

- 2 Scholarship Committee / IREM® Foundation Scholarship
- 3 Chapter Highlights / Region 3 Education / Membership Report
- 4 Installation & Awards Recap
- 5 RVP Update / Community Service
- 6 Programs / Finance Report / In Memoriam
- 7 Industry Partners
- 8 Planning Calendar

IREM®

Hampton Roads Virginia Chapter No. 39

President's Message

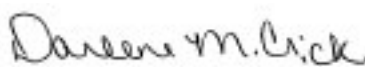
Happy New Year to the members of Hampton Roads Virginia Chapter No. 39. I am excited to serve as your 2012 president and look forward to another successful year! I would also like to take this opportunity to thank Todd Taylor, CPM®, CCIM®, for his leadership of our chapter through 2011. With great leadership and a very capable Executive Council our Chapter completed another successful year. Some of those wonderful leaders from the 2011 Executive Council have stayed on the board for another year taking on new roles within the chapter. We have also brought a few new members onto the Executive Council for 2012 and I look forward to working with this exceptional team to review and discuss new ideas and opportunities for our Chapter.

We have an exciting year ahead, full of educational opportunities through our course offerings and the monthly membership meetings. Our Chapter will be hosting at least two seminars through our participation in Region 3 Education. Be on the lookout for more information as the planning for these two events gets underway.

Once again, our monthly membership meetings will be highlighting our Industry Partners, to provide them the opportunity

to share with our members their industry knowledge through "Lunch and Learn" sessions. We should all take advantage of the opportunity to learn something new each month. We are really excited about giving away two iPads this year. In January we gave away an iPad 2 to one lucky attendee at the membership meeting and then at the end of the year we will draw a name to give away the second iPad. Each meeting you attend is another opportunity to have your name entered to win. The drawing will be held at the December Holiday Celebration, Installation and Awards dinner; the winner must be present to win! Also, in an attempt to boost our membership we will be asking for referrals of non members, if the person you refer joins IREM® we will give you a \$10 gift card!

Thank you again for your confidence in me to lead our Chapter in 2012. Happy New Year to all!



Darlene Crick, CPM®
2012 President



Darlene Crick, CPM®

NATIONAL

www.IREMjobs.org

www.iremfirst.org

www.irem.org/iremfoundation

RESOURCES



2012 BOARD OF DIRECTORS

EXEC. COUNCIL OFFICERS

President

Darlene Crick, CPM®

President-Elect/Programs

Jae A. Roe, CPM® ACoM

Vice President of Communications

Shira Ali, CPM® ARM®

Vice President of Education

Renee Pulliam, CPM®

Vice President of Finance

Matt Shafer, CPM®

Vice President of Membership

Dennis Skelly, CPM®

Immediate Past President

Todd F. Taylor, CPM® CCIM®

EXECUTIVE COUNCIL

AMO® Committee

Matt Smith, CPM®

Community Service Committee

Susan J. Marihew, CPM®

Diversity Committee

Jae A. Roe, CPM® ACoM

Education Committee

Todd F. Taylor, CPM® CCIM®

Industry Partners Committee

Michael Kwiatek, ARM®

Roby Blankenship

Steven Joyner

Legislative Committee

Kendall Korte

Past President Committee

Todd F. Taylor, CPM® CCIM®

Scholarship Committee

Carl Williamson, CPM®

IREM® Association Executive

Cindy Matthews

Graphic Designer

Kim Breeding

This newsletter is published quarterly by IREM® Hampton Roads Virginia Chapter No. 39. Each issue is posted online in the newsletter archives at www.iremchapter39.com. Advertising rates and policies may be obtained by calling (757) 473-8701. The IREM® newsletter was designed and created for IREM® members by Organization Management Group, Inc.

Scholarship Committee

IREM® Hampton Roads Chapter No. 39 is committed to providing the membership with opportunities to pursue personal and professional growth in the real estate industry. The scholarship committee will prepare you for opportunities to become tomorrow's leaders. 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 May award, applications must be received by April 30. Recipients will be acknowledged at our June Chapter Meeting. Application and guidelines can be found at www.iremchapter39.com or by contacting Carl Williamson at cwilliamson@nnrha.org or (757) 928-2620.

Congratulations to our December 2011 scholarship recipients (pictured at right):

Kendall Korte – C.B. Richard Ellis of Virginia, Inc.
Kelly Bright – S. L. Nusbaum Realty Corporation



Carl Williamson, CPM®, cwilliamson@nnrha.org

IREM® Foundation Scholarship Program

Stipulation and Benefits

IREM® Foundation Scholarships provide partial tuition for a recipient to attend up to three (3) IREM® courses in any delivery mode – classroom, home study, or online. The scholarship may be used for tuition only (at the premier member rate). The scholarship does not cover the cost of fees (i.e. application fees and management plan registration fee), dues, travel-related expenses or any other expenses. Recipients may reapply for additional scholarship funding if needed upon completion of the current scholarship.

