President’s Message

It’s hard to believe 2009 is coming to a close! It has been an exciting year for Chapter 77 and it has been a privilege to serve as your President. I had the pleasure of working with an amazing group of volunteers serving on executive council and our IREM Administrative Executive, Carol Walker. I’d like to thank all of them for their dedication and hard work which enabled us to achieve so much in 2009. I couldn’t possibly recount everything these volunteers have accomplished in this year, so I’ve summarized our “Top Ten” achievements below:

1. The fourth annual IREM Gala was chaired by Amy Groff, with considerable help from Stacy Purdy and Kellie Perry of Chapter 77. As a result of the economic downturn, we considered cancelling the event but the committee felt they could make it happen and, boy, did they! $34,000 was raised for Special Love for Children with Cancer, a record high for this event.
2. Several community action events occurred throughout the year. The most significant of these was the Patrick Street House renovation, where a Fairfax County group home underwent several improvements provided for free by Chapter 77 members and vendors.

Top Ten List:

(Continued on page 2)

CCIM/IREM Success Series, Honolulu, Hawaii

Aloha! Eleven Chapter 77 members attended IREM’s Fall Business and Governance Meeting in Hawaii this past month. Aside from being a sunny, beautiful location, a great amount of information was exchanged.

During Governing Council, several new CPM members were installed from China, Randy O. Woodbury was installed as the 2010 IREM President, the 2010 Regional Vice Presidents were installed and the 2010 budget was approved. The budget included a dues increase, which is the first since 2005 and was necessary due to a narrow reserve. The increase was proposed and approved out of a committed desire to maintain and enhance service to the members. The annual CPM and CPM Candidate dues will increase by $20 and ARM and Associate dues will increase by $10.

The CPM and ARM emeritus programs were modified. Re-

(Continued on page 3)
President’s Message, continued
(Continued from page 1)

8. Several IREM Young Professional (IYP) events took place (even a joint IYP happy hour with the Maryland and DC chapters) and an IYP Facebook page was created.

7. Scholarships totaling $2,000 were provided to two Chapter 77 members.

6. The third annual leadership retreat was held to update the chapter’s strategic plan and a Friends of IREM appreciation happy hour was held afterwards.

5. We sampled several new venues (Monterey Bay Fish Grotto and 2941) for our general membership meet-

ings and received positive feedback from members.

4. We teamed up with the Maryland and DC chapters for two joint ODIE (Owners, Developers, Investors & Employers) visits, where we met with management company executives to obtain new members. To this end, we also ran a joint ad designed to promote our association and our designations in Bisnow.

3. We discovered that approximately 40 Chapter 77 members are eligible for the ACoM designation and simply need to take the exam. We worked with the Region 3 Education Committee and the exam has been added to next year’s schedule.

2. Four of Chapter 77’s members were included in the September/October Journal of Property Management’s 30 under 30 article!

1. We installed 11 new CPM members and 13 new ARM members! (We also welcomed 31 new CPM Candidates and 11 new Associate Members!)

As we look forward to a new year, filled with new challenges, we continually need to add more volunteers to help us grow and to keep improving the services we provide to our members. Under the leadership of 2010 President Katherine Shiplett and her dedicated executive council, I’m confident we will continue our tradition of greatness, as evidenced by our rating as a Five-Star Chapter for four consecutive years. If you would like to become involved in the chapter’s leadership, or would like more information about volunteering, please email me at lwiegand@rockcrest.com.

In closing, I’d like to thank each of you for allowing me to serve as your President. It has been an extremely rewarding experience, leading me to new challenges, new experiences and new friendships.
CCIM/IREM Success Series (con’t.)

(Continued from page 1)

Participants must now meet a formula that combines their membership tenure and age to equal 80. They no longer have to be a CPM member for at least 30 years or be 65 years of age. Semi-retired emeritus was also changed from membership age and tenure totaling 90 to 75.

Effective January 1, 2010, students taking the MPSA must achieve a 70% pass requirement of the Analysis of Alternatives and Recommended Course of Action sections as well as an overall minimum of 70% or 700 points. This change was implemented as a result of the Faculty and Grader Management Board identifying a trend of students passing the MPSA without understanding how to analyze a property or identifying recommendations for the owner.

