

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

MASSACHUSETTS

Government Affairs Year in Review 2024



NAIOP'S ADVOCACY

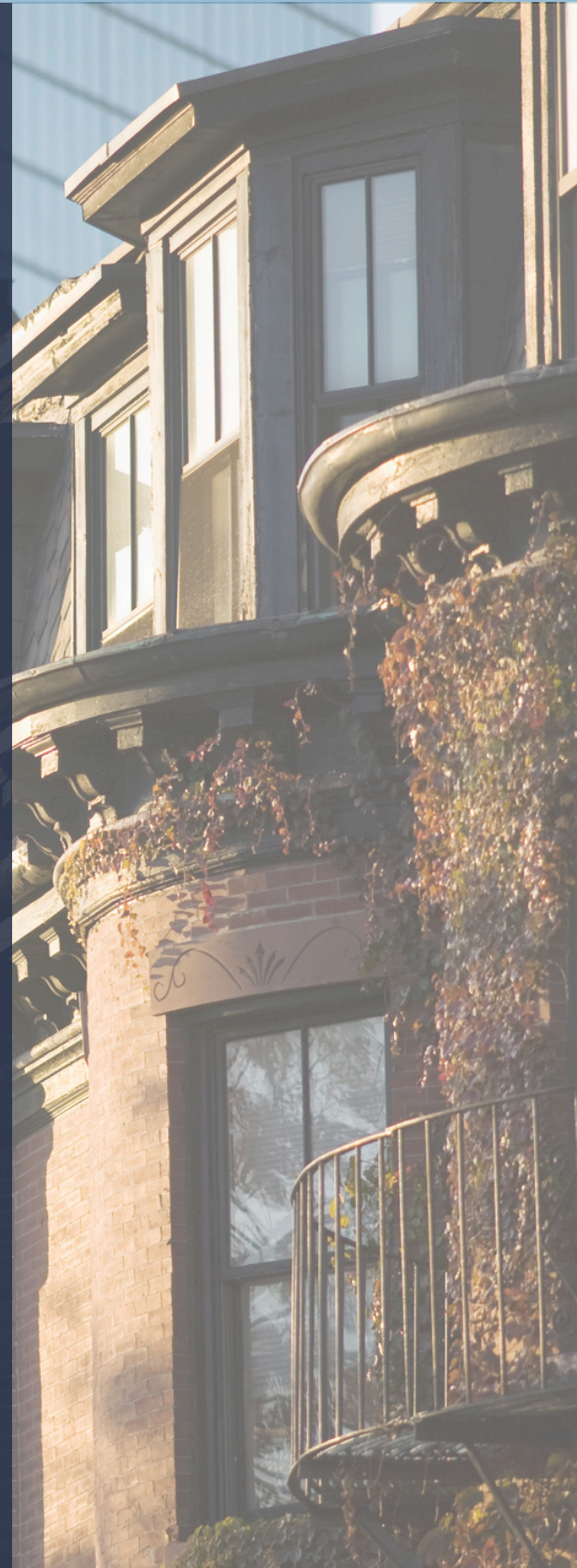
NAIOP REPRESENTS THE INTERESTS OF THE COMMERCIAL REAL ESTATE INDUSTRY AT THE FEDERAL, STATE, AND LOCAL LEVELS. THROUGH REGULATORY, LEGISLATIVE, AND JUDICIAL ADVOCACY, NAIOP WORKS TO ADVANCE ECONOMIC DEVELOPMENT, STRENGTHEN COMMUNITIES, AND ENSURE THAT ISSUES FACING THE INDUSTRY ARE UNDERSTOOD BY LEADING POLICYMAKERS.

Under the Golden Dome

IN 2024, NAIOP CLOSED OUT ONE OF THE MOST SUCCESSFUL LEGISLATIVE SESSIONS ON RECORD FOR THE ORGANIZATION. NAIOP SECURED THE PASSAGE OF CRITICAL LEGISLATIVE PRIORITIES MEANT TO LAY A STRONG FOUNDATION FOR HOUSING PRODUCTION, WHILE BLOCKING ATTEMPTS TO WEAKEN MASSACHUSETTS' COMPETITIVENESS.

