



IREM Institute of Real Estate Management
Greater Raleigh-Durham No. 105

3rd Quarter 2011

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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

Jason Stowe, CPM®

Welcome to Fall! This quarter's newsletter is packed with a lot of useful information you'll want to check out! We elected our 2012 Executive Council at our September meeting, and hope that you'll join me in congratulating each of these dedicated professionals! Thanks to all of you for continuing to serve and support your local IREM Chapter.

Our year-to-date Treasurer's Report shows a shortage in our overall budget, which is due mainly to Friends and sponsorships shortages. Although we hope to reduce this amount with monies received from our upcoming golf tournament, our Chapter still needs your help in spreading the word and attracting corporate sponsors and new members. Our membership continues to be our best sales and marketing tool so we appreciate your taking every opportunity to tell friends and colleagues about your local IREM chapter and encouraging them to get involved.

We're also proud to announce our sponsorship of the recent Sixth Annual Joint Commercial Real Estate Networking Event. There was a "disco theme" involved and as you'll see when you continue going through the newsletter, Past President Tracey Johnson took that ball and ran with it, and we have a picture to prove it. Far out, Tracey! Our Chapter also sponsored the 1st Triangle-Area "Meet Your Candidates" Mixer. We've had a busy September!

As always, thank you for continuing to make our local IREM Chapter a leader! We couldn't do it without you.

September Meeting

Our September meeting featured speaker Rick Steinbacher, Associate Athletic Director for Marketing and New Media for The University of North Carolina at Chapel Hill. He presented "Applied Lessons: How I Took the Lessons in My Athletic Career and Used Them in Business and Life" to 48 attendees and two guests at Capital City Club on September 21st.

Rick has worked for UNC-CH's athletic department since January 2000 and currently oversees all marketing and promotions for the university's 28-sport varsity program, coordinates sales efforts with Learfield Communications, directs corporate relations, oversees all in-stadium video productions, and serves as administrative liaison with the UNC-CH band

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September Meeting *(continued from Page 1)*

and spirit squads.

He also has spent eleven years on the Tar Heel Sports Network broadcast team and is currently the color analyst for all football broadcasts. A native of Greenville, SC, Rick played football at UNC-CH from 1990-93 and started 30 games at inside linebacker. He captained the 1993 team that went 10-3, beat Southern California in the Disneyland Pigskin Classic, and played Alabama in the Gator Bowl. Carolina went 32-14-1 in his four years. He also had the distinction of earning third-team All-ACC honors as a senior.

Rick's presentation summarized his most important lessons learned from a lifetime in athletics that he has applied to the business world, as well as being a husband and father. He stressed that he is by no means perfect in any of these, and he loves to share motivational quotes and finds many of these representative of his life.

His major highlights were:

- Your attitude will not only determine your success, but how much success you have with others.
- Positive attitude gets you everywhere.
- There is no substitute in life for hard work.
- The single, greatest waste of time and energy is feeling sorry for yourself.
- 99 times out of 100, the team that wins is the team that is prepared.
- Enjoy each and every moment.

We also introduced and elected our 2012 Executive Council. Please join us in congratulating and welcoming the following professionals:

President:	Gary Triplett, CPM®
President Elect:	Crystal Hall, CPM®
Treasurer:	Chris Stigall, CPM®
Secretary:	Bonnie Moser, CPM®
Counselors:	Glenn French, CPM® Emeritus
	Gina Ide, CPM®
	Tracey Johnson, CPM®,
	Tammie Rhodes, CPM® Candidate
	Jeff Weatherspoon, CPM®
	Brenda Brantley, ARM®/CPM® Candidate
	Jason Stowe, CPM®, Immediate Past President





July General Meeting

Our July meeting was held at Raleigh Board of Realtors on Wednesday, July 20th. Sixty members and three guests joined us to hear speaker Brian Reece, Managing Partner at Karnes Research, give a Triangle Snapshot of the office, retail, industrial (flex/warehouse), and apartment market focusing on inventory, net absorption, vacancy rates, rental rates, project completions and those under construction, and proposed projects. Brian says that the major trends for the Triangle for the remainder of the year will be brokers will continue working hard for a deal; financing concerns will continue to delay construction; downsizing will decline; historical lows in supply-side pressures will continue; tenants will still absorb small amounts of space; rental rates will stay flat in most submarkets; and absorption will have moderate levels.

Brian joined Karnes Research in 1996 as the Director of Research Services and is in charge of tracking the Charlotte, Triangle, and Asheville commercial markets that comprise more than 213 million square feet of office, industrial, and retail properties, as well as more than 95,000 apartment units in the Raleigh-Durham area. He has been a frequent speaker of the Greater Raleigh-Durham IREM Chapter—providing market forecasts to the organization's real estate membership.

