

Inside This Issue

[President's Message](#)
[Fantastic February Meeting](#)
[Member Spotlight](#)
[Income/Expense](#)
[March General Membership Luncheon](#)
[Capitol Hill Day 2012](#)
[April General Membership Dinner](#)
[June Meeting](#)
[Membership Update](#)
[In the News](#)
[New AMO®](#)
[Community Action Committee](#)
[IYP News](#)
[Friends of IREM Directory](#)
[Region 3 Education](#)

UPCOMING EVENTS

General Membership Meeting

2012 IREM Charity Gala
on May 18, 2012
[Get Details](#)

Candidate Meeting & General Membership Lunch
on June 13, 2012

General Membership Lunch
on September 12, 2012

[View the 2012 meeting schedule](#)

SAVE THE DATE!

Regional Meeting
October 10, 2012
in Rosslyn, VA

**Featuring celebrity speaker
Cam Marston**

President's Message

by Christina White, CPM®

Greetings Chapter 77! It is hard to believe spring has arrived. Your chapter leadership team kicked off April at the IREM Leadership and Legislative Summit (LLS) in DC which culminated in a successful trip lobbying on Capitol Hill.

The LLS conference featured political analyst Charlie Cook as the keynote speaker. He presented his outlook on the 2012 election and what he believes will be a close race, as well as addressing hot topics like payroll taxes, greenhouse gases, health care, lead paint, light bulbs, carried interest, and commercial liquidity.



In addition to attending this presentation, your IREM team networked with chapters from throughout the U.S. and beyond, sharing ideas on how to grow our chapter, provide maximum value to our members and make positive impacts on the real estate industry. We attended a symposium on coaching strategies, a chapter leadership forum, a program on transformational leadership in the new age of real estate, and we ate a lot of mediocre chicken. Chicken aside, we brought a lot of great ideas back from the conference!

Our chapter leaders are doing so much, but we have so much more to do! One of the speakers used a quote that made me think about the frenzied state of property management professionals with too much to do, not enough time, and so many people that want immediate answers. The quote was from Mario Andretti and he said, "If everything seems under control, you're just not going fast enough." I thought about that a lot, and though I'm not sure if my interpretation was what he had



Watch for more details to follow

in mind, I am using it as motivation. Better to be overwhelmed than bored!

Chapter 77 General Membership Meeting **FANTASTIC February Meeting**

February 8, 2012

Our February General Membership meeting featured Janine Driver, New York Times Bestselling author and leading body language expert. Her presentation was riveting, dynamic and **really** fun! Here are a few of the comments we received after the meeting:

"Great program, great food-what's not to love!"

[After hearing her speak] "I've decided to elect two (lucky) co-workers to escort me through the office and to all meetings...thus, 'framing' me at all times. POWER move...I'm on my way up!"

"Great speaker, great meeting!"

"Leigh, you rock -- best program ever!"

Leigh Carter worked really hard to get such an amazing speaker for our chapter and deserves the praise! Thank you for taking the time to fill out our comment cards at each meeting.



Member Spotlight:

IREM, Animals & Drive...Catching Up With Charlotte Wilson

by Christina White, CPM®

Loyal, hilarious, professionally accomplished, and a former Chemistry major with a serious animal obsession....here's the dirt on Chapter 77's 2012 Treasurer, Charlotte Wilson. Charlotte is a CPM and LEED AP O+M, and is a General Manager at Cushman & Wakefield, managing buildings in DC and Maryland. She hails from Prince William County, is sandwiched between two sisters, and credits her mom as her hero.

After transferring from Virginia Tech to George Mason, and from Chemistry to Psychology, Charlotte took a part time job as a receptionist for a developer. They held onto their properties (and Charlotte) and after a month she was pulling double duty as receptionist and property manager. Ten years later she landed at Cushman, and has been employed there happily for four years. Charlotte says her favorite thing about managing properties is its unexpectedness, "just when you think it can't get any crazier, you're sorry you even had that thought because something totally insane will happen." She also loves her staff whom she refers to as "amazing".



