

President's Message

by Amy Groff, CPM®, 2007 Chapter President

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The second quarter of 2007 has been extremely successful! Of utmost importance was the rewarding experience of attending the Leadership and Legislative Summit held this April. I am pleased to report that our Chapter earned the Five Star Designation for the year 2006! It was clear that our Chapter was focused on growing membership, providing

leadership and educational opportunities and getting members involved throughout 2006, which is no small feat for a large Chapter of over 300 members. Congratulations!

The Leadership and Legislative Conference is rewarding in that it affords members the opportunity to participate in chapter leadership forums, national committee meetings, governing council and of course, the Capitol Hill visits. This year was unique in that we had an oppor-

tunity to participate in a Bone Marrow Drive for Rob Collins, a fellow IREM colleague in need of a transplant. I was amazed at the volunteers who participated in the drive and at the number of people who were willing to be tested. Our very own Carol Walker was the coordinator of this drive which was a huge success with over 75 people tested and over \$4,000 raised in donations. Carol's hard work is truly appreciated.

(Continued on page 2)



April Wine Tasting Event a First for Chapter

By Karen Jennings, CPM®, Programs Committee

Our first (and hopefully annual) Wine Tasting Event was held April 18th at the Hilton Arlington in Ballston. The evening began with the traditional networking social hour, and then the doors opened to a room sparkling with wine glasses.

The evening began with a drawing for an all expense paid trip to the IREM/CCIM Success Series conference in San Antonio, Texas this coming October. Chapter members who entered submissions for this contest had their letters included in a random drawing, and Debbie Santano



Debbie Santano is the lucky recipient of the trip to Reggie Mullins' inauguration as IREM President in San Antonio in October.

was the fortunate recipient of this fabulous prize.

Opening remarks from Hilton Arlington staff Mark Driscoll,

General Manager, Mark Magness, Wine Consultant, and Tom Crenshaw, Executive Chef, kicked off the wine tasting event. It was a glorious six course menu accompanied by great wines for each course. Many thanks to our Friends who donated over a dozen prizes including a stunning limo trip for six to a local Virginia winery. Win or lose, it was a most enjoyable and memorable evening for all. The menu with the wine pairing is posted on Page 2 for those of us who enjoyed the evening to the fullest

(Continued on page 2)

Upcoming Events:

Candidate Luncheon

June 27, 2007

Clyde's Tysons Corner

See Page 8

Friends of IREM Luncheon

June 20, 2007

Chapter Leadership Retreat

July 18, 2007

President's Message, continued

(Continued from page 1)

This was the first year I was able to participate in the Hill visits and I found the day to be, as rumored, a very rewarding experience. It was a beautiful day and we had a great turnout. The day's arrangements were completely scheduled and organized thanks to chapter member Courtney Alford. Courtney was persistent and ultimately successful in setting five appointments with our Virginia Senators and

Congressmen. We lobbied on behalf of all property managers on topics such as insurance, leasehold improvements, banks in real estate, and energy conservation. I encourage anyone who is interested to participate next year; it is a worthwhile and fun day!

Our General Membership meetings have been informative and fun. We learned a lot about the Virginia Transportation bill from Senator Jeannemarie Devolties Davis in March. Our April wine tasting event was a

huge success! We all enjoyed a wonderful evening of excellent food, wine and fun prizes. Many of our Friends of IREM donated these prizes, which were raffled off to our members.

It is truly a gratifying experience being a member of IREM and, specifically, a member of Chapter 77. In this quarter alone we have made a difference for people in need and for the future of property managers across the nation!

Wine Tasting, continued

(Continued from page 1)

and did not recall the lesson of which wine best complements which cuisine.



The folks at the Hilton would, of course, like to stay in touch with those of you who expressed interest in their services. For a goody basket and free gift contact Tom Crenshaw at (703) 465-5143 or tomcrenshaw@ihrco.com. For party or meeting events please contact the Hilton at (703) 528-6000. Thanks to Mark, Tom and Mark for a wonderful evening!

Wine Tasting Menu:

5 spice seared Diver Scallop with Vanilla glaze
Frizzled Shrimp with Apricot Dijon Horseradish
~Fat Bastard Sauvignon Blanc~

Wild Mushroom Risotto

With Gruyere Tuile & Crisp Shiitake
Wild Mushroom Cigars with Smoked Saffron & Truffle Oil
~Fat Bastard Merlot~

Ancho Glazed Beef Tenderloin w/ Sour Cherry Demi

On Grilled Rosemary Polenta
Truffle Butter Poached Lobster with Micro-green Salad
~Fat Bastard Shiraz~

Bouquet of Gathered Greens with Late Harvest Vinaigrette

Heirloom Tomato with Opal Basil & Herb Chevre
~Fat Bastard Chardonnay~

Seared Wild Rockfish

Jumbo Lump Crab Hash with Chive & Chili Oils
~Fat Bastard Cabernet Sauvignon~

Banana Foster's Crème Brûlée Quenelles with Caramelized Banana

Coconut Crusted Molten Chocolate Truffle
~Clois Du Bois Riesling~

2007 Executive Council

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walkerinmd@aol.com

Chapter Participates in Capitol Hill Day

By Courtney Alford, Legislative Committee

On Wednesday, April 25, 2007 Chapter 77 participated in the annual IREM Capitol Hill Day. Our group of 12 included Chapter President Amy Groff, and Legislative Chair Deidre Schexnayder. We met early on the Hill and then headed off to our first appointment.

