

March 20, 2024

Thank you, Chair Frieberg, Representative Coulter & members, for the opportunity to discuss HF 4068 which addresses the lobbyist definition expansion passed last session. My name is Roz Peterson. I am the public policy director for NAIOP, a commercial development trade association with over 600 members—we are the people who build better lives for other people.

The commercial real estate industry would like to also be exempt from campaign finance board reporting requirements. Typically, cities like talking to us because the developers are risking their own money to increase the tax base for local governments.

Getting building approvals is a very public and transparent process. Normally there is no state money involved. It takes years to develop commercial real estate due to extensive planning, marketing, negotiating with businesses to come to the community, permitting processes and then of course the building time which doesn't start until everything has been approved by local units of government.

Realtors for example, are paid at the end of this process on a 100% commission basis, so the fees add up due to the significant amount of time needed to develop property. For example, we are required to talk to the city to find out what they will allow, how much the permit fees will be, etc. We're concerned this will further hinder development, especially for housing in Minnesota.

I respectfully request Representative Coulter and the committee to consider this unique industry exemption.

I am available any time if the author would consider this change and work though the language that is acceptable. Thank you

Sincerely



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# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

MINNESOTA CHAPTER