A self-starter, Charlotte found IREM in an online search to expand her property management education. She completed her courses within a year, and got more involved after a push from her boss, former Chapter 77 President, Debbie Santano. Charlotte credits Santano with teaching her more about property management in six months than her 10 years of prior experience combined and says, "Debbie, is a wealth of knowledge, and she pushes people to their fullest potential. She constantly rewards a job well done. And it doesn't hurt that she's a blast outside of work, either! Have you seen that woman dance? Unbelievable!" The feelings are mutual as Debbie says, "Charlotte, is a unique find in this industry (and in life) in that she embodies ALL of the characteristics that you could hope for in a team member. She has a strong work ethic; she is smart; she is funny; she gets along well with everyone; she is good at office politics; she is positive; and she is *a*lways willing to help out no matter what the task. She is an amazing employee, manager, and individual and I am honored to be working with her."

Outside of work Charlotte keeps busy with her longtime boyfriend Dave, rescue dogs Dexter and Remington Steele (Remy), tarantula Medusa, leopard gecko Sonny Crockett, Burmese python Igor, fish Ike and her foster puppies Laki and Kouna. Of the puppies, she says, "they're super cute-- and up for adoption!" These lucky American Pitbull Terriers are rescues through Bully Paws (www.bullypaws.org). Charlotte has also worked with Pet Harbor (www.petharbor.org), a husky rescue group, and participates in walks to benefit breast cancer research.

Charlotte loves 80's movies, 90's rap, classic rock (especially Led Zeppelin) and, thankfully, Chapter 77! Charlotte says, "our members seem so determined to make the chapter better as a whole and to help the community. It's really nice to be around people that seem to love what they're doing, and work well together." Once again, the feelings are mutual and we are thankful for Charlotte's enthusiasm, humor and service!

Income/Expense

by Sara Hobbs, CPM®

Not only did Chapter 77 achieve the goals set for submitting Income and Expense Reports, but we blew away the results from last year! Check out the results below!

Type	Goal	This Year	Last Year
Office	88	90	80
Condos	2	3	2
Apartments	74	87	69
Shopping	4	8	6
Total	168	188	157

Thank you to all who submitted and helped us achieve our great success this year!

March General Membership Luncheon *Wildfire Steaks & Chops*

Members and Friends enjoyed lunch at Wildfire Steaks & Chops on March 14th. The March program on "Growing Your Business with Energy Conservation" was presented by Bill Prillaman of the GoodCents program of Dominion Power.





Capitol Hill Day 2012

by Elaine Gooding, CPM®

April 18th found IREM representatives from all over the United States visiting their congressional representatives. As has become tradition, it was a gloomy day but that did not affect our enthusiasm for lobbying for industry related topics. After all, April showers bring May flowers!

Following our briefing and strategy session presented by our IREM National Legislative team on Tuesday, the 17th, we met with members of Chapter 38 (Central and Southwest VA) and Chapter 39 (Hampton Roads, VA) to coordinate our Senate visits. It was good to meet some of our colleagues in other chapters and to work with them in our lobbying efforts.

This year we recognized many of the legislative staff members as our contacts from last year for our Representatives Jim Moran, Gerry Connolly and Frank Wolf as well as Senators Jim Webb and Mark Warner. It was helpful to have had prior face time with the staff and they seemed more familiar with the topics, several of which were on the agenda in 2011.



Mortgage market liquidity was addressed in discussions involving covered bonds and credit union lending caps. Again this year we asked that Congress consider establishing rules so that U.S. based financial institutions can issue covered bonds. Covered bonds are offered in other countries and differ from mortgaged based securities in that they remain on the balance sheet of the institution issuing the bond offerings. Credit Unions would like to increase the amount they are allowed to lend which would open an additional credit stream for property owners.

Carried interest affects how the building ownerships in limited partnerships or LLCs are taxed. Investors leaving their profits in the ownership for the betterment of the asset would be taxed during the hold period. We lobbied against the change, which would make ownership proceeds taxed on the same basis as Wall Street market securities.

IREM is in favor of Internet Sales Tax Fairness. Lack of online sales tax gives an unfair competitive edge that works against our brick and mortar retail tenants. So far to date actions have been limited to the state level with 24 states including Virginia changing legislation. Look for Amazon to start charging sales tax in Virginia in the near future.

FASB is still contemplating changing the treatment of lease obligations on tenants and owner's balance sheets. In short, tenants would have to recognize the entire lease term as a liability affecting their potential to borrow money. This could result in shorter term leases, which in turn could affect owner's abilities to secure loans. Last



year IREM helped to successfully challenge this proposed rule and has once again asked both our House and Senate members to join the coalitions to make sure a comprehensive economic impact study is done prior changes in accounting rules.

