



**INSIDE THIS ISSUE**

Notes from the President 1  
IREM Chapter 105 News 2-3  
Legislative Update 4

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**Websites**

**Local Chapter**

[www.irem105.org](http://www.irem105.org)

**National**

[www.irem.org](http://www.irem.org)

**IREM® Mission Statement:**

*\*Educate real estate managers*

*\*Certify the competence and professionalism of individuals and organizations engaged in the management of real estate*

*\*Serve as an advocate on issues affecting the real estate management industry*

*\*Enhance and support the members' professional competence so they can better identify and meet the needs of those who utilize their services*



**Notes from the President**

*Susan Wiggs-Folckemer*

It's hard to believe that we're already near the end of our 2004 season! I'd like to take this final opportunity to thank everyone who made my role so easy this year. I couldn't have asked for a better Board and I certainly don't have the space to properly thank them all individually in this message. My appreciation goes to all of our committee VPs for their outstanding efforts in maintaining our growth and exceeding our members' expectations. To our committee volunteers, a big pat on the back for stepping in and helping out where needed.

I don't want us to forget that every one of our Board members views his or her responsibilities as a true labor of love. These professionals are volunteers and put in many, many hours to ensure that this Chapter remains the best it can be. It's a tough row to hoe sometimes, but they all rise to meet these challenges everyday to deliver results that matter. My sincere appreciation to the 2003-2004 Board for ALWAYS delivering on your promises to me and to our members. Thank you for an incredible year.

I know our Chapter remains in the best of hands with our newly elected 2005 Board Members. Please help me in welcoming them:

- President – Jason Stowe, CPM
- President-Elect – Nora Clark, CPM
- Secretary – Cliff Hamner, CPM
- Treasurer – Jerry Kephart, CPM
- Counselor – Frank Livingston, CPM
- Counselor – Crystal Hall, CPM
- Counselor – Kellie Falk-Tillett, CPM



On behalf of the entire board, I wish you and yours the warmest of wishes for a wonderful holiday season!

## **A Message from our Incoming President**

*Jason Stowe*



I am excited about the opportunity to be your President of Chapter 105 in 2005. Susan raised the bar in 2004 with our continued growth, increased participation and educational opportunities. She put together a great team of officers. I retained many officers and have a tremendous group of people to make 2005 a real success. My focus is going to be TEAMWORK. You can succeed if you have a team that is ready to contribute to a common goal. We will continue our educational goals in cooperation with St. Augustine's College, we will grow our membership, increase participation with our Friend program, and reach out to our community through our golf tournament and programs that we will do throughout the year. With committees in place, I strive for a membership participation that will brand our designations throughout the Eastern part of North Carolina. We can only achieve these goals with the Teamwork of all our members and Friends.

As a Board, we remain open to your thoughts and welcome your input. I look forward to working with you in 2005 to help you meet the needs of those you serve.



## **Communication/Promotions Committee Update**

*Jerry Kephart*

The Communication/Promotions Committee has accomplished a lot in 2004. We set out to increase visibility of IREM in the business community and promote our Chapter as the experts in Property Management. I think we have taken great strides in accomplishing that. We successfully put out four Quarterly Newsletters, which had not been done in years, and I hope they have been useful and well received from our members. We have also released many press releases throughout the year, which put IREM out in the news as it should be. All of this could not have been accomplished without Candi McDowell's tremendous work and dedication and Louise Cottrell of Firebrand Marketing, who did an awesome job behind the scenes. We look forward to continued success in 2005 with Kelly Falk-Tillett leading the charge.

## **2004 Habitat for Humanity Day**



Once again, our Chapter supported Habitat for Humanity of Wake County in their endeavors to build healthy, affordable homes for people in need. On Friday, October 1st, members of IREM, CREW, and TAA gathered in Southeast Raleigh at Rosalyn Place to help with the construction of several homes. Due to an abrupt cancellation by Habitat of the second shift for the day, many participants did not get to contribute this year. Community outreach remains one of the mainstays of our local IREM Chapter, and we appreciate everyone for taking the time to come out and raise awareness for this worthwhile cause.

## Officer Installation Meeting on November 10, 2004

Our Chapter enjoyed a sudden change in venue when our usual December General Meeting destination could not accommodate us this year. Angus Barn was delighted to serve as our host for our annual officer installation.



Past-President Susan Wiggs-Folckemer gave an informative speech focusing on the Chapter's accomplishments in 2004 including growth in our membership, a maintenance course offered one year earlier than projected, a successful fundraiser in our President's Cup Challenge golf tournament, and increased community awareness for IREM. Our Chapter also proudly inducted new CPM Christi Ossi with Spectrum Properties.

