randy.Williams@am.jll.com

cc: Mr. Steven Gragg
Mr. Robert McBride

LAMBDA ALPHA INTERNATIONAL CHAPTER AFFILIATION AGREEMENT

An Agreement between Lambda Alpha International (“**Lambda Alpha**” or “**International**”), a not for profit incorporation incorporated under the laws of the State of Illinois in the United States of America and the proposed Chapter (hereinafter identified as the “**Chapter**”).

WHEREAS,

There is proposed a chapter of Lambda Alpha International (“**Lambda Alpha**” or “**International**”) to be known as the “Austin-Central Texas Chapter” (the “**Chapter**”); and

The Chapter may be composed of a body corporate or an association of individuals, the authorized signing officers of which have been duly granted the right on behalf thereof to acknowledge and confirm these respects;

NOW THEREFORE, this Agreement sets forth the offer and acceptance by which Lambda Alpha shall authorize by Charter to the Chapter all the right, privilege and authority under the terms of this Agreement to operate as a Chapter of Lambda Alpha as an honorary, non-political, professional organization devoted to the study and advancement of principles of land economics.

LAMBDA ALPHA AND THE CHAPTER HEREBY, for good and valuable consideration each received, agree as follows:

ARTICLE I CHAPTER PURPOSES

The Chapter subscribes to the following purposes:

- 1.1 To recognize and honor men and women locally and in all parts of the world whose achievements have contributed, directly or indirectly, to the advancement of the science of land economics, to a better understanding of the principals of land economics, or who hold important positions for the practical application of such principals and the preservation, development or better utilization of the world’s land resources;

- 1.2 To encourage and support the study of land economics and support the highest ideals of scholarship and integrity for all fields - professional, business, governmental and academic – in which land economics is studied or practiced;
- 1.3 To expand the world's knowledge in understanding of the principles of land economics and encourage and support the application of such principles to both public policy and private endeavour;
- 1.4 To take those actions and support those ideas, individually and collectively, which contribute to the enrichment of our urban and rural environment and hold benefit to sustain and improve human lives; and
- 1.5 To advance a close working bond in mutual understanding among men and women engaged in all disciplines and activities related to land economics.

ARTICLE II

CHAPTER ORGANIZATION

- 2.1 The geographic jurisdiction of the Chapter shall be as follows: the greater Austin area and the Austin-San Antonio corridor along Interstate Highway 35.
- 2.2 No two chapters shall contain the same geographic area. Boundaries to a Chapter may be amended only in accordance with the By-laws of Lambda Alpha.
- 2.3 Local Chapters, where appropriate, shall be incorporated under state, provincial or equivalent federal or national legislation. A Chapter shall adopt Chapter By-laws which shall be generally consistent with the standard Chapter By-laws of Lambda Alpha. The Bylaws of the Chapter shall be established and maintained from the time of the issuance of its Charter and shall be consistent with and subject to the review and consideration of the International board of governors. The Chapter is to maintain adequate financial and other records regarding its operations.
- 2.4 The Chapter shall recognize and maintain the classes of membership established by the By-Laws of Lambda Alpha from time to time including active, inactive and retired members. The Chapter shall notify the International Executive Director

within one (1) month of any change occurring to membership status on the membership role of the Chapter.

2.5 A member in good standing of a Chapter is a member of Lambda Alpha.

ARTICLE III MEMBERSHIP AND DUES

3.1 The Chapter shall ascribe such membership criteria as are consistent with that established from time to time by Lambda Alpha provided always that any member of Lambda Alpha shall have the right to propose for membership any individual that such member believes is qualified for membership under such criteria.

3.2 Proposals for membership within the geographic jurisdiction of the Chapter shall be submitted to the Chapter and the Chapter shall have the right to determine whether or not the candidate meets the qualifications of membership.

3.3 The dues of members within the geographic jurisdiction of the Chapter, both local Chapter dues and International dues, shall be collected in accordance with the By-laws of Lambda Alpha and in the event that the Chapter elects to collect its International member dues the Chapter shall remit promptly to Lambda Alpha the appropriate amount of the members' International dues. Lambda Alpha shall be responsible to send to the Chapter Treasurer dues collection statements prior to the end of each calendar year. Chapter dues shall be paid by a Chapter member in the currency of the jurisdiction of the Chapter. The Chapter shall pay in currency of the United States of America the International membership fee set by Lambda Alpha. The Chapter shall have sole discretion to set Chapter membership fees.

3.4 Lambda Alpha shall establish an initiation fee for new members and the same shall be collected by the Chapter and remitted to International and a further initiation fee may be charged by the Chapter.