SHAPED THE HISTORIC \$5.1 BILLION AFFORDABLE HOMES ACT

- Served as a member of the Affordable Homes Act steering committee advocating for the legislation's final passage.
- Advised the creation of a first-in-the-nation office-to-residential conversion tax credit to support the development of market rate housing.
- Doubled the Historic Rehabilitation Tax Credit and extended its authorization to 2030.
- Successfully secured creation of a Momentum Fund with \$50 million in seed funding to support workforce housing.
- Secured language curbing frivolous appeals.
- Supported allowing accessory dwelling units (ADUs) by-right in single family zones.
- Blocked transfer taxes, right of first refusal, rent control and unrealistic contractor requirements.
- Defeated language that would have conflicted with the Americans with Disabilities Act and the federal Fair Housing Act.
- Prevented amendments to the voting threshold requirements for inclusionary zoning.



Under the Golden Dome

NAIOP'S LASER FOCUS ON ECONOMIC DEVELOPMENT STRATEGIES THAT BOTH ADVANCE NEW DEVELOPMENT AND PROTECT THE PROJECT PIPELINE RESULTED IN THE PASSAGE OF SEVERAL INDUSTRY PRIORITIES IN 2024.

INFLUENCED THE \$3.95 BILLION MASS LEADS ACT

- Served as a member of the Governor's Economic Development Planning Council.
- Secured the passage of the Permit Extension Act, extending permits, certificates and approvals concerning the use or development of real estate in effect from January 1, 2023 - January 1, 2025 for two years beyond the life of the approval.
- Successfully passed An Act to Safeguard Municipal Permitting, protecting special permits and site plan approvals from retroactive zoning.
- Ensured creation of Permit Regulatory Office; State Permit Ombudsman; and Regulatory Ombudsman.
- Supported the creation of a Qualified Data Center Tax Credit.

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NAIOP is the absolute best government advocacy group we have in Massachusetts. Their work is essential to the Real Estate Industry having a voice in the decision making of our elected officials.

RUSS DEMARTINO
SKANSKA

Tracked
400 +
Legislative Proposals

Served as a
Critical Resource
for Policymakers

Regulatory & Judicial Efforts

IN 2024, NAIOP ENGAGED IN ONGOING REGULATORY EFFORTS ACROSS STATE AGENCIES AND SUBMITTED TWO "FRIEND OF THE COURT" AMICUS BRIEFS TO THE SUPREME JUDICIAL COURT. NAIOP'S WORK ENSURED THAT THE COMMERCIAL REAL ESTATE INDUSTRY WAS REPRESENTED ACROSS ALL BRANCHES OF STATE GOVERNMENT.

- Appointed to the Governor's **Unlocking Housing Production Commission**.
- Weighed in on proposed updates to statewide Wetlands and Waterways regulations.
- Submitted comments on **statewide Building Energy Reporting** regulatory program development.
- Secured modest amendments to the stretch and municipal opt-in energy codes.
- Provided feedback on the administration of the Brownfields Tax Credit.
- Served as **subject matter experts** for the Healey-Driscoll Administration and agencies, including the **Executive Offices of Housing, Energy and Environmental Affairs, and Economic Development**.
- Supreme Judicial Court upheld **NAIOP's amicus brief position in Shoucair v. City of Boston Zoning Board of Appeals** advocating for the integrity of Boston's Zoning Code.
- Submitted an **amicus brief in Attorney General v. Town of Milton** arguing that the Attorney General has the power to enforce the MBTA Communities Act.



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NAIOP'S ADVOCACY ACROSS THE
COMMONWEALTH IS CRITICAL TO
THE FUTURE SUCCESS OF OUR
INDUSTRY.