Selection Criteria

The selection of recipients is based on, but not limited to these factors:

- Strength of letter of support from local IREM® Chapter.
- Demonstrated commitment to real estate management as evidenced by employment in the industry.
- Level of involvement at the chapter and national level.
- Previous IREM® course work completed.

Get Started Now!

Email: foundation@irem.org

Phone: (312) 329-6008

FIVE STAR CHAPTER
Hampton Roads Virginia Chapter No. 39



Chapter Highlights

Vera C. McPherson, CPM®, ARM®, Region 3 Regional Vice President was featured in the Jan/Feb 2012 issue of the Journal of Property Management. The article highlights her over 14 year career in property management and her contributions to the industry.

Please join us in congratulating Jae Roe, CPM®, ACoM, of First Potomac Management, who was installed as Chair of the National Diversity Advisory Board at the IREM® Fall Leadership Conference held this past October in San Diego, CA.

Region 3 Education Report

Our chapter is well represented again this year on the Region 3 Education Committee. Both myself and Todd Taylor, CPM®, CCIM®, have been participating in planning sessions and conference calls to deliver educational opportunities for members throughout the region. This year there are two events being held in the Hampton Roads area. First, on April 26 from 8am until noon, we will have a **“Construction Management for Property Managers”** seminar being held in Newport News. Our presenter is Charles Bennett with CB Richard Ellis, who has a wide range of knowledge related to commercial construction and project management. This course is primarily focused on the tenant upfit process, so commercial members should definitely plan to attend. More detailed information will be distributed soon.

The next event that our chapter is hosting will be held on May 22 from 9am until noon in Chesapeake. This **“Financial Management”** seminar will focus on all areas related to the financial aspects of property management. In order to accommodate our membership, this course will be facilitated in two breakout sessions for residential and commercial members. Be on the lookout for registration materials in the next few months.

Finally, Region 3 also benefits from individual companies that are interested in hosting private offerings. Basically, this is an opportunity for your company to bring an IREM® course to your employees at your convenience. Region 3 will assist you with finding an approved instructor as well as facilitate the registration process. By hosting private offerings, this enables your company to bring your employees to a location of your choice such as your corporate office and get them the same designation courses that IREM® offers throughout the country. Chapter No. 39 receives a portion of the proceeds from private offerings which ultimately benefits our local membership. 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

Membership Report

IREM® Hampton Roads Virginia Chapter No. 39 has so many exciting events on the agenda for 2012! From the monthly chapter meetings, networking events, the IREM® Leadership & Legislative Summit, valuable educational offerings, hopefully you will find your area of interest and get involved! Here are just a couple reminders to kick-off the New Year:

1. Please pay your Chapter (and National) dues if you haven't already done so. If you didn't receive an invoice or have questions, send an email to cmatthews@managegroup.com for Hampton Roads Virginia Chapter inquiries, or marthur@irem.org for National. Note: if you forgot to pay 2011 dues, then IREM® has dropped you from membership and you can either pay 2011 dues or apply for reinstatement. Remember that to maintain your IREM® designations, both national and chapter dues must be paid.
2. Mark your calendars and save the date of February 15 for the Chapter membership meeting. This meeting will be held at the Spring Hill Suites by Marriott in Hampton. The guest speaker is Karen Wilds, executive director with the Newport News Redevelopment and Housing Authority.

We also had a few new members join our chapter in January:

New CPM®/ARM® Member: Michelle McClure, CPM® ARM®, PRG Real Estate Inc.

New Associate Members: Rebecca Noel Kelly, North Bay Advisors, and Shawanda “Wanda” Phillips, Oakmont North Apartments/Lawson Realty Corp., and Lynn Combs, Realtec Community Services

Welcome to IREM® Hampton Roads Virginia Chapter No. 39! If anyone has any questions about Membership, please contact me.

Dennis Skelly CPM®, dskelly@libertyproperty.com

Installation & Awards

November 30, 2011 | Town Center City Club



IREM® Anniversaries celebrated at the Holiday Celebration / Installation & Chapter Awards Dinner:

- Patricia Shumaker, CPM®, ARM® - 15 years for both ARM® and CPM®
- Todd Taylor, CPM® - 10 years for CPM®
- Vera McPherson, CPM®, ARM® - 10 years for ARM®

Award Recipients:

- Carl Williamson, CPM®, Newport News Redevelopment and Housing Authority – CPM® of the Year
- Michael Kwiatek, ARM®, Harrison & Lear Inc.- ARM of the Year
- Kendall Korte, CB Richard Ellis- Associate of the Year
- Jae Roe, CPM® ACoM, First Potomac Management, LLC- ACoM of the Year
- James River Grounds Management- Industry Partner of the Year

Congratulations to you all!