3.5 A candidate for membership to the Chapter shall be initiated in accordance with the general requirements of the form of initiation approved by Lambda Alpha and shall not generally be initiated in absentia, regardless of circumstances. The

Chapter shall be responsible for the procedure by which new members are admitted to the Chapter.

ARTICLE IV OFFICERS

- 4.1 The Chapter shall elect such officers and directors as may be required by the standard Chapter By-laws of Lambda Alpha and the laws of its jurisdiction for incorporation or associations. The President of the Chapter shall be responsible for communicating all Chapter information to Lambda Alpha and may delegate such responsibilities consistent with this obligation.

ARTICLE V CHAPTER LEADERSHIP

- 5.1 A Chapter shall be responsible for the administration, organization and conduct of the business and affairs of the Chapter. Lambda Alpha shall afford such organizational assistance to the formulation, conduct of affairs, education, communication, reporting and dissemination of information and support as determined from time to time by International for the purposes of properly carrying out the objectives of Lambda Alpha and in the interests of its Chapters.
- 5.2 The Chapter acknowledges and agrees that if in the determination of Lambda Alpha or the Chapter that the Chapter is unable to maintain an adequate number of active members or to perform its functions or responsibilities, rights and privileges in a manner consistent with the purposes of Lambda Alpha, then Lambda Alpha may, by resolution, take such action or effect such purposes, including the suspension or withdrawal of the Chapter's Charter, as may be consistent with and authorized by the By-laws of Lambda Alpha. In any and all such circumstances, the Chapter agrees that it will respect and implement such actions or purposes of which it is formally informed.
- 5.3 The Chapter acknowledges that the Executive Director of Lambda Alpha shall be responsible for maintaining communication and liaison with the Chapter and, in addition to the Chapter, maintaining accurate records relating to the current

membership of the Chapter. The Chapter acknowledges and agrees that it will co-operate with the requests of the Executive Director and both Lambda Alpha and the Chapter agree to fulfil their responsibilities in a diligent and timely manner and maintain, further and enhance their responsibilities in accordance with the principles of Lambda Alpha and its By-laws.

- 5.4 The Chapter shall notify International of any change to its address or officers and directors forthwith upon such change.

ARTICLE VI LIABILITY

- 6.1 The Chapter is an affiliate of Lambda Alpha. The Chapter accepts the representational responsibilities of membership on the International board of governors in accordance with the General By-Laws of Lambda Alpha and the obligations established from time to time by the General By-laws of Lambda Alpha. The Chapter shall not have authority to obligate Lambda Alpha for any expense, obligation or liability and acknowledges and agrees that insofar as its activities extend, the Chapter is an independent entity, separate and distinct from Lambda Alpha. Lambda Alpha shall not have the authority to obligate a Chapter or its members, save and accept in accordance with the provisions of its By-laws, as amended from time to time. All newsletters, agendas, communications, speeches and presentations made by Lambda Alpha or by the Chapter, their officers or members are, save and except for administrative matters, expressed as the views of the individual and are not necessarily representative of the views or expressions of Lambda Alpha or the Chapter.
- 6.2 Neither Lambda Alpha nor the Chapter shall hold any liability one to another in respect of the affairs of each other, save and accept in accordance with the provisions of the By-laws of Lambda Alpha, as amended from time to time.

ARTICLE VII INTERNATIONAL SERVICES

- 7.1 Lambda Alpha shall provide to the Chapter a structure of organization and resource for communicating between the members of Lambda Alpha and its constituent chapters. In this regard, Lambda Alpha shall provide research, newsletter and website information on events and affairs of the organizations and advice for the use of its members and for the general betterment for the purposes of Lambda Alpha. In turn, the Chapter shall institute a program and conduct such activities for the education, participation, camaraderie and benefit of its members commensurate with the abilities of the Chapter and consistent with Chapter purposes and defined herein. General communications to Chapter members shall be copied to the International Executive Director to the end of establishing a mechanism for notice and communication of Chapter resources and activities to all members of Lambda Alpha for their use, education and benefit.
- 7.2 It is the responsibility of the Chapter to budget, delegate and provide for the attendance of Chapter representatives at the meetings of International and the International Congress of Lambda Alpha, for the purposes of the election of officers and for reporting the activities of the Chapter and for participating in the shaping and determination of the affairs and business of Lambda Alpha.
- 7.3 Lambda Alpha shall prepare and the Chapter shall receive, review and amend its By-laws in accordance to be consistent with those prepared as the standard Chapter By-laws prepared by Lambda Alpha, as amended from time to time. The Chapter shall forthwith upon the enactment of new or revised Chapter By-laws forward the same to Lambda Alpha for review and consideration by the International By-laws Committee charged with reviewing and reporting on the conformity of such By-laws to International. The Chapter acknowledges that International, in accordance with its By-laws, shall have the right, subject to compliance with local laws affecting the Chapter, to prescribe uniform rules and procedures controlling the business and financial activities of the local Chapters, including but not restricted to record keeping requirements, reporting

requirements and requirements related to the filing of proper tax or information returns.

