

Greater Raleigh-Durham Chapter 105

1st Quarter 2009

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2009 Executive Council Members President

Bonnie Moser, CPM®
 919-846-7300
bmoser@druckerandfalk.com
 President-Elect

Tracey Johnson, CPM®
 919-846-7300
tjohnson@druckerandfalk.com
 Secretary

Gary Triplett, CPM®
 919-582-1930
gtriplett@druckerandfalk.com
 Treasurer

Crystal Hall, CPM®
 919-828-4148
crystal.hall@cbre.com
 Counselors

Michael Best, ARM®
 252-349-4000
michael@ghanc.net

Glenn French, CPM® Emeritus
 919-516-4182
glfrenchassoc@aol.com

Jeff Weatherspoon, CPM®
 919-789-4255
jweatherspoon@collierspinkard.com

Gina Ide, CPM®
 919-420-1578
gina.ide@tlgcre.com

Jason Stowe, CPM®
 919-782-4798
jstowe@incprop.com

Max Guerra, CPM® Candidate
 919-878-5100
max.guerra@att.net

Adam Mehdi, CPM® Candidate
 919-573-1761
adam@hunterlane.com
 Immediate Past President

Cliff Hamner, CPM®
 919-835-3135
CHamner@Weingarten.com

Association Executive

Candi McDowell
 919-863-8057
candimcdowell@yorkproperties.com

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*

National
Local

www.irem.org
www.irem105.org

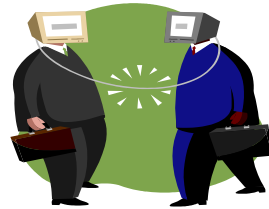


Notes from the President

Bonnie Moser, CPM®

As the first quarter of 2009 draws to a close, we are excited to announce that our chapter membership continues to grow, and we continue to provide meaningful networking opportunities to our members.

Earlier this month at our March General Membership meeting, we hosted our first Annual Speed Networking luncheon providing our "Friends of IREM" an opportunity to introduce their services and products in an intimate personal setting. I believe it was beneficial to both Members and Friends. I know I had several new contacts to add to my MS Outlook when I returned to the office!



Your Executive Council and I are diligently working to achieve our stated goals for 2009. To date, we have reached out to several area universities and real estate clubs to introduce our organization. In early April, several of our Board members will be participating in a Roundtable Discussion with the Duke University Real Estate Club. In addition, we are in the early planning stages for a networking event to take place in Greenville for our members who reside in the area. We are very excited about this opportunity and look forward to sharing additional details as they become available.

In closing, please let us know how we can improve our organization and membership experiences. In these uncertain times, we want to be an excellent resource for you to improve your business and your career. I would invite you to visit the IREM member website at <http://www.irem.org> and take advantage of the many offerings available to you.



We look forward to your feedback and attendance at our next general meeting!

January General Meeting

Our January general meeting was delayed a day because of snow. It was held on January 22nd at Brier Creek Country Club and featured Marirose Steigerwald, CPBA, CPVA, founder of Workforce Chemistry. We had 38 members and 2 guests attend to hear Marirose's presentation entitled "Changing Workforce: Thriving with Multiple Generations in the Office."



Marirose has over 20 years' experience in human resources and has worked in large and small companies, both public and private. "With business environments constantly evolving, workplace diversity is something that affects all companies," says Marirose. Her presentation was designed to help those companies dealing with multiple generations within the workplace come away with a different perspective

as to what they can do, as leaders, to help their organizations work together and be successful.

Also during our meeting, President Moser inducted Juanita Payton with Greenville Housing Authority as an ARM®. Congratulations Juanita on your recent accomplishment!