Chapter 77's group met with staff members from the offices of our two Senators, and three of our Congressmen. The topics discussed included Natural

Disaster Insurance and Energy Saving Programs such as Energy Star. Every topic was discussed in great detail, as our group shared how each bill affected him or her professionally and personally.

Our day on Capitol Hill was both educational and productive. We walked away feeling as if our efforts had truly made a difference. We look forward to participating again next year.



Your Community In Action

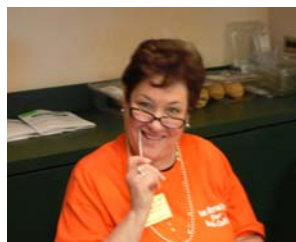
By Sonia DeCelis, Community Action Committee

The community action committee is tasked with coordinating charitable activities for the chapter and increasing community awareness of IREM. In March the committee proposed making a contribution of \$1,000 to the IREM/Rob Collins Bone Marrow Fund, helping to defray the costs of testing at the drive held at the IREM Leadership and Legislative Summit on April 23rd. We also received approval for a \$500 donation to the American Red Cross Fire & Ice Ball.

At this time, we are thrilled to report that a donor has been found for Rob and our thoughts and prayers will be with our IREM colleague and his family as he undergoes a bone marrow transplant in June.

We would love to have your ideas and suggestions for future contributions and activities. Please contact Sonia de Celis at sonia.decelis@cbre.com or Kellie Perry at kellie.perry@copt.com.

Over 70 participants "Swabbed for Rob" at the Bone Marrow Testing Drive on April 23, including (clockwise) IREM President Bob Toothacre, IREM President-Elect, Reggie Mullins, and IREM EVP/CEO Russ Salzman (with Kristin Layeux, CPM®)



2007 Meeting Calendar

- Wed., June 20, Friends Appreciation Luncheon
- Wed., June 27, Candidate Luncheon
- Wed., Sept. 19, GMM Lunch
- Wed., Oct. 24, GMM Lunch
- Thurs., Nov. 15, GMM Dinner

*Ever Have a Question
About a Meeting?
Date? Time? Location?
Visit the Chapter 77
Website:*

www.irem77.org

February 21, 2007

Maggiano's Little Italy, Tyson's Corner



At the February meeting, Chapter President Amy Groff installed two new ARM members, (right, top) Christle Tate of Equity Residential, (right, middle) Andre Brisco, and (right, bottom) Julie Cote of Kettler Management.



Two new CPM members were also installed, (left, top) Laura Snyder, Kettler Management and (left, bottom) Paul Macpherson of Air Force Real Property.



March 21, 2007

Maggiano's Little Italy, Tyson's Corner

At the March meeting, we were privileged to have Jeannemarie Devolites Davis, State Senate of Virginia, 34th District, speak to us about a variety of issues. Senator Devolites Davis briefed the group on a range of topics, including transportation, real estate taxes, and the status of the Metro through Tysons Corner.



Amy Groff, CPM® and Sen. Devolites Davis



Kenny Cohn and Don Paradiso, CPM®.

Debbie Santano, CPM® presented Christina White with the 2006 Candidate of the Year Award.



Roxanne Bridges and Paul Bernett, CPM®

April 18, 2007 Hilton Arlington, Wine Tasting Event



Amy Groff, CPM® congratulates new ARM® Denise Nick (left) of Quantum Real Estate Management and new CPM® Members Kristina Petersen of Lincoln Properties (middle) and Heather Summers (right) of CBRE.

May 15, 2007 IREM Gala, Congressional CC



Teri Pike, CPM®, ARM®, Laura Snyder, CPM® and Courtney Alford of Kettler Mgmt.



Eleanor Pascale, CPM®, Jon Pascale and Reggie Mullins, CPM®



Amy Groff, CPM®, Cindy Clare, CPM®, Carol Walker, LAE, and Amy Waldron, CPM®,



Cindy Clare, CPM® and Russ Salzman, IREM EVP/CEO,

The 2nd Annual IREM Regional Gala was held at the beautiful Congressional Country Club in Bethesda, Md. Over 170 tickets were sold and the generous sponsorship of local management companies and Friends of IREM raised more than \$30,000 for the Special Love for Kids with Cancer charity. For a full listing of sponsors, see Page 12.