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



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

www.facebook.com/iremhr39



RVP Update

The third annual RVP Chapter Challenge is in full swing! The Challenge will measure percentage growth by region for total individual members from January 1, 2012 through December 31, 2012. Throughout the year, each chapter in Region 3 should strive to grow its membership by reaching out to real estate professionals in their respective areas.

The RVP Chapter Challenge is a recognition program for IREM®'s Regional Vice Presidents and IREM®'s 14 regions to accomplish the following goals:

- Promote membership growth across all chapters.
- Ensure that chapter leaders utilize available resources to promote member benefits and deliver meaningful member experiences.
- Foster collaborative relationships between chapters and encourage them to combine resources to deliver successful programs.

The RVP Chapter Challenge will also recognize chapters with the highest percentage growth for individual members for the same timeframe.

If you recall, in 2010 Region 3 gained the highest percentage of new members earning us 1st place in the 2010 RVP Chapter Challenge. The six chapters in the region received IREM® rewards towards the regional dinner this past October in San Diego as well as one student royalty per chapter which was rolled into the Region 3 education fund.

Though the prizes we received were a great incentive, growing our region's membership was the greatest achievement. As members of Region 3, we have demonstrated that we can grow our membership; therefore, I encourage each of you to invite a colleague or a friend to become a part of this wonderful organization.

Third quarter results for last year's challenge reflected Region 3 in third place with a regional membership growth of around 150 members. Though the final numbers for the 2011 RVP Chapter will not be announced until the Leadership and Legislative Summit this coming April in Washington, DC.; congratulations Region 3 and keep the momentum going!

Vera C. McPherson, CPM® ARM®, IREM® Vice President, Region 3



Community Service

At the November Holiday Celebration and Installation dinner, IREM® Hampton Roads Virginia Chapter No. 39 presented the H.E.R. Shelter with a check for \$5,000.00. The check was from proceeds of the golf tournament held in September. Pictured at right is Beth Cross, Director of the H.E.R. Shelter accepting the check on their behalf and expressing their gratitude for everything we did for them throughout the year.

I would like to thank all of the chapter members and Industry Partners for their participation in the golf tournament. Without your ongoing support, we would not have the continued success that we have enjoyed. Proceeds from the tournament are shared between the chapter's education fund as well as the charity that the chapter is supporting that year. Throughout the course of the year, the chapter's portion of the proceeds from the 50/50 raffle held at the monthly membership meetings was used to purchase supplies for the shelter. We also held a clothing drive early in the year and a food drive in November. All of the support received goes a very long way for this very deserving group, helping women and children in need as they work to start a new life after leaving situations of domestic abuse.

MARK YOUR CALENDARS AND SAVE THE DATE! The **2012 Charity Golf Tournament** is scheduled for September 21st. The tournament will again be held at the Cypress Point Country Club. The flyer will be available soon for early registration and sponsorship opportunities. HELP US MAKE THIS A RECORD YEAR!



Susan Marihew, CPM®, susan.marihew@cbre.com

Programs

Our January membership meeting program, “All About IREM®: The Benefits of Membership,” provided details about the IREM® website, member benefits, and chapter services. A portion of the meeting was held via webinar with IREM® National Headquarters staff members:

- Lynn Disbrow, Vice President of Membership and Marketing
- Melissa Arthur, Senior Manager, Membership
- Jennifer Schlueter, Senior Manager, Leadership Services
- Matt O’Hara, Manager, Income/Expense Analysis

The balance of the meeting was led by members of Hampton Roads Chapter No. 39, with a presentation of chapter specific topics:

- Jae Roe, CPM®, ACoM, President-Elect/Vice President of Programs
- Todd Taylor, CPM®, CCIM, Immediate Past President
- Renee Pulliam, CPM®, Vice President of Education
- Shira Ali, CPM®, ARM®, Vice President of Communications
- Carl Williamson, CPM®, Scholarship Committee Chair



Additionally, to start the year off with a bang, an iPad2 was given away as a door prize! The winner was Jeanie Gordon, ARM®, with the Hampton Redevelopment and Housing Authority (pictured above, with Darlene Crick, right). The webinar and PowerPoint presentation will be available on the chapter website (www.iremchapter39.com). Please take a look to ensure you are making the most of your membership!

We plan to continue the momentum of our January program throughout the year by providing informative and exciting programs at each of our membership meetings. On February 15, Karen Wilds, Executive Director of the Newport News Redevelopment and Housing Authority will discuss the redevelopment of downtown Newport News. In March, one of our Industry Partners, ThyssenKrupp Elevator, will present regarding elevator modernization. Please mark your calendar for these upcoming meetings. We hope to see you there!