7.4 This Agreement shall be known as the affiliation agreement as between the Chapter and International.

ARTICLE VIII TERMINATION

8.1 Lambda Alpha and the Chapter acknowledge that this Agreement constitutes the founding basis of the Chapter's relationship with Lambda Alpha effective upon its acceptance by Lambda Alpha and the issuance of the Chapter Charter. In the event of a Chapter breach of obligation hereunder, Lambda Alpha, in addition to Article V hereof, may by written notice to the Chapter ("Notice of Termination") terminate this Agreement and revoke the Chapter Charter as a Chapter member of Lambda Alpha. Upon termination of this Agreement and revocation of the Charter in accordance with By-laws of Lambda Alpha, the Chapter shall:


- (a) immediately cease use in any manner whatsoever of the name "Lambda Alpha", any abbreviation or mark thereof and any Lambda Alpha logo, all of which the Chapter specifically acknowledges are owned completely and exclusively by Lambda Alpha; and
- (b) no longer claim any affiliation with Lambda Alpha; and
- (c) remain liable to International for International dues, expenses or other recoveries due and owing to Lambda Alpha as of the date of the Notice of Termination.

ARTICLE IX AUTHORITY

9.1 We the undersigned holding office in the Chapter hereinafter indicate, represent and warrant that the Chapter has approved this Agreement and has authorized its execution on behalf of ourselves and the Chapter.

IN WITNESS WHEREOF the parties hereto have affixed their hands and seals in accordance with the respective capacities herein set forth.

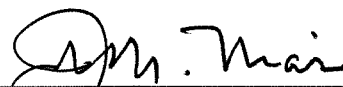
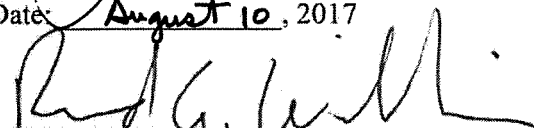
SIGNED, SEALED AND DELIVERED
in the presence of


Name: Guinevere Curva
Witness

SIGNED, SEALED AND DELIVERED
in the presence of

Name: _____
Witness

THE CHAPTER


Name: James M. (Jim) Nias
Date: August 10, 2017

Name: Randy A. Williams
Date: August 9, 2017

LAMBDA ALPHA INTERNATIONAL

Name: _____
Title: _____
Date: _____, 2017
Name: _____
Title: _____
Date: _____, 2017



2015-2017 Executive Committee

International President:
Steven R. Gragg, MAI, SRA, FRICS
Orange County

International Vice President:
Robert McBride, Simcoe

Treasurer:
Sheila D. Harris, PhD, Phoenix

Assistant Treasurer:
Suzanne Varco, San Diego

Secretary:
Cheryl Soon, Aloha

Assistant Secretary:
Millard Lee, Los Angeles

Scribe /Editor:
Alan Nevin, San Diego

Assistant Scribe:
Vicky Estrada, San Diego

Historian:
Christine Williams, Ely

Assistant Historian:
Scott Burns, Simcoe

Regional Vice President, Europe:
Aurelio Ramirez-Zarzosa, Madrid

Assistant Regional Vice President, Europe:
Hania Maraqa, UAE

Regional Vice President, Eastern North
America:
Gary Leach, Boston

Assistant Regional Vice President, Eastern
North America:
Joan Herron, Atlanta

Regional Vice President, Central North
America:
Jordan Peters, Ely

Assistant Regional Vice President, Central
North America:
Ann King, Memphis

Regional Vice President, Western North
America:
Jim Musbach, Golden Gate

Assistant Regional Vice President, Western
North America:
Gregg Robinson, Zia

Regional Vice President, Asia/Pacific:
Ann Bouslog, Aloha

Assistant Regional Vice President,
Asia/Pacific:
Anilkumar Hatkar, Mumbai

Past President:
Tim Youmans, Sacramento

Chair, Council of Presidents:
Ian James Lord, Esq., Simcoe

International Headquarters
PO Box 72720
Phoenix, AZ 85050
Ph: 480-719-7404
844-275-8714 (US/Canada Toll Free)
Fax: 602-532-7865
E-Mail lai@lai.org

July 7, 2017

Via Email

To: BOARD OF GOVERNORS and EXECUTIVE DIRECTOR

Dear Sirs and Mesdames,

Re: LAI Nominating Committee: Nominations List, 2017-19

As Chair of the LAI Nominating Committee, I am pleased to present the Committee's nomination recommendations for Officers, Directors, Assistants and Committee Chair positions for the electoral term commencing September 18, 2017 to October 2019.