Legislative Update

Jeff Weatherspoon, CPM, Legislative Committee Chair

Chapter 105 is busy, once again, preparing for the IREM and CCIM Capitol Hill Visit Day on April 22nd. As members of this Chapter, you have reason to be proud of the effort this Chapter puts into this undertaking. Last year I attended, for the first time, and I must say I worked hard, walked a lot, was inspired, and was educated by the process. Jason Stowe, CPM took a significant leadership role, as did Crystal Hall, CPM. The result was a full day of meetings where topics of significant importance were discussed honestly and understood. I felt we not only led as a Chapter, but also for the Region.

This process begins long before the visit and includes a concerted effort by chapters across the nation—orchestrated and implemented by IREM National. If you could realize just how much is involved in the process, you would be very pleased. Letters have already been sent to our Congressmen and Senators by our chapter, and we are scheduling meetings. The issues we will discuss are being finalized and will be delivered to in the near future. We will receive training and participate in role-playing sessions when we get to Washington the day before our Capitol Hill visit.

Please know that all of us that participate in this effort take it very seriously, try our best to represent this Chapter in an exemplary way, and work hard to address the issues we, as an industry, feel need addressing. I urge all of you to get involved, go with us, and see for yourself why our chapter is one to be proud of. When we return, ask us about what we discussed. I think you will see we knew our issues well and we worked very hard to let our voices be heard.



Income/Expense Reporting Time

Gina Ide, Income/Expense Committee Chair

I'm writing to ask your help in making sure the Triangle is well represented in IREM's annual Income/Expense Analysis. This important guide benchmarks regional information about property operations that is quite useful when budgeting, defending expenses to owners and tenants alike, and making sure your property is performing within local industry norms. The more contributors we have, the more meaningful and useful the information. I truly do keep these publications close at hand all year long.

Office Submittal Deadline is March 1, 2009 to receive a free publication and March 31 to receive it half-price.

Retail Submittal Deadline is April 1, 2009 to receive a free publication and April 30 to receive it half-price.

The reports can continue to be submitted through mid-May but you will not receive a publication.

(continued on Page 3)

Reporting forms are available at: <http://ie.irem.org/irem/cwb>. With your year-end operating statement in hand, completing the form is simple, quick and confidential. I've been advised BOMA and IREM are no longer sharing data, so it is critical that information be submitted directly to IREM. But if you've already completed the BOMA form and have a copy of it, you can fax or email that to IREM and they will take it from there. The contact is Matthew O'Hara, Phone: (312) 329-6025 OR (800) 837-0706 ext. 6025; Fax: (312) 410-7925; Email mohara@irem.org

Property Managers, please help us by submitting information on your property!

IREM Acknowledges "Friends of IREM"

Our Chapter would like to acknowledge and thank our current Friends. All of these companies recognize the value of a relationship with IREM, and we truly appreciate their continued support.



GOLD SPONSORS

- *Interstate Contract Cleaning Services*
- *The Budd Group*

BRONZE SPONSORS

- *The Apartment Finder*
- *Carolina Pavement*
- *Jay's Building Maintenance Co.*
- *Lanway Roofing*

SILVER SPONSORS

- *Commercial Mechanical Systems, Inc.*
- *Greenscape*
- *Piedmont Air Conditioning*
- *Sparkkles Restoration*
- *SunTrust Banks, Inc.*

If you're interested in joining our "Friends of IREM" program, please contact Candi McDowell via e-mail at candimcdowell@yorkproperties.com.

March General Meeting

Our first annual Speed Networking was a success! We had 45 attendees join us at our Friends of IREM Speed Networking event held on March 18th at McCormick and Schmick's Seafood Restaurant at Crabtree Valley Mall. The event was a valuable opportunity for Friends to speak directly to our members for timed 5-minute intervals. Thank you to this year's Friends of IREM Speed Networking participants: Sparkkles Restoration, Greenscape, Commercial Mechanical Systems, SunTrust Banks, Carolina Pavement, The Budd Group, Piedmont Air Conditioning, and Apartment Finder.

