

ICSC GOVERNMENT RELATIONS CHAIR SPOTLIGHT



Neil Robinette

Neil Robinette has served as the GR Chair for the Carolinas for two years and has been an ICSC member for 10 years.

What motivated you to get involved in government relations?

I have always enjoyed politics, especially the policy aspects. The great work ICSC does through government relations efforts is an underappreciated value to the membership and industry. Having the opportunity to engage in my interests while supporting the industry in a meaningful way has been rewarding. The Carolinas are home for us, and we feel extremely fortunate to work in these great states that have flourished and are poised to continue leading the way with practical political climates that promote community growth. It's important to stay vigilant to ensure these trends are sustained and accelerated.

Which ICSC meeting is your favorite to attend?

I secretly have a love-hate relationship with ICSC LAS VEGAS, and ICSC NEW YORK is always a fun time, but my favorite event, hands down, is the ICSC Federal Fly-In. In addition to the unique opportunity to meet with Representatives and Senators, the takeaways from this event are meaningful, and the work we do to advance our industry's interests is extremely fulfilling.

What's the best book you've read recently?

I'm a little late to the party, but I recently read Sam Zell's autobiography, *Am I Being Too Subtle?*, and I would highly recommend it to anyone who hasn't read it. It's a fascinating history of his remarkable life, told through colorful stories—any commercial real estate junkie will enjoy it. I'd also recommend *Creating Trinity* by Gary Chesson, a friend from Charlotte, NC. Gary offers incredible insight to aspiring entrepreneurs through his successful journey in CRE as a founding partner of Trinity Partners and Trinity Capital.

What's the best piece of advice you've ever received?

"Get comfortable being uncomfortable." This is something our founder, Claude Smith, would often preach. He was emphasizing the importance of embracing the hard work and obstacles that we face. No one ever achieved great things by remaining in their comfort zones. We only grow and expand our capabilities by taking on new and uneasy challenges.

FOR MORE INFORMATION CONTACT US AT
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