Jae A. Roe, CPM®, ACoM, jroe@first-potomac.com

Finance Report

As 2011 has come and gone, IREM® Hampton Roads Chapter No.39 starts 2012 with a bang. We are currently starting our year with \$88,715 in total assets for the chapter. Monarch Bank, an Industry Partner, will continue to support the chapter with our banking needs. Currently our assets consist of five Cd’s totaling \$28,900 and our operating account maintains an average monthly balance of \$ 35,500.

The Chapter has two scholarship funds, the first, Anthony W. Smith Fund currently holds \$10,785 and the IREM® Foundation account currently holds \$14,290. As our Chapter continues to grow, please feel free to contact me directly with any questions, ideas, or comments in regards to the Chapter accounts.

Matt Shafer, CPM®, matt@inglesideproperties.net

In Memoriam

Erwin B. Drucker, CPM® Emeritus - A longtime partner at the Newport News real estate firm, Drucker & Falk and 1978 IREM® past president, passed away on October 12, 2011. Drucker was a member of IREM® since 1960. After earning his CPM® designation, he became an instructor and worked to improve the curriculum, emphasizing professional ethics and standards. By the time Erwin retired from Drucker & Falk, the firm had grown from a small local company to one of the top 50 management companies in the country, with more than 800 employees doing business throughout the mid-Atlantic and Southeast. Throughout his career, he served on numerous business-oriented boards and committees, including the United Virginia Bank and the peninsula Ports Authority, focusing on improving the business environment of the Peninsula. Drucker was greatly respected by his peers and will be deeply missed.

Reprinted from the Journal of Property Management, Vol. 77, No. 1, with permission from the Institute of Real Estate Management.

Mark Zamm - On September 30, 2011, Attorney Mark Zamm passed away. Zamm was Regional Marketing Executive with Corelogic SafeRent and a long time Industry Partner of the chapter. Zamm will truly be missed.

Ring in 2012 with Industry Partners

2012 (otherwise known as MMXII) is a leap year in the Gregorian calendar. 2012 has been designated Alan Turing Year, commemorating mathematicians, computer pioneers and code breakers everywhere on the centennial of Turing's birth.

Just like commemorating those sectors, we here at IREM® Hampton Roads Chapter No. 39 commemorate our Industry Partners who provide our sector with outstanding service both locally and nationally. Often, the greatest challenge in property management comes in finding quality contactors.

If you are looking for an effective way to promote quality services to residential and commercial real estate manager and companies, the IREM® Industry Partners Program can help eliminate some of the confusion.

As an Industry Partner of Hampton Roads Chapter No. 39, your company or organization will have a unique opportunity to deliver your message to specific target markets of Accredited Residential Managers, ARM®, and Certified Property Managers, CPM®. You'll find that becoming an Industry Partner will be the best use of your time and advertising dollars. IREM® members and designees represent a powerful buying force in the industry.

In order to become an Industry Partner, a company or organization must be recommended for affiliation by an IREM® member, and be approved by the chapter's Executive Council.

Make 2012 the start of new ideas and become an Industry Partner!

Michael Kwiatek, mikek@harrison-lear.com

PLATINUM						
						
GOLD						
						
SILVER						

Industry Partner News

Recycling and Disposal Solutions Welcomes Virginia Area Manager - Recycling and Disposal Solutions-Virginia (RDS), a member of IREM® since 2009, gladly welcomes Mike Felker to the Hampton Roads area as Virginia Area Manager. Mike has worked in the waste and recycling industry since the 90's and brings a diverse background in providing these services to multi-family, commercial and industrial properties.

Mike served as General Manager for RDS in the Roanoke area and will be active in the state from our Material Recycling Facility in Portsmouth. He originally hails from Florida and he has a BA from the Michigan State University. Mike will partner with our IREM members representatives Marie Vowell and Terry Martin to continue active participation by RDS.

Debbie Devine, Business Development Manager



Save the date and mark your calendar for these upcoming meetings and events.

Planning calendar

February

Chapter Meeting	15	11 am
IYP and Diversity Outreach		
Wine Tasting	23	5:30 pm

March

Chapter Meeting	21	11 am
-----------------	----	-------

April

IREM® Leadership & Legislative Summit (Washington DC)	14-18	
Construction Project Management	26	8 am

May

Chapter Meeting	16	11 am
Financial Management for Property Managers	22	9 am

June

Chapter Meeting	TBD	TBD
-----------------	-----	-----

September

Chapter Meeting	19	11 am
Golf Outing	TBD	TBD



Feb. 23

IYP and Diversity Outreach Wine Tasting

Apr. 14-18

IREM® Leadership & Legislative Summit



Visit the IREM® website at www.iremchapter39.com for event & meeting details.

	<p>Become our Facebook fan and “Like” us! www.facebook.com/iremhr39</p>
--	---