Judy Agee, CPM® and Katherine Shiplett, CPM®.

Amy Groff, CPM®, Mary Bell, Astrid Mabry, CPM®, Wayne Steinbilber, Bob Bell, CPM®, and Amy Waldron, CPM®.

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Membership News

By Katherine Shiplett CPM®, Membership Chair



Welcome, New ARM® Member

Denise Nick

New Associate Members:

Leah Burnett
Ginger Werz Petricka
Aron Newby
Robert Sas
Erinn Cunningham

Welcome, New CPM® Candidates:

Ania Beale
James Turner
Julia Edwards
Deborah Yound
Michael Cancel
Don Payne
Suzanne Delsack
Christine Tate

Congratulations, new CPM® Members!

Heather Summers
Kristina Petersen



Calling all Young Professionals!

By Staci Cichocki, ARM® Committee Chair

Attention all ARM® Members, CPM® Candidates and Associate Members!

The newly formed Young Professionals Committee of IREM 77 invites you to participate in fun events with other IREM members. Some of the planned events over the next few months include happy hours, trips to Dave & Busters, and mini-golf outings. We look forward to sharing cocktails, food and fantastic times together!



Details will be sent to you in an upcoming e-mail. We will be asking for responses from anyone interested in attending, so keep your eyes peeled and your calendars open. Come join in the fun and meet some of your fellow IREM members...everyone will have a blast!

Free Candidate Luncheon

Wednesday, June 27th

11:30 a.m.

Clyde's Restaurant in Tysons Corner

- * Obtain Answers to Questions about Earning Your CPM®
- * Hear from an IREM Faculty Member About the Capstone Courses and the New Electronic MPSA Format
- * Meet Your Fellow Candidates
- * Register for Door Prizes

You don't want to miss this exciting opportunity!

Please RSVP by June 20th to

Carol Walker

walkerinmd@aol.com

301-948-6234

In The News..Companies & Members Making News

KSI Management, Inc. has recently changed its name to **Kettler Management**, and moved its offices from Centreville to McLean, Va.

Nancy Hutchison, CPM® of Beatty Management was promoted to Director of Property Management.

Chapter 77 members **Jill Stuhrke** and **Leigh Carter, CPM®** with Vornado/Charles E. Smith were both promoted to Sr. Property Manager and **Cara Neary** of Vornado/Charles E. Smith was promoted to Property Manager. Congratulations!

David Baker, CPM®, Past President of Chapter 77, has left BearingPoint to take the position of President with The Rehancement Group, Inc. in Potomac Falls, Va.

Looking for Members or Companies "In The News"

Has your company or an employee in your company done something "newsworthy" that you would like to share with Chapter 77 members? If so, please forward press releases, birth announcements, award details, promotions, transitions, etc., to:
walkerinmd@aol.com

Exterior Building Caulking: What You Should Know

Your building exterior has caulking and gasket systems designed to allow for settlement and normal building movement. Expansion and window/door frame caulk joints and window gasket systems are in place to allow for this movement while maintaining a weather-tight envelope around your building.

However, when you stop to consider the cost of water and mold damage repairs, the loss of cooling and heating fuels, and, most importantly, disgruntled tenants vacating the building, the initial cost, amortized over 15 years, is meager compared to potential losses.

If your building has active leaks or is showing signs of failing caulk and/or window gasket systems, you will need to acquire proposals from qualified contractors to perform appropriate repairs. In order to obtain "apples to apples" proposals from contractors, managers should take care in preparing a concise request for proposal (RFP).

RFP's should contain the following information:

- Linear footages (lengths) of each type of caulk joint.
- Caulk manufacturers and caulk colors for each type of caulk joint.
- Warranties for both labor and materials.

By Pete Bentley, CPI Restoration



CPI RESTORATION

- Safety issues pertaining to tenant and public foot traffic.
- Preliminary schedule of when and where the job will begin and end.

Proper preparation in the planning stages of upcoming work will insure a quality job completed in a safe and timely manner.

If we may assist you in any way, or answer questions about the above information, please feel free to contact Pete Bentley at CPI Restoration:
pete@cpi restoration.com,
301-424-1516, ext 301.

A Friend of IREM Tip of the Month

If your property is 15 years or older, these systems are approaching the end of their functionality, and could very well be defective and failing. "Due diligence" is an invaluable tool for managers, especially as it applies to future forecasting of services and smart budgeting. Re-caulking an entire building façade can be expensive. The cost of this service to the average office building in the DC area is approximately \$93,000.