CCIM & IREM’s Success Series followed in the final two days of the conference with numerous education and networking events.

Serving on Chapter 77’s executive council provides you with an abundance of education and personal growth opportunities. So what are you waiting for? Make getting involved in 2010 one of your new year’s resolutions!

Chapter 77 Hosts The Regional Holiday Party

Join your colleagues from IREM Chapters 8, 77 & 92 on

December 3, 2009
6:00—9:00 p.m.
Marriott Crystal City

$75 per person for IREM members & their guests
$250 per person for Friends of IREM
Food stations, cocktails, door prizes

Register at irem77.org or email iremchapter77@aol.com for more information.
General Membership Lunch
September 9, 2009, Monterey Bay Fish Grotto

(l-r) Lisa Corrales, Diane Bray, Barbara Smith, and Clarity Day of Kettler Management.

Kenny Cohen of Kesso with Region 3 Education Vice-Chair David Meit and Chapter President Lori Wingand.

John Morgan, Valleycrest Landscape, with Mike Brindsky, Kate Foster-Banks and Jennifer Barnes of CBRE.

Lori Wingand and Brett Barnwell with new ARM® members Linda Kemp, Virginia Management and Lisa Corrales, Kettler Management.

Lori Wingand with new CPMR members Alexis Wilson, Guardian Realty and Laurie Bonner, Post Properties.

(l-r) Sara Hohu, Amy Waldron, Lori Wingand and Dick Houser.

Nicole Myers of Vornado/Charles E. Smith and Ginger Russ, of Foulger Pratt Management.

General Membership Dinner
October 7, 2009, 2941 Restaurant


Catherine Kane and Ray Eppard of Beauty Management, with Lori Wiegand.

Ben Underwood of The Bainbridge Companies and Ladd Kenyon of CBRE.

Amy Groff and Anne Beard of Kettler Management.

Lori Wiegand with new ARA® member, Sonia Zamora of Akridge.

Lori Wiegand with new CPM® Katrina Sherman, Cassidy Pinkard Colliers.

Teri Peke, Barbara Smith and Julie Cote of Kettler Management.

Lori Wiegand with newly installed CPM®, Catherine Smeda of PM Realty Group.

Lori Wiegand congratulates new ARA® member Henrietta Murphy of Graify Management.
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800.811.4898
Fax: 301.424.7415
Cell: 202.409.5400
Richard@cleanandpolish.com

Robert L. Penick
Vice President-Director of Business Development
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Cell: 301-730-2248
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Membership News

By Christina White, CPM®, Membership Chair

New CPM® Candidates

Arthur Nachman
Nachman’s Inc.

Katherine Cordero
Kettler Management

Kimberly Bush
Long & Foster

Michelle Laurin

Gina Cho

Todd Zylka

Kurt Hense
The Donaldson Group

Congratulations New CPM® Members

Thomas Driscoll
Liberty Property Trust

Jennifer Reuling
Cassidy Pinkard Colliers

Sonia Zamora
Akrige

Alexis Wilcox
Guardian Realty

Laurie Bonner
Post Properties

Katie Sherman
Vornado/CE Smith

Catherine Smolka
PM Realty Group

New Associate Members

Katarina Semmes
Chatel Real Estate

Jehad Zein
Unified

John Yi
ReLion Properties

Susan Jacobs
Assist 2 Sell

Kori Campbell
Jones Lang LaSalle

New ARM® Member

Uma Pal
Quantum Real Estate Management

Job Placement Update

By Don Paradiso, CPM®

The following open positions are now being advertised on our website.

Commercial Property Manager (5)

Residential Regional Manager (2)

Assistant Property Manager (1)

For more information, go to irem77.org and look under the Career Center tab to Job Postings.

Please contact our Job Placement Chair, Don Paradiso at (703) 760-5573 or email him at dparadiso@emcor.net for further information.

In The News...

Best wishes to member Thomas Driscoll with Liberty Property Trust and his bride, Jessica, on their September 12th nuptials.

Congratulations to Amy Groff, who was recently promoted to Assistant Vice President of Kettler Management.