Thank you to those who were able to join us. Chapter 77 was small this year but mighty. Anja Mottern and Miya VanDover were new to the team and did an excellent job. Dave Forster from Chapter 8 also joined us (he had covered bonds nailed - our weakest topic). We successfully met with all three Representative's staffs and both Senator's. An extra big thank you to Courtney Alford for coordinating all the appointments! Courtney understands the layout of Capitol Hill and keeps us from literally running from one appointment to the other.

April General Membership Dinner

Maggiano's Little Italy

Ninety people registered for the April 11th dinner at Maggiano's. "Workplace Violence" was the program topic, presented by Arlington County Police Officers Jonathan Staley and John Adams.





Don't Miss our June Meeting

[June's General Membership Meeting](#) will be a lunch meeting held at Fleming's Steakhouse on June 13, 2012. Jennefer Witter, founder and president of The Boreland Group, will present on "How to Get Your 'Unfair Share' of Traditional and Social Media Attention".

We hope you will join us for easy-to-follow advice on how to work with the press to gain valuable publicity, as well as how to use Facebook to raise visibility and help generate income. You will learn a variety of tactics to use in the social and traditional media spheres. Real-life examples - featuring real estate professionals - will be highlighted.

Membership Update

by Catherine Smolka, CPM®

Our Chapter is pleased to have welcomed several new members at the past few General Membership meetings. Susan Winchell received her ACoM designation at the February meeting and Elaine Gooding received her CPM® designation in March.

We would also like to extend a warm welcome to our newest ARM® members of Chapter 77. Rhiannon Skinner, Glenny Torres, Jenna Franks, Tamara Steffen, Sandy Clark, and Michelle Merriweather were installed at the April General Membership meeting in Tysons Corner.

We look forward to your future involvement within the chapter!

Congratulations to all!



Susan Winchell, ACoM®
McLean Properties



Elaine Gooding, CPM®
Cassidy Turley



**Kettler Management
ARM® Members**

In the News

Glen Skutnik, CPM®, ARM®, is now the Vice President of Operations at AHC Management.



Congratulations to Cara Neary, CPM®, on her recent marriage to W. James Kenney III (left).

IREM Chapter 77 Friend, Frank Flaherty of ServiceMaster shared with us the recent achievements of his nephew, Andrew Rodriguez. Andrew, a top scholar-athlete at West Point who attended high school in Alexandria, received the 2011 Amateur Athletic Union James E. Sullivan Award. He is also the recipient of the William V. Campbell trophy, which is presented by the National Football Foundation and endowed by HealthSouth.

Congratulations to Frank, Andrew and their family from all of us at Chapter 77!

Executive Council member Maj-Lene Keech had her second son, Landon Christian Keech, on February 22, 2012. It's worth noting that not only did Maj-Lene attend the February 15th dinner meeting, she also made it to the March 14th lunch as well! Congratulations to the Keech family!



AHC Management Accepts AMO® Accreditation at April General Membership Meeting

by Lori Wiegand, CPM®

AHC Management was founded in 2001 and is a full service property management company specializing in affordable housing. Their portfolio includes 25 communities with more than 2,500 apartments including affordable and market-rate rental housing, cooperatives and condominiums located in Virginia and Maryland. They also provide interim property management, resident relocation and construction and development consulting services. Please join me in welcoming AHC Management, LLC as Chapter 77's newest AMO®!



Jim Ponder, CPM® represented AHC Management at the installation.

Community Action Committee

by Anja Mottern, ARM®

The Community Action Committee has been busy over the past couple of months.

We have two upcoming events for May. We will be volunteering with Hands on DC as well as participating in the Cystic Fibrosis walk. Please check the IREM Chapter 77 website or email Anja Mottern at Anja.Mottern@WatertonResidential.com if you have any questions or would like to participate.

We were so pleased with the donations that were collected for the Power Pack Program at our March meeting. The final tally was 567 pounds! Thank you so much to everyone that donated! We will be doing another drive in the fall so look for details to come.

Our first event was at Food for Others warehouse in Fairfax. We had a great turnout for the event and accomplished a lot!



DATE	EVENT	NEED
May 19-20, 2012	Hands on DC Cystic Fibrosis Walk	Participants or donations. To join the team or just make a donation, please click here .
Sept 20, 2012	Food for Others	Details to follow.
Oct. 11, 2012	Carpenter's Shelter	Details to follow.
November 2012	Fairfax County Mental Health Services: Adopt A Family Thanksgiving Meal Card Holiday Gifts	Details to follow.