Spotlight on Kim Harvey, CPM®

By Christina White, Newsletter Chair



Like so many commercial managers, Kim Harvey “fell into” the property management field while temping on a semester break from Louisiana Tech University where she majored in Management and Business. Fifteen years later Kim is a General Manager for Carr Realty Partners overseeing the management of approximately 1.5 million square feet, the bulk of Carr’s Northern Virginia portfolio.

A native of Southern California, Kim Harvey has been happily married to a commercial pilot for fourteen years and

has two daughters, ages 4 and 7, whose sporting events she enjoys attending when she isn’t shopping. She states that her biggest accomplishment to date has been “raising two girls and working fulltime with a husband that travels.”

Last fall Kim received both her Real Property Administrator (RPA) designation from BOMA and her Certified Property Manager (CPM) designation from IREM. Kim credits her success in the real estate industry to her love of problem solving and aspires to delve into asset management, obtain a brokerage license and possibly start an MBA program.

Kim has been a member of Chapter 77 since 1999 and is currently the Publications Chair. When asked about her 2007 goals for the chapter, Kim said “I’d love to see us increase our numbers and also have more community involvement.”

Chapter 77 teamed up with Chapters 92 and 8 for Capitol Hill Day on April 25th. Kim attended meetings with local legisla-

tive leadership to discuss issues affecting the commercial real estate industry. Chapter members visited the offices of Congressmen and Senators to discuss issues like leasehold depreciation, terrorism insurance, and energy conservation.

Having co-chaired the legislative committee for Chapter 77 last year, Kim Harvey was passionate about these visits and the impact of legislative priority to the property management community, and was an active participant. Not surprisingly, when asked what Kim aspired to be when she was a little girl, she laughed and said “a judge.”

Kim’s rise through the commercial real estate industry from a summer temp job, to achieving two notable designations, chairing committees for our local IREM Chapter, and holding the position of General Manager for an entire region, is inspirational. It is clear from her journey and her ambitions that Kim Harvey will continue to grow and excel in the real estate industry for years to come.

Current Job Postings

By Don Paradiso, CPM®

The following positions are currently listed on the chapter’s website:

Project Manager 5/07

Condo/Site Manager, Rockville, 3/07

Asset Manager, 2/07

**For More Information, visit the
Chapter 77 Website:**

www.irem77.org

Real Estate Responds to Terrorism Threat Flier

IREM Legislation has posted a two-page informative “Real Estate Responds to Terrorism Threat” Flier on the IREM: Public Policy: U.S. Homeland Security Updates web page. To go directly to the memo, visit the following link:

[Http://www.irem.org/pdfs/
publicpolicy/
RealEstateISAC_Flier.pdf](http://www.irem.org/pdfs/publicpolicy/RealEstateISAC_Flier.pdf)

Region 3 Education Calendar 2007

| | LOCATION | DATES | CLASS |
|---------------------------|----------------|-------------|---|
| CPM® Capstone | Rockville, MD | March 12-13 | BDM602, Property Management Plans: The IREM Model |
| | | March 14-15 | MPSA, Management Plan Skills Assessment |
| | | March 16 | CPM001, CPM Certification Exam Preparation Course |
| | | March 17 | CPM Certification Exam |
| Property Operations | Baltimore, MD | March 26-31 | RES201, Successful Site Management |
| | Alexandria, VA | April 16-17 | MKL405, Marketing & Leasing Multi-Family |
| | | April 16-17 | MKL406, Marketing & Leasing Office Buildings |
| | | April 18-19 | HRS402, Human Resources for Real Estate Managers |
| Property Operations II | Alexandria, VA | May 7-8 | MNT402, Property Maintenance/Risk Management |
| | | May 9-10 | FIN402, Investment Real Estate: Financial Tools |
| | | May 11 | ETH800, Ethics for Real Estate Managers |
| Asset Analysis | Washington, DC | Sept. 24-25 | ASM603, Investment RE Financing & Valuation, Part 1 |
| | | Sept. 26-27 | ASM604, Investment RE Financing & Valuation, Part 2 |
| | | Sept. 28 | ASM605, Investment RE Financing & Valuation, Part 3 |
| CPM® Capstone | Richmond, VA | Oct. 15 | ETH800, Ethics for Real Estate Managers |
| | | Oct. 16 | Lease Administration Seminar |
| | Richmond, VA | Nov. 5-6 | BDM602, Property Management Plans: The IREM Model |
| | | Nov. 7-8 | MPSA, Management Plan Skills Assessment |
| | | Nov. 9 | CPM001, CPM Certification Exam Preparation Course |
| | | Nov. 10 | CPM Certification Exam |

To register or for more information, call Carol Walker at 1-888-424-IREM

If your company has a group of 10 or more employees who are interested in IREM education, the RE3 Education Committee can bring courses to your site. Call us for details at the number above.



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Richard Curtis, photography

Special thank you to Ralph Wells, CPM® Emeritus, Congressional host