Chapter 77’s membership services team has formed a hospitality/outreach committee. Please make sure to send “In the News” announcements to iremchapter77@pol.com so that this committee can recognize all of the important milestones for our chapter members!
<table>
<thead>
<tr>
<th>CLASS</th>
<th>DATE</th>
<th>LOCATION</th>
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<tr>
<td>ASM603, Investment RE Financing &amp; Valuation, Part 1</td>
<td>March 8-9</td>
<td>Washington, DC 1350 Eye Street, NW 20005</td>
<td>$570/$660/$715</td>
</tr>
<tr>
<td>ASM604, Investment RE Financing &amp; Valuation, Part 2</td>
<td>March 10-11</td>
<td></td>
<td>$570/$660/$715</td>
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<td>ASM605, Investment RE Financing &amp; Valuation, Part 3</td>
<td>March 12</td>
<td></td>
<td>$310/$360/$390</td>
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<td>RES201, Successful Site Management</td>
<td>March 22-27</td>
<td>Alexandria, VA Mark Center Club 5708 Merton Ct. 22311</td>
<td>$750/$875/$965</td>
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<td>MPSAEXM, Management Plan Skills Assessment</td>
<td>April 12-15</td>
<td>Baltimore, MD Facility TBD</td>
<td>$1295/$1295</td>
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<td>CPM001, CPM Certification Exam Preparation Course</td>
<td>April 16 (AM)</td>
<td></td>
<td>$155/$180/$195</td>
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<td>CPM Certification Exam</td>
<td>April 16 (PM)</td>
<td></td>
<td>$100/$100</td>
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<td>MKL405, Marketing &amp; Leasing Multi-Family</td>
<td>April 26-27</td>
<td>Glen Allen, VA VAR Headquarters 10231 Telegraph Rd. 23059</td>
<td>$570/$660/$715</td>
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<td>MKL406, Marketing &amp; Leasing Office Buildings</td>
<td>April 26-27</td>
<td></td>
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<td>HRS402, Human Resources for Real Estate Managers</td>
<td>April 28-29</td>
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<td>FIN402, Investment Real Estate: Financial Tools</td>
<td>May 10-11</td>
<td>Alexandria, VA Mark Center Club 5708 Merton Ct. 22311</td>
<td>$570/$660/$715</td>
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<td>MNT402, Property Maintenance/Risk Management</td>
<td>May 12-13</td>
<td></td>
<td>$570/$660/$715</td>
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<tr>
<td>CML001, ACoM Certification Exam Preparation</td>
<td>May 14 (AM)</td>
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<td>$170/$200/$215</td>
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<tr>
<td>CMLEXM, ACoM Certification Exam</td>
<td>May 14 (PM)</td>
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<td>$60/$60</td>
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<td>ETH800, Ethics for Real Estate Managers</td>
<td>May 21</td>
<td>Rockville, MD University of Phoenix 9601 Blackwell Rd., 20850</td>
<td>$170/$195/$215</td>
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<td>ASM603, Investment RE Financing &amp; Valuation, Part 1</td>
<td>Sept. 20-21</td>
<td>Rockville, MD University of Phoenix 9601 Blackwell Rd., 20850</td>
<td>$570/$660/$715</td>
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<td>ASM604, Investment RE Financing &amp; Valuation, Part 2</td>
<td>Sept. 22-23</td>
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<td>ASM605, Investment RE Financing &amp; Valuation, Part 3</td>
<td>Sept. 24</td>
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<td>ETH800, Ethics for Real Estate Managers</td>
<td>Oct. 14</td>
<td>Baltimore Facility TBD MD</td>
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<td>Lease Administration Seminar</td>
<td>Oct. 15</td>
<td></td>
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<tr>
<td>MPSAEXM, Management Plan Skills Assessment</td>
<td>Nov. 8-11</td>
<td>Washington, DC 1350 Eye Street, NW 20005</td>
<td>$1295/$1295</td>
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<td>CPM001, CPM Certification Exam Preparation Course</td>
<td>Nov. 12 (AM)</td>
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<td>CPM Certification Exam</td>
<td>Nov. 12 (PM)</td>
<td></td>
<td>$100/$100</td>
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</table>
Protect Your Building From Costly Water Damage!