KIRK SYKES
ACCORDIA PARTNERS

CITY OF BOSTON

FROM ADVISING IMPLEMENTATION TO SHAPING ORDINANCES AND PROVIDING GROUNDED, EXPERT FEEDBACK IN POLICY DEVELOPMENT, NAIOP CONTINUES TO BE A RESOURCE FOR LOCAL OFFICIALS.

- Opposed City proposal to increase the commercial property tax burden and led business community negotiations with policymakers, ultimately defeating the proposal's enactment.
- Supported creation of \$110 million **Boston Accelerator Fund**.
- Advised the Boston Planning Department and Mayor's Office on **Article 80 Reform efforts**.
- **Served as a resource for city officials** on issues ranging from climate resiliency to economic development.
- Advised **economic development efforts** undertaken by senior officials.
- Cautioned City against implementation of IDP increase.
- Provided consistent feedback on numerous policy development processes to ensure industry input is considered.



FROM LOCAL REGULATIONS ALL THE WAY TO THE SUPREME JUDICIAL COURT, NAIOP IS AT THE TABLE, MAKING SURE THE INDUSTRY IS WELL-REPRESENTED.

MELISSA SCHROCK
HRP GROUP

Voice of Commercial Real Estate

NAIOP IS COMMITTED TO ENSURING INDUSTRY REPRESENTATION IN EVERY POLICY CONVERSATION. 2024 SAW AN EXPANSION OF NAIOP'S EFFORTS TO ENSURE STATEWIDE COLLABORATION ACROSS THE BUSINESS AND ADVOCACY COMMUNITIES TO ADVANCE CRITICAL INDUSTRY GOALS.



- Collaborated on numerous issues with other business groups and advocacy organizations to advance housing production and foster economic development.
- Successfully led **multiple coalitions** to advance legislation for **the benefit of the Commonwealth's economic competitiveness** by promoting critical programs to advance housing and economic development projects.
- Invited to speak at conferences and convenings for organizations such as **the National Association of Realtors; the Northeast Energy and Commerce Association; and The Berkshire Business Roundtable.**
- Held briefings with **state and local officials on myriad issues affecting CRE.**

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NAIOP provides a voice for the commercial real estate industry and makes sure we are moving forward.

JESSICA HUGHES
TISHMAN SPEYER

2024 NAIOP BOARD OF DIRECTORS

PRINCIPALS AND OWNERS FROM THE AREA'S LEADING REAL ESTATE FIRMS.

2024 Board Management Committee	Board of Directors		
CHAIR	Michael Affronti CBRE	Abby Goldenfarb Trinity Financial	Patrick McMahon Federal Realty Investment Trust
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Kirk Sykes Accordia Partners	Kevin Benedix Boston Global Investors	Timothy Guy Clarion Partners	Colleen O'Connor BioMed Realty
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Doug Manz The HYM Investment Group	Allen Breed MITIMCo.	Kerry Hawkins Hobbs Brook Real Estate	Michael Roberts AvalonBay Communities, Inc.
TREASURER	James Carlin Crosspoint Associates, Inc.	Jessica Hughes Tishman Speyer	Carl Rodrigues Harvard Allston Land Company
Melissa Schrock HRP Group	Sara Cassidy AEW Capital Management	Shawn Hurley CrossHarbor Capital Partners	Sean Sacks Hines
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Patrick Sousa Marcus Partners	Erin Corcoran Greystar	Douglass Karp New England Development	Sam Schaefer Trammell Crow Company
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PAST CHAIR	Lawrence Curtis WinnDevelopment	Sarah Lagosh Eastdil Secured	Patrick Sousa Marcus Partners
Leslie Cohen The Davis Companies	Russell DeMartino Skanska	Marci Loeber Griffith Properties, LLC	Kirk Sykes Accordia Partners
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Jim Tierney JLL	Carlos Febres-Mazzei Quaker Lane Capital	Edward Marsteiner National Development	Yanni Tsipis WS Development
DEVELOPING LEADER ADVISOR	Todd Fremont-Smith Nordblom Company	Mark McGowan Oxford Properties Group	
Erin Corcoran Greystar	Dick Galvin CV Properties		
	William Gause Leggat McCall Properties, Inc.		