IYP News

by Ladd Keegan

The IYP Cinco de Mayo event was held on May 2nd at The Millennium at Metropolitan Park. We had a great turnout of members and Friends and enjoyed some great food and drinks in celebration of Cinco de Mayo. Thank you to everyone who attended for your continued support of IYP!

Save the date for our 3rd Annual IYP Winery Tour on Saturday, June 9th. Details will be sent out soon.

For updated IYP news, please join the ["IYP IREM Chapter 77" Facebook page](#).



Friends of IREM Directory
By Specialty

Access Control

[Datawatch Systems, Inc.](#)
[Kastle Systems, Inc.](#)

**Construction Engineering
& Consulting**

[Construction Systems Group, Inc.](#)

**Disaster Recovery /
Property Restoration**

[C&C Complete Services](#)
[Minkoff Company](#)
[Servicemaster of Alexandria](#)

Elevators & Escalators

[ThyssenKrupp Elevator](#)

Exterior Building Maintenance

[EXTRA CLEAN, INC.](#)
[Kevco Building Services](#)
[Valcourt Building Services](#)

**Facilities Operations
& Maintenance**

[ABM Industries, Inc.](#)
[CSI International, Inc.](#)
[Emcor Combustioneer](#)
[Trimark Corporation](#)

General Construction

[C&C Complete Services](#)

HVAC/Electrical/Plumbing

[Emcor Combustioneer](#)
[Trimark Corporation](#)

Irrigation Management

[TruGreen Landcare](#)
[ValleyCrest Companies](#)

Janitorial Services

[ABM Industries, Inc.](#)
[CSI International, Inc.](#)
[Pritchard Industries, Inc.](#)

Landscaping - Exterior

[BRICKMAN](#)
[TruGreen Landcare](#)
[ValleyCrest Companies](#)

Parking Garage Cleaning

[Clean & Polish, Inc.](#)
[EXTRA CLEAN, INC.](#)
[Kevco Building Services](#)

Safety & Fire Protection

[Emcor Combustioneer](#)

Security

[ABM Industries, Inc.](#)
[Allied Barton](#)
[American Security Programs](#)
[Kastle Systems, Inc.](#)

Snow & Ice Removal

[TruGreen Landcare](#)
[ValleyCrest Companies](#)

Specialty Cleaning

[C&C Complete Services](#)

Waterproofing & Caulking

[Clean & Polish, Inc.](#)
[Valcourt Building Services](#)

Window & Facade Cleaning

[Clean & Polish, Inc.](#)
[EXTRA CLEAN, INC.](#)
[Kevco Building Services](#)

Many courses and seminars are now available for the 2012 calendar year. You may find out more by going to www.iremregion3education.org. Not only will you be able to view all of the upcoming courses and seminars, but you can register for them online as well.

UPCOMING COURSES:

TRACK	CLASS	DATE	LOCATION	FEES <small>*Premier/Classic/Nonmember</small>
Ethics	ETH800 Ethics for Real Estate Managers	May 17	Mark Center Club 5708 Merton Ct Alexandria VA 22311	\$175/\$200/\$220
Property Operations II	FIN402 Investment Real Estate: Financial Tools	May 21-22	Mark Center Club 5708 Merton Ct. Alexandria, VA 22311	\$590/\$680/\$735
	MNT402 Property Maintenance / Risk Management	May 23-24		\$590/\$680/\$735
Asset Analysis	ASM603 Investment RE Financing & Valuation, Part 1	Sep. 10-11	Strayer University 4 Research Place Suite 100 Rockville, MD 20850	\$590/\$680/\$735
	ASM604 Investment RE Financing & Valuation, Part 1	Sep. 12-13		\$590/\$680/\$735
	ASM605 Investment RE Financing & Valuation, Part 3	Sep. 14		\$320/\$370/\$400

UPCOMING SEMINARS:

SEMINAR	DATE	TIME	LOCATION	COST
Financial Management: Concurrent Sessions for Residential & Commercial Managers	May 22	9:00 am - 12:00 (Half-Day Seminar)	638 Independence Pkwy Chesapeake, VA 23320	\$75
Blueprint Reading for Property Managers: Understanding What You See	June 15	9:00 am - 12:00 (Half-Day Seminar)	VAR Headquarters 10231 Telegraph Rd. Glen Allen, VA 23059	\$75

To view and register for an upcoming course, please visit the [2012 Region 3 Education Course Calendar](#).

To view and register for an upcoming seminar, please visit the [2012 Region 3 Professional Seminars Calendar](#).