President’s Message

It is hard to believe the summer is over and we are quickly approaching the final quarter of 2011, which many of us on the management side of real estate affectionately refer to as “Budget Season.” It is that agonizing time of the year when our normal everyday schedules continue while at the same time we are given the task of preparing our properties’ business plans for the coming year. As true professionals we prepare ourselves for long days and sometimes sleepless nights as we double our work loads and push ourselves to meet every deadline. It is times like these when we tend to rely on our family, friends and fellow associates to help get us through these overwhelming budget preparation tasks. This is where our Industry Partners can assist each and every one of you by providing those necessary proposals we will all need for our budgets. Please remember to call on our existing Industry Partners when this or any other opportunity presents itself. This can also be an opportunity we can use to pursue additional Industry Partners for our Chapter. If you happen to pick up the phone to call on a particular vendor, which you know you can rely on for excellent service and good industry information, please take the time to refer them to our Industry Partner program coordinator, Michael Kwiatek.

As we begin the final quarter of this year, your current and recently elected 2012 Chapter leaders will begin the planning process for 2012, which will include the attendance by several of our members at the 2011 Fall Leadership Conference in San Diego, California. These national conferences have provided different members of our leadership team with valuable insight and resources relative to the different job functions we each perform for our chapter. As in the past, I am sure this conference will provide some exciting ideas and strategies to energize your chapter leaders as we plan for the coming year’s events. Following the Fall Leadership Conference, the Executive Council will meet for our annual planning session to finalize the Chapter’s goals and plans for 2012. Remember that this is your chapter so please provide any feedback to the current officers relative to the 2011 meetings and speakers, or give us ideas and requests for topics or particular speakers you would like to see in 2012. The feedback from our members provides us valuable information as we plan for the various chapter events, so do not be shy and please speak up with your thoughts and ideas.

(continued on page 2...)
Scholarship Committee

As we move forward in the competitive real estate job market, many job openings may require professional credentials. The scholarship program will prepare and assist financially, highly motivated and talented members reach their goals. The Anthony W. Smith scholarship fund established by Hampton Roads Chapter No. 39 is truly dedicated to helping you reach your educational goals of becoming a CPM®, ARM®, or ACoM by awarding up to $1500 toward one IREM® course or toward one IREM® track. You have the option to complete classes in the classroom, online or through home study.

The Anthony W. Smith scholarship fund is awarded twice annually. To be considered for the December award, applications must be received by October 31. Recipients will be acknowledged at our December installation of officers and award dinner. Application and guidelines can be found at www.iremchapter39.com or by contacting Carl Williamson by email at cwilliamson@nnrha.org or by calling (757) 928-2620.

Carl Williamson, CPM®, cwilliamson@nnrha.org

Income and Finance

This year is really flying by. To date, we have $54,492 in our operating account and five CD's totaling $28,317.67. We have come a long way in a short time in Chapter 39.

As a reminder, we are a non-profit organization. Any profits that are generated throughout the year are divided between our education fund and donated to a local charity.

Our Membership Committee has done an excellent job with the growth of our Chapter, and we look forward to an even more stellar year next year.

Matthew Shafer, CPM®, matt@inglesideproperties.net

(President’s Message, continued from front cover)

Finally, I would like to thank those of you who were instrumental in making our Tenth Annual Golf Outing a success. Even though the weather did not cooperate, this is one event where it takes all members of the Chapter working together through planning, implementation and participation to obtain a profitable outcome. We should all be very pleased that the event was successful since the profits were donated to the Help and Emergency Response Shelter and to further educational opportunities for our members. It is always a wonderful sight to see people coming together to support an event knowing the end result is something that will benefit those who are less fortunate.

Thank you again and please continue to support our Chapter by participating in the remaining events scheduled for 2011.

Todd F. Taylor, CPM® CCIM®
2011 President

FIVE STAR CHAPTER
Hampton Roads Virginia Chapter No. 39
On Friday, September 23, 82 players took to the links for another successful tournament! The goals for the day were: 1. Raise money for a very good cause; 2. Have a good time; and 3. Beat the rain. We accomplished the first two goals, but after around 9 holes, the skies opened up!

Though times are tough for everyone financially, we were able to secure quite a few sponsors for the tournament.

GOLD SPONSORS: W.H.H. Trice & Company
Servpro of Chesterfield/Tri Cities/Newport News

Lunch/Reception Sponsors: Cox Communications
CB Richard Ellis
Virginia Association of Housing & Community Development Officials
Red Coats Incorporated

Beverage Cart Sponsors: Servpro of Virginia Beach
Apartment Guide

Hole & Table Sponsors: United Restoration, Inc.
James River Grounds Management
Servpro of Chesapeake/Servpro of Kempsville
Servpro of Virginia Beach
Top Guard Security
Servpro of Chesterfield/Tri Cities/Newport News

Hole Sponsors: Mid Atlantic Companies, Inc.
Valcourt Building Services
First Potomac Management LLC
Waste Management
IREM Hampton Roads Virginia Chapter No. 39
W.H.H. Trice & Company

Prize Sponsors: Care-a-lot Pet Supply
RDS
Miller Mechanical
James River Grounds Management

THANK YOU ALL FOR YOUR GENEROUS SUPPORT!

