

# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

MASSACHUSETTS

# Government Affairs Year in Review 2024



## NAIOP'S ADVOCACY

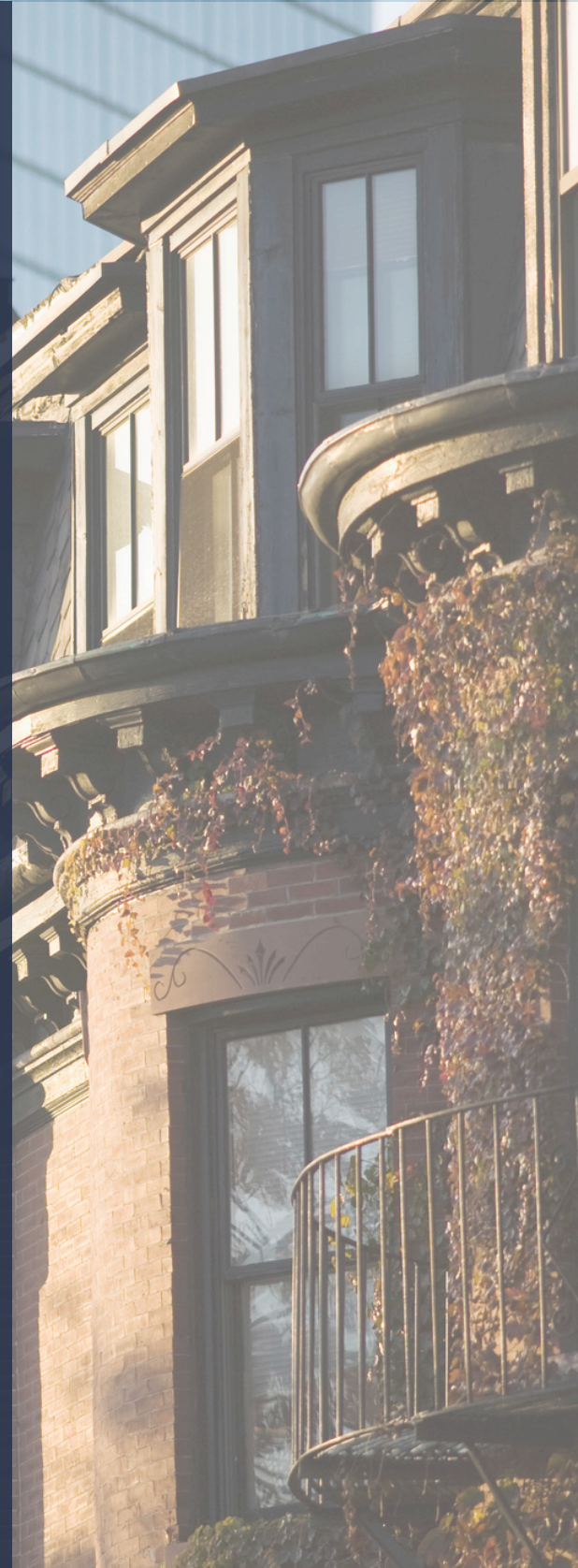
NAIOP REPRESENTS THE INTERESTS OF THE COMMERCIAL REAL ESTATE INDUSTRY AT THE FEDERAL, STATE, AND LOCAL LEVELS. THROUGH REGULATORY, LEGISLATIVE, AND JUDICIAL ADVOCACY, NAIOP WORKS TO ADVANCE ECONOMIC DEVELOPMENT, STRENGTHEN COMMUNITIES, AND ENSURE THAT ISSUES FACING THE INDUSTRY ARE UNDERSTOOD BY LEADING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

”

**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 **amicus brief's 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.



”

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 to **secure a pared back proposal that minimizes harm to the industry.**
- 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.**

”

**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

CHAIR

**Patrick McMahon**  
Federal Realty Investment Trust

PRESIDENT

**Kirk Sykes**  
Accordia Partners

PRESIDENT-ELECT

**Doug Manz**  
The HYM Investment Group

TREASURER

**Melissa Schrock**  
HRP Group

SECRETARY

**Patrick Sousa**  
Marcus Partners

PAST CHAIR

**Jessica Hughes**  
Tishman Speyer

PAST CHAIR

**Leslie Cohen**  
The Davis Companies

SPECIAL ADVISOR

**Jim Tierney**  
JLL

DEVELOPING LEADER ADVISOR

**Erin Corcoran**  
Greystar

## Board of Directors

**Michael Affronti**  
CBRE

**Dante Angelucci**  
Lincoln Property Company

**Katharine Bachman**  
Gravestar, Inc.

**Kevin Benedix**  
Boston Global Investors

**Kristin Blount**  
Colliers

**Allen Breed**  
MITIMCo.

**James Carlin**  
Crosspoint Associates, Inc.

**Sara Cassidy**  
AEW Capital Management

**Leslie Cohen**  
The Davis Companies

**Erin Corcoran**  
Greystar

**Tim Coskren**  
Atlantic Management Corporation

**Keith Couch**  
Suffolk

**Lawrence Curtis**  
WinnDevelopment

**Russell DeMartino**  
Skanska

**Herby Duverne**  
Rise Together

**Carlos Febres-Mazzei**  
Quaker Lane Capital

**Todd Fremont-Smith**  
Nordblom Company

**Dick Galvin**  
CV Properties

**William Gause**  
Leggat McCall Properties, Inc.

**Abby Goldenfarb**  
Trinity Financial

**David Greaney**  
Synergy Investments

**Taran Grigsby**  
Fidelity Real Estate Company

**Timothy Guy**  
Clarion Partners

**Erin Harvey**  
EQT Exeter

**Kerry Hawkins**  
Hobbs Brook Real Estate

**Jessica Hughes**  
Tishman Speyer

**Shawn Hurley**  
CrossHarbor Capital Partners

**Maureen Joyce**  
Barings

**Douglass Karp**  
New England Development

**Gary Kerr**  
Greystar

**Dara Kovel**  
Beacon Communities

**Sarah Lagosh**  
Eastdil Secured

**Marci Loeber**  
Griffith Properties, LLC

**Doug Manz**  
The HYM Investment Group

**Edward Marsteiner**  
National Development

**Mark McGowan**  
Oxford Properties Group

**Patrick McMahon**  
Federal Realty Investment Trust

**Abe Menzin**  
Samuels & Associates

**John Myers**  
Redgate

**Colleen O'Connor**  
BioMed Realty

**Tony Richards**  
MassHousing

**Michael Roberts**  
AvalonBay Communities, Inc.

**Carl Rodrigues**  
Harvard Allston Land Company

**Sean Sacks**  
Hines

**Gregory Sampson**  
Sullivan & Worcester

**Sam Schaefer**  
Trammell Crow Company

**Melissa Schrock**  
HRP Group

**Kimberly Sherman Stamler**  
Related Beal

**Patrick Sousa**  
Marcus Partners

**Kirk Sykes**  
Accordia Partners

**Jim Tierney**  
JLL

**Yanni Tsipis**  
WS Development

# 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

Arrowstreet Inc.  
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](mailto:daou@naiopma.org).