"It's always a privilege to be asked to speak with the members of IREM," says Brian. "It's an invaluable



resource for the real estate industry, and I'm proud of my association with such a professional and highly regarded association."

President Stowe also proudly inducted our newest ARM®, Cheryle Roberts with the Durham Housing Authority.

Please plan to join us on November 9, 2011 at the Angus Barn for the installation of our 2012 officers and counselors!



Sixth Annual Joint Commercial Real Estate Networking Event

The Sixth Annual Joint Commercial Real Estate Networking Event was held on September 1st. More than 400 guests enjoyed the evening's festivities, which included entertainment and raffle prizes. The fundraising event raised \$10,000 to benefit Boys & Girls Clubs serving Wake County (www.wakebgc.org) programs.

"The commercial real estate community in our area is deeply committed to supporting Triangle charities," says Kerry Saunders, Triangle Commercial Association of REALTORS® networking committee chair. "We are so thankful to the sponsors, hosts and attendees who made this year's event so successful."

The annual Triangle event has grown from the desire of commercial real estate organizations to join together to host a networking fundraiser to support the programs and services of area nonprofits. To date, \$60,000 has been donated to local charities including Hilltop Homes, Wake County Women's Shelter, Pretty in Pink, Interact and the Inter-Faith Food Shuttle, and IREM is proud to be a sponsor of this event each year.



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. This course is part of the CPM® required education track.

Date and time: February 27-28, 2012 from 8:00am – 5:00pm

Location: Drucker and Falk Training Center, Raleigh, NC 27613

Instructor: Glenn French, CPM® Emeritus

Tuition: Premier Member Rate: \$590, Classic Member Rate: \$680, Non-Member Rate: \$735

What you will learn:

Property risk analysis. Importance of maintenance management, risk management techniques, types of insurance coverage, safety and emergency needs and preparations.

Maintenance programs. Maintenance for key facility systems, preventive maintenance, property inspections, maintenance policies and procedures, developing a maintenance budget, communicating with tenants, residents and owners.

Maintenance projects. Strategies for working with contractors, contractor negotiations and the maintenance agreement, capital improvements and replacements.

Conservation. Energy and water conservation strategies, sustainable practices, green building considerations.

How you will 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.

To view the course learning objectives, visit <http://www.irem.org/pdfs/education/outlines/MNT402.pdf>

Register today via mail at <http://www.irem105.org/documents/MNT402RegistrationForm.pdf>. Online registration will open soon!

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.

PLATINUM SPONSOR

- *Cary Reconstruction, Inc.*
- *Brownlee Law Firm, PLLC*

GOLD SPONSORS

- *The Budd Group*
- *BEST Environmental Systems Technology, Inc.*

SILVER SPONSORS

- *Interstate Contract Cleaning Services, Inc.*
- *Greenscape*

BRONZE SPONSORS

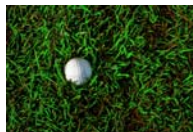
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| • <i>The Apartment Finder</i> | • <i>Piedmont Service Group</i> |
| • <i>Carolina Pavement</i> | • <i>Sparkkles Restoration</i> |
| • <i>Commercial Mechanical Systems</i> | • <i>Enpuricon</i> |
| • <i>Jay’s Building Maintenance Co.</i> | • <i>Scottie’s Building Services</i> |
| • <i>Lan-Way Roofing</i> | • <i>For Rent Media Solutions</i> |
| • <i>Powell, Angeli, and Langford Insurance</i> | • <i>Valley Crest Landscape</i> |

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



2011- 2012 Calendar

October 5, 2011
President's Cup Challenge Golf
Tournament
Crooked Creek Golf Course



October 11-15, 2011
IREM Fall Conference
San Diego, CA

November 9, 2011
2011 Officer Installation Dinner
Location: Angus Barn
Time: 6:00PM

January 18, 2012
Speaker: Smedes York, CPM®
Cameron Village Past, Present, and Future
Location TBD

IREMFIRST

IREM**FIRST**.org (For Information, Resources, Solutions, and Training) is a powerful tool for property managers and is your amped-up **power source** for everything **real estate management**...minus the static and interference.

Get everything you need, when you need it, and only a click away, including:

- Community Forums
- Forms and Tools
- Knowledge Centers
- Career Center
- User Profile
- Industry Event Calendar

Set up your profile on IREMFIRST.org and join the conversation!