GAVEL MEMBERS

NAIOP'S IMPORTANT ADVOCACY WOULD NOT BE POSSIBLE WITHOUT THE SUPPORT OF GAVEL MEMBERS, A SELECT GROUP OF PRINCIPALS FROM THE AREA'S LEADING REAL ESTATE COMPANIES AND THOSE ASSOCIATE FIRMS THAT SERVICE THE INDUSTRY.

GOLD GAVEL

The Abbey Group
A.D. Makepeace
AEW Capital Management, L.P.
AIR Communities
Alexandria Real Estate Equities, Inc.
Amazon
Atlantic Management Corporation
AvalonBay Communities, Inc.
A.W Perry, Inc.
Barings
Beacon Capital Partners LLC
Beacon Communities
Berkeley Investments, Inc.
BioMed Realty
Boston Global Investors
BXP
Boylston Properties
The Bozutto Group
The Bulfinch Companies, Inc.
Cabot Cabot & Forbes
Campanelli
Camber Development
The Chiofaro Company
Claremont Companies
Clarion Partners
Core Investments

CrossHarbor Capital Partners
Crosspoint Associates Inc.
Cummings Properties, LLC
CV Properties / Accordia Partners
The Davis Companies
DivcoWest
The Drew Company
EQT Exeter
The Fallon Company
Federal Realty Investment Trust
Fidelity Real Estate Company, LLC
Gravestar, Inc.
Greatland Realty Partners
Greystar
Griffith Properties LLC
Hines
Hobbs Brook Real Estate LLC
The HYM Investment Group
HRP Group
John M. Corcoran & Company
JP Morgan Asset Management
King Street Properties
Leggat McCall Properties LLC
Lupoli Companies
Marcus Partners, Inc.

Mill Creek Residential
MIT Investment Management Co.
National Development
New England Development
Nordblom Company
NUVEEN Real Estate
Oxford Properties Group
Paradigm Properties, LLC
Patriot Place
Prologis
Quaker Lane Capital
R.J. Kelly Co., Inc.
R.W. Holmes Realty Co., Inc.
Redgate
Related Beal
Samuels & Associates
Skanska
Synergy Investments
TA Realty
Taurus Investment Holdings
Tishman Speyer
Trammell Crow Company
Trinity Financial, Inc.
WinnCompanies
WS Development LLC

SILVER GAVEL

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Avison Young
Bank of America
Bowditch & Dewey, LLP
CBRE
Choate, Hall & Stewart LLP
Colliers
Commonwealth Land Title Insurance Co.
Dain, Torpy, Le Ray, Wiest & Garner, P.C.
DLA Piper
Eastdil Secured, LLC
Eastern Bank
Elkus Manfredi Architects

Foley Hoag LLP
GeoEngineers
Gensler
Gilbane
Goulston & Storrs
Greenberg Traurig LLP
JLL
Langan Engineering
M&T Bank
Margulies Perruzzi
Mintz Levin
New England Economic Development Corp.
Nitsch Engineering

Nutter
Perkins + Will
Pierce Atwood
PKF O'Connor Davies
Proskauer Rose, LLP
Rockland Trust Company
Sanborn, Head & Associates
Sasaki
Shawmut Design & Construction
Sherin and Lodgen LLP
Suffolk Construction
Sullivan & Worcester LLP
VHB

Through its advocacy on behalf of the real estate industry, NAIOP Massachusetts represents the interests of companies involved with the development, ownership, management and financing of commercial, multifamily, industrial, retail, institutional, lab and mixed-use properties.

For more information on any of NAIOP's government affairs updates, please contact Anastasia Daou, Vice President of Policy & Public Affairs at 781-453-6900x8 or daou@naiopma.org.