Weather reports predict a driving rain will hit during the next 24 hours. Any small break within your building’s weatherproofing defenses can cause water infiltration into your tenants’ space. You now brace for the onslaught of phone calls complaining of leaks, and people wanting to know when it will be fixed! Then you look at your budget, already knowing money wasn’t allocated for expensive façade repairs, and ask yourself “how do I get this fixed without breaking the bank?”

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Contact David Haynes at Valcourt Exterior Building Services for all of you waterproofing and façade restoration needs. dhaynes@valcourt.net or 301-536-0493 cell
Community Action News

IREM Supports Food for Others

By Ladd Keegan, IREM Young Professionals and Kim Harvey, Community Action Chair

On September 29th, IREM Chapter 77’s Community Action and IYP groups offered up their afternoons to a good cause, and volunteered their time at the Food for Others Community food bank in Fairfax. Food for Others is the largest distributor of free food for people in need in Northern Virginia, providing the assistance vitally needed by our unemployed and low-income neighbors. The event was a tremendous success, as the group helped to package over 150 emergency food boxes, and assisted the staff with various other duties. As a reward for all their hard work, the volunteers were treated to a happy hour gathering at Velocity 5 Restaurant after the event sponsored by Ruppert Nurseries. Many thanks to all who volunteered.

The Community Action Committee has adopted a family from the local area to assist them during their time of need. Chapter 77 will be donating a Thanksgiving Basket and providing holiday gifts at Christmas for this family of five. Cash donations will be welcomed at the November general membership meeting. In December, Christmas stockings will be delivered to 20 children in the No. Virginia Women & Children’s Shelter. Stockings donated by R&K Designs of Fredericksburg.

Dear Friends at IREM:

Thank you for all of your hard work in the warehouse this week! As you may know, there has been a growing demand for food from groups like ours. Never in our entire history of food distribution have we seen anything like it. But thanks to you, we are meeting this unprecedented situation with ample supplies of ready-to-go food boxes! Thanks to you, we can help keep our neighbors in need during these trying times.

To be above the poverty line in Fairfax County, the average family (two adults and two children) needs an income five times the minimum wage. But in these painful economic times, “the poverty line” and “the minimum wage” seem like standards from long ago. As new families flock to Food for Others, many report no income at all. They are not working, and they are very, very poor. And many of our old “working poor” clients have lost their jobs as well. But Food for Others is able to help.

It is not only the number of new families coming to us, but also their self-reported income that is unprecedented. Many families, both old and new, report there is now no income at all. They must take extraordinary measures in order to make ends meet: two or more families now in the same house or apartment or basement; older parents moving in with their adult children; adult children moving in with their older parents; scrimping on electricity; scrimping on gas; few with healthcare of any kind.

But, Food for Others is able to help thanks to you. We have been able to keep our doors wide open and our warehouse has plenty for everyone – so far. Your generosity is holding families together and giving people hope that they can get through this time of crisis.

Thank you for all you have done for the families served by Food for Others!

Sincerely,

Liz Reinert, Director of Operations, Food for Others
Leaves Are Beneficial To Your Lawn

While we enjoy the beautiful colors associated with fall foliage, we also realize that most of those leaves will soon be on the ground. At this time of year, many turf managers quit managing grass and shift their focus to managing leaves. In some situations, leaf removal by way of blowing, raking, or vacuuming is essential. Another reason to mulch or remove leaves is to improve the turf-growing conditions. A thick layer of leaves tends to block sunlight, reducing turf growth because of the shading effect. The leaves also trap and hold moisture in the turf canopy, increasing the potential for turf disease. Numerous research reports have detailed the positive effects of mulching your leaves directly back into your lawn. A mulching mower works best, but a standard rotary mower can work as well. There are a couple of things to consider when mulching your leaves. Your mower can only handle so many leaves at any one time. Use common sense, and if you have a large amount of leaves you may need to make more than one pass. Don't try to use your mower as a "stump grinder" or "chipper." You're mulching leaves. Don't forget about safety, make a visual inspection of the area before you begin, and remove any branches, or other debris that can become objects or damage your mower's blade. As a hidden benefit of mulching your leaves, you're reducing the strain on our landfills.

The TruGreen LandCare Times

The Core Purpose of Chapter 77 is:
To help real estate managers in Northern Virginia prosper and add value to their companies and the properties they manage in order to advance the profession of real estate management.