

2019 STRATEGIC FOCUS AREAS



2018 Strategic Accomplishments:

- Invested in new data analytics program, CHPA Analytics
- Created and curated content for Navigating the Noise audio and video podcasts
- Published white paper research and infographics
- Introduced new member company visibility opportunities
- Represented industry and member companies in legislative affairs
- Expanded media relations
- Received industry award for grassroots lobbying efforts in Boston
- Updated dues structure and award tiers

REPRESENTING YOUR INTERESTS

CHPA leaders represented the industry and member company interests at the following related industry organizations and events:

- Association of Serviced Apartment Providers
- Canadian Employee Relocation Council
- Global Business Travel Association
- SAS Americas
- Vacation Rental Management Association
- Worldwide Employee Relocation Council

MEMBERSHIP: 280 COMPANIES

Associate Partners: 66



Providers: 214

ON THE HORIZON FOR 2019/2020

- Forging a global alliance of related trade groups to address issues facing our industry
- Creating CHPA Advisory Panel of affiliated experts and thought leaders to advise on the future of our industry
- Revamping education to better meet your needs
- Tripling the number of Network Connections

CONFERENCES

2018 Annual Conference

**Largest annual conference ever:
676 Attendees; 6% increase over 2017**

Regional Conferences

**Chicago: 91 attendees from 17 states & Canada
Atlanta: 85 attendees from 15 states & Canada**

INDUSTRY INSIGHTS & RESOURCES

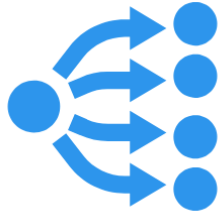
CHPA provides content and resources for members companies free all year long.

16 Network Connections



>> **425 attendees**

Los Angeles, Dallas, Chicago, Atlanta, Denver, Houston, Calgary, Toronto, Vancouver, Boston, Phoenix and New York City



Webinars

8

Webinars

404

Registrations

Topics

Data
Data Security
GDPR
Fair Housing
Sexual Harassment
Payment Processing
Visual Branding

Navigating the Noise

CHPA and the Association of Serviced Apartment Providers (ASAP) partner with professional futurist Brian David Johnson to address industry changes. To access podcasts, videos, white papers, webinars and more visit chpaonline.org/future.



CERTIFICATION & ACCREDITATION

10

New CCHPs

Kayce R. Hyatt, CCHP
Jeffrey L. Senay, CCHP
Tanner J. Bily, CCHP
Nicolette J. Donald, CCHP
Alexandra M. Lappano, CCHP
Mario L. Carrasco, CCHP
Debbie D. Woodley, CCHP
Darelyn M. Borunda, CCHP
Lauren M. Sohn, CCHP
Julie M. Barroukh, CCHP

16

ISAAP Quality Assessed Companies

Canada Suites
Churchill Living
City Gate Suites
Convindo Corporate Housing
Corporate Accommodations
Corporate Housing NSW Pty Ltd
Dharma Home Suites
ExecSuite Inc. - Calgary
HighStreet Accommodations Ltd.
Nectar Furnished Apartments
Nika Corporate Housing
Oasis Corporate Housing
Premier Furnished Solutions
Smallwood Corporate Housing
The Rosemont Residences
Today Living Group Inc.

19

CHPA Accredited Companies

Aaxsys Technology
ABODA by RESIDE
AFR Furniture Rental
AZUMA Leasing
Corporate Apartment Specialists
CORT Furniture Rental
CWS Corporate Housing
Express Corporate Housing
Highstreet Accommodations
Oakwood Worldwide
Oasis Corporate Housing
Pinnacle Furnished Suites
Preferred Corporate Housing
Premiere Suites
SuiteAmerica
Suite Home Chicago
Synergy Global Housing
Sunshine Rentals
TP Corporate Lodging



REVENUE MIX

Conference & Regionals

Membership

Website & Publications

Certifications



\$672,284

65.5% of Total Revenue



\$368,103

35.9% of Total Revenue



\$10,642

1% of Total Revenue



\$7,095

0.7% of Total Revenue

ASSOCIATION ASSETS

Cash

\$384,191

Cash Reserve

\$227,878

Investments

\$425,793

Total Net Assets

\$1,037,862

(Unaudited 1/17/2019; A more detailed financial statement is available upon request.)