Executive Committee voting offices are noted with an asterisk (*), and are as determined by the LAI Bylaw.

The members of the Nominating Committee who participated fully in presenting this candidate slate are: Tim Youmans, LAI Past President (Sacramento Chapter); Steven Gragg, LAI President (Orange County); Robert McBride, LAI President First Vice President(Simcoe); Ian James Lord, Chair - Council of Presidents (Simcoe); Laurie Marston (Ely Chapter); Kathy King (Los Angeles Chapter); and Elizabeth Davison (George Washington Chapter).

The Nominating Committee followed the 2013 recommendation of the Governance Committee, adopted by the Board of Governors, and solicited input from the membership through Chapter President communications, KeyNotes, LEW participation and their own research. Committee membership is defined by the LAI Bylaw to consist of three (3) Executive Committee positions and four (4) lay members.

All nominated candidates have confirmed a willingness to serve in the positions as found adjacent their names.

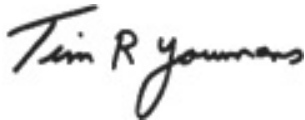
The deliberations of the Nominating Committee, including invitations for approval of names to be put forward, are conducted on a confidential basis as befitting any body of professionals. I thank the members of the Nominating Committee for their diligence and dedication, as conscientiously demonstrated throughout in addressing their task.

The Nominating Committee's recommendations for the offices and positions listed require Board of Governor's approval. The recommendations of the Committee do not preclude additional candidacies that may be tendered in accordance with the Board's procedural Rules.

As well, the LAI President is empowered from time to time, by Bylaw, to add additional members to Standing and Special Committees at the request of Committee Chairs or otherwise, and to propose new special committees, as may be appropriate.

The Nominating Committee recommends the attached listing in the interests of the continuing vitality of the Society.

Yours very truly,

A handwritten signature in black ink that reads "Tim R. Youmans". The signature is written in a cursive, flowing style.

Tim Youmans, Chair

cc: LAI Nominating Committee

Attachment

<u>2017-19 LAI Executive Committee Offices</u>	<u>RECOMMENDED CANDIDATE</u>
International President*	Robert McBride, Simcoe Confirmed
International Vice President*	Cassandra Francis, Ely Confirmed
International Treasurer*	Sheila Harris, Phoenix Confirmed
Assistant Treasurer	Gregg Robinson, Zia Confirmed
International Secretary*	Cheryl Soon, Aloha Confirmed
Assistant Secretary	Michelle Henrie, Zia Confirmed
Scribe*	Alan Nevin, San Diego Confirmed
Assistant Scribe	Vicky Estrada, San Diego Confirmed
Regional Vice President Asia/Pacific *	Ann Bouslog, Aloha Confirmed
Assistant Regional Vice President Asia/Pacific	Anil Hatkar, AUM Confirmed
Regional Vice President Central North America*	Ann King, Memphis Confirmed
Assistant Regional Vice President Central North America	Mary Bak, Ely Confirmed
Regional Vice President Eastern North America*	Gary Leach, Boston Confirmed
Assistant Regional Vice President Eastern North America	Erwin Andres, George Washington Confirmed
Regional Vice President Europe*	Aurelio Ramirez-Zarzosa, Madrid Confirmed
Assistant Regional Vice President Europe	Fares Kekia, UAE Chip Good, London Confirmed

Regional Vice President Western North America*	Jim Musbach, Golden Gate Confirmed
Assistant Regional Vice President Western North America	Suzanne Varco, San Diego Confirmed
International Historian*	Christine Williams, Ely Confirmed
Assistant Historian	Cecile Bedor, Minnesota Confirmed
International Past President*	Steven Gragg, Orange County Confirmed

*Voting Member

Standing Committee Chairs

Executive: Robert McBride, Simcoe [Bylaw]

Archives: Christine Williams, Ely [Bylaw]

Awards: James Fawcett, Los Angeles

Bylaws: Cheryl Soon, Aloha,

Finance: Sheila Harris, Phoenix [Bylaw]

New Chapter Development: Steven Gragg (Orange County)

Nominating: Steven Gragg (Orange County) [Bylaw]

Publications: Alan Nevin, San Diego [Bylaw], Vicky Estrada, San Diego (Vice Chair)

Public Relations: Todd Cabanban (Ely)

Chapter Services: Cassandra Francis, Ely [Bylaw]

Global Chapter Committee: Les Pollock (Ely) Chair,
Programs Coordinator, Millard Lee (Los Angeles)
Membership Coordinator, Ossie Pereira, (AUM)

Special Committees:

Council of Presidents: Tim Youmans, Sacramento