Also, a very special thank you to Cypress Point Country Club for the help and support with the tournament.

Congratulations to the winning team sponsored by Mid Atlantic Building Services: Jose Rivera, Chris Kieran, Ed Kimple and Eric Stanley.

We will be presenting a check to the H.E.R. Shelter on November 30 at the annual Holiday Celebration, Installation of Officers and Chapter Awards presentations with proceeds from the tournament. We will also be collecting non perishable foods at that event to donate to the H.E.R. Shelter. The need for donations is great, so everything is very much appreciated. They especially need food items that can be used to make meals for the families (hamburger helper, canned vegetables, etc.) Let’s help to make their holidays a little easier to enjoy through our generosity!

Susan Marihew, CPM®, susan.marihew@cbre.com
Thank you to everyone who attended the IYP bowling event on August 17 at AMF bowling lanes in Chesapeake. The event was well attended and brought out some new faces. Award medals and trophies were given to participants as prizes. Each attendee took home a complimentary bowling coupon to be used for a free bowling game courtesy of AMF lanes. This event was so much fun that we look forward to hosting a similar event in the future!

Stay tuned for information for upcoming IYP events.

If you are interested in joining the IYP committee please contact me!

Shira Ali, CPM® ARM®, sali@divaris.com

For more pics from our events, find us on Facebook!

(Follow the link from www.iremchapter39.com)
Region 3 Education Report

This year has been very successful for Region 3 Education. I would like to thank Tricia Foreman, CPM® for her service this year on the education committee. Please join me in welcoming our 2012 Region 3 Education Committee representative, Todd Taylor, CPM®.

As we prepare for the 2012 educational calendar, please let us know if there are any topics that you would be interested in. Suggestions that we have received so far include bed bug education, lease administration, construction management for property managers, and human resource training. Chapter 39 is responsible for hosting two seminars each year, and we are eager to bring programs that will benefit our membership. Also, don’t forget that Region 3 benefits from individual companies that are interested in hosting private offerings for their employees. Chapter 39 receives a portion of the proceeds for all seminars and private offerings that are held each year.

If you have seminar suggestions or if your company would be interested in hosting a private offering please feel free to contact me at rpulliam@wavertonassociates.com or 757.405.1400.

Renee Pulliam, CPM®, rpulliam@wavertonassociates.com

Member News

Congratulations to our newest Certified Property Managers®, who were installed this quarter:
Shira Ali, CPM®, ARM®, of Divaris Property Management Corp.
Karen Scodes, CPM®, of Drucker & Falk LLC

We would also like to congratulate our new Accredited Residential Managers®, who were installed this quarter:
Laura Heberle, ARM®, of Pembroke Commercial Realty
Keziah Savoy, ARM®, of Pembroke Commercial Realty
Shonna Sullivan, ARM®, of Pembroke Commercial Realty

Additionally, we would like to welcome the following new CPM Candidate® Members:
Kelly Bright of S.L. Nusbaum Realty
Ann Gurnee of Suburban Asset Management

Associate Members:
Amy Cherry of Divaris Property Management Corp.
Juliana Corbett of Cushman & Wakefield/Thalhimer
Julie Crowling of McLeskey and Associates
Wanda Dorsey of Norfolk Redevelopment and Housing Authority
Penny Fowler of Waverton Associates, Inc.
Gwen Gilbert of Divaris Property Management Corp.
Angie Lee of Divaris Property Management Corp.
Carlotta Lilly of Divaris Property Management Corp.
Norma Potter of Divaris Property Management Corp.
Jeri Powell of Cushman & Wakefield/Thalhimer
Mary Yelinek of Cushman & Wakefield/Thalhimer

Jae A. Roe, CPM® ACoM, jroe@first-potomac.com
Save the date and mark your calendar for these upcoming meetings and events.

### October
- **Real Estate: Financial Tools**
  - Date: 30 - Nov. 1
  - Time: 8:30 am

### November
- **Executive Council Meeting**
  - Date: 10
  - Time: 8:30 am
- **Holiday Celebration / Installation of Officers (Town Center City Club, VB)**
  - Date: 30
  - Time: 5:30 pm

### January
- **Chapter Meeting**
  - Date: 18
  - Time: 8:30 am

### February
- **Chapter Meeting**
  - Date: 15
  - Time: 8:30 am

### March
- **Chapter Meeting**
  - Date: 21
  - Time: 8:30 am

### April
- **IREM® Leadership & Legislative Summit (Washington DC)**
  - Date: 14-18
- **Chapter Meeting**
  - Date: TBD
  - Time: TBD

### May
- **Chapter Meeting**
  - Date: 16
  - Time: 8:30 am

Visit the IREM® website at [www.iremchapter39.com](http://www.iremchapter39.com) for event & meeting details.

Become our Facebook fan and “Like” us! To find us on Facebook, just follow the link from our homepage!