Also at the meeting, President Moser announced that IREM Greater Raleigh-Durham Chapter 105 has received Five Star Status for 2008 and that our workbook reflected a strong year in competition with the activities of larger chapters. The Chapter Star Recognition Program recognizes IREM chapters for providing valuable member services and programs. The program awards points for specific activities based on criteria that define effective, successful chapters; some activities are required, others are elective. Then, based on total points earned, chapters can achieve Three, Four, or Five Star Status. This is the second consecutive year that Chapter 105 has received this distinction.



Upcoming Educational Opportunities

We are now accepting registrations for Property Operations II, which will be held at the Drucker and Falk Training Center at 7200 Stonehenge Drive in Raleigh from September 21-24.

MNT402 - Property Maintenance and Risk Management

Develop a first-rate property maintenance program and manage various types of risk by learning the specifics of planning, implementing, and monitoring property maintenance operations.

What you'll learn:

Property risk analysis; Maintenance programs; Maintenance projects; Conservation

How you'll benefit:

Create and oversee top-of-the-line maintenance operations and anticipate potential risk.

Exceed client expectations with property maintenance processes that deliver heightened property performance.

Reduce capital expenses through maintenance programs that preserve real estate assets.

FIN402 - Investment Real Estate: Financial Tools

This course addresses the core issues that impact fiscal planning, giving you the ability to calculate important financial components and take control of your property's financial outlook. Learn when to apply the appropriate financial tools in order to meet your owner's goals and promote the success of the properties you manage.

What you'll learn:

Budgeting and analysis; Cash flow analysis; Capitalization and valuation; Taxation and financing; Loan analysis: Loan-to-value (LTV), debt coverage, margin of safety, and leverage applications.

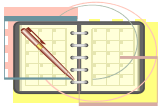
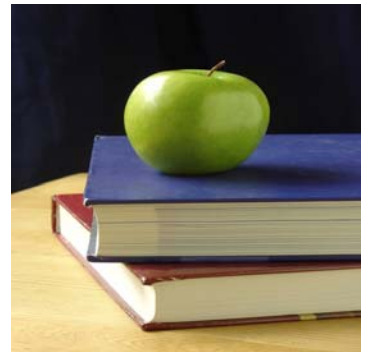
How you'll benefit:

Gain the fiduciary trust needed to work effectively with owners and investors.

Maximize the financial potential of the properties you manage.

Establish yourself as a strategic partner to your clients.

To register, please visit: <http://www.irem.org/eventschedule.cfm?eventType=Course>



2009 Chapter and Conference Calendar

May 20, 2009 General Meeting

Speaker: Fred Dean, CPM, CGP

followed by a tour of West Village

West Village Apartments

604 W. Morgan Street, Durham, NC

5:00PM Meeting

July 15, 2009

Speaker: Brian Reece, Karnes Research

12:00 NOON Meeting

Topic: 2nd Quarter Data/Projections

Location: One Eleven Place

111 Realtor's Way, Cary, NC

July 29-31, 2009

IREM Chapter Leadership Conference

Chicago, IL

September 16, 2009

12:00 Noon Meeting

Speaker Pam Monroe, CPM

2009 IREM National President

Location: Capital City Club

Progress Energy Building/21st Floor

410 S Wilmington Street, Raleigh, NC

Education

September 21-September 24, 2009

Property Operations II

Drucker and Falk Training Center

7200 Stonehenge Drive

Raleigh, NC 27613



October 7, 2009

President's Cup Challenge Golf Tournament

Crooked Creek Golf Course

8:00AM Registration

9:00AM Shotgun Start

<http://www.irem105.org/documents/Golf09.pdf>



October 13-15, 2009

IREM Business & Governance Meetings

October 16-17, 2009

IREM & CCIM Success Series 2009

Honolulu, HI

November 11, 2009

2009 Officer Installation Dinner

Location: Angus Barn

6:00PM



OCTOBER 16-17, 2009
HONOLULU HAWAII