Beth Machen, the 2005-2006 IREM Regional Vice President, attended the meeting and handled the induction of our new slate of officers. Incoming President Jason Stowe challenged members to sign up for one of our committees and to increase attendance to IREM National conferences. President Stowe plans to have a stellar golf tournament in 2005 with multiple sponsors and participants to raise money for a new charity. Susan Folckemer was awarded with the Past President plaque, as well as the CPM of the Year award for her leadership and organization throughout her term.



We thank Angus Barn for the short notice and providing a wonderful location with a spectacular menu. Our Chapter looks forward to a successful 2005!

## Space Awards

IREM is pleased to be working with the Triangle Business Journal (TBJ) in promoting this year's Space Awards. Twelve years ago, TBJ initiated the Real Estate Deals of the Year (REDY) awards program to recognize the most innovative commercial real estate projects of the year. This year, TBJ is revamping the program to better recognize the industry's leadership. First, the awards are being renamed the Space Awards in partnership with TBJ's successful quarterly Space publication dedicated to news and data for the local commercial real estate market. Second, TBJ is adding several new awards categories for a total of 28 potential winners.

Deadline for nominations is December 6, 2004. Judges will only select deals that have been nominated. Deals and projects must have been completed or substantially under way between December 1, 2003 and November 30, 2004. For more information, visit

<http://triangle.bizjournals.com/triangle/nomination/208>



## 2005 General Meeting Schedule

### **JANUARY 19, 2005**

Speaker: John Davis, NC Free  
Location: Raleigh Board of Realtors  
111 Realtor's Way  
Cary, NC  
Time: 8:30AM Breakfast

### **MARCH 16, 2005**

Speaker: Karnes Research  
Location/Time TBD

### **MAY 18, 2005**

President's Cup Challenge  
Location: TBD  
Time: 1:00 PM Tee Time  
5:30 PM Meeting

### **JULY 20, 2005**

Location/Time TBD

### **SEPTEMBER 21, 2005**

Location/Time TBD

### **NOVEMBER 9, 2005**

Officer Installation Dinner  
Location/Time TBD



## Legislative Update

*Cliff Hamner, Legislative Chair*

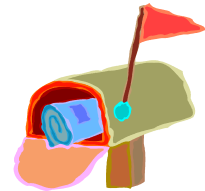
This year, the Legislative Committee has made an effort to follow legislative activities at all levels that impact the real estate industry and to provide greater feedback to IREM members. This has been accomplished through efforts of several members who watch industry trade reports and other regular news sources and then forward this information to the committee. A synopsis is then prepared for inclusion in the quarterly newsletters to alert you, our membership, to the ongoing legislative activities. Our goals for the upcoming year are to expand knowledge and tracking of state and local legislation and to update individual initiatives on a more regular basis.



The City of Raleigh passed the Probationary Rental Occupancy Permit (PROP) Ordinance in October and goes into effect February 7, 2005. The ordinance is aimed at single-family homes, duplexes, and complexes of fewer than 20 units. However, there are provisions for larger properties to be included by the Raleigh City Council is requested by the City Inspections director.

H.R 4520 was approved by the conference committee and will now go before congress for final debate. The bill deals with an overhaul of tax rules governing taxation of multinational corporations and includes a provision for a temporary reduction of the cost recovery period for leasehold improvements from 39 to 15 years, effective in 2004 and 2005.

The United States Postal Service released final rules on mailboxes. The new standards are only required in new construction and substantial rehabilitation. Existing buildings are encouraged to replace existing boxes at the end of their useful life with the new mailbox standard, but there is no retrofitting requirement. The new standard increases size of mailboxes by 50% and requires a parcel locker for every 10 units. This rule went into effect this October, but owners have until October 4, 2006 to comply.



As a repeat of an earlier call to action that is still under review, the North Carolina Utilities Commission has proposed a rule that would ban exclusive contracts with telecommunications providers or the payment of referral fees to owners and managers. This rule would require owners to give access to their buildings, as well as the wires and telecommunications spaces within them to any telecommunications company if a tenant requests their service. No further action has been taken on this rule at this time. If you have not yet commented, please forward comments to:

Ms. Geneva Thigpen, Chief Clerk  
North Carolina Utilities Commission  
5th Floor  
430 N. Salisbury Street, Dobbs Bldg.  
Raleigh, NC 27699-4325

If you have any questions, have a legislative issue that our membership should be aware of, or would like further details, please contact Cliff Hamner at [cliff.hamner@craigdavisproperties.com](mailto:cliff.hamner@craigdavisproperties.com)