

Message from the President



I would like to thank IREM Chapter 60 for the honor of serving as your President this year. My goal this year is to “Make a Difference.” Through the years of my experience in our chapter, many of you have made a difference in my career and life. My very first experience with our chapter was coming to a meeting to receive my ARM designation.

Robin Stinson reached out to me and made me feel as though I belong. Years later, Robin went on to be my CPM Mentor. She made the difference for me. I hope that all of you will take an opportunity every day to reach out and “Make a Difference.” You never know how you might change someone’s life.

Our chapter has many exciting things planned this year. Plan now to attend as many events as possible. IREM President-Elect, Randy Woodbury, CPM is scheduled to speak during our March 10, 2009 meeting, which will be held at the Crowne Plaza Hotel in Downtown Orlando. Our Friends are having a Wine Tasting Event on March 19, 2009 at the Wine Warehouse. Join us for our community service event and work with Habitat for Humanity on March 7, 2009.

Plan now to attend the IREM Leadership and Legislative Summit, Featuring Capitol Hill Visit Day - April 18-22, 2009, JW Marriott Hotel, Washington, DC. Participate in this first national event of the Institute in 2009. Conduct the business of IREM and help shape legislative positions - all of which affect you, how you do your business, and the clients you serve. Don’t miss this opportunity to convene in Washington, DC, where you come face-to-face with other members and develop strategic initiatives for the future.

I encourage you to become involved in our chapter. We have many opportunities available within our chapter. Please contact us and become involved today.

Too often we underestimate the power of a touch, a smile, a kind word, a listening ear, an honest compliment, or the smallest act of caring, all of which have the potential to turn a life around. ~ Leo Buscaglia

Make a Difference –

Nancy Lovell, CPM

2008–2009 Officers and Chair Members

Executive Council

- Nancy Lovell, CPM – President
- Kevin Grail, CPM – Immediate Past President
- Lisa Barrett, CPM – President-Elect
- Theresa Eastwood, CPM – Secretary/Treasurer
- Danielle Cooney, CPM – VP-Education
- Kelley Guterrez, CPM – VP-Membership
- Greg James, Kathy Galusha, Josh Smith – VP-Programs
- Lee Nimkoff, ARM – ARM Representative

Committee Chair Members

- Gerald Werner – Technology & Website
- Josh Smith - Friends & Community Service
- Kelley Gutierrez, CPM - Income & Expense
- Kevin Grail – Minority & Student Outreach
- Lou Nimkoff, CPM - Foundation & Legislative
- Lucas McCurdy – Friends
- Lynn Harris – Legislation
- Mario Guevara – Minority & Student Outreach
- Melissa Wright – Newsletter
- Meridythe Kanaga, CPM – IAE

**IREM National Convention
Chicago, IL**



(Ann Reisch, Kevin Grail, Danielle Cooney, Nancy Lovell, Mez Birdie, Robin Stinson, Meridythe Kanaga)

The IREM National Convention was held in Chicago, IL on. This informative and fun-filled weekend included 30 educational seminars with 50 speakers and relationship building. This year's National Convention will be held in Honolulu, Hawaii on October 16th and 17th. Additional information and details can be found on our national website and will be published in newsletters to come.

Florida Regulation Changes

Apartment firms that offer pools or spas at their properties must comply with new regulations that went into effect on Friday, December 19, 2008. Specifically, the Virginia Graeme Baker Pool and Spa Safety Act require firms to install approved anti-entrapment devices. Importantly, firms should note that pools that are closed for the season are not required to comply with the law until they re-open.

Detailed information on this regulation change can be found at:

<http://www.cpsec.gov/cpsecpub/prerel/prhtml09/09065.html>

**An Unforgettable Experience
2008- 2009 Installation and Awards Banquet**



(Kevin Grain and Pedro Vermales) (Committee Chairs 2008)



(Installation and Awards Group Photograph)



(Kevin Grail and Nancy Lovell) Kevin Grail and Lisa Barrett)

If you missed our 2008–2009 Installation and Awards Banquet you missed a treat!! Last year's banquet was held at the beautiful Star Towers in downtown Orlando and included an evening of unforgettable memories, recognition and fun.

Calendar of Events

- 3/7/09
Habitat for Humanity

- 3/10/09
Executive Council Meeting
Crowne Plaza, Orlando

- 3/10/09
General Membership Meeting
Crowne Plaza, Orlando

- 3/19/09
Wine Tasting
Wine Warehouse

Webinars

- [Insights from JPM Article, "Navigating through Turbulent Times: Seasoned CPM Members See Silver Lining In Stressed Economy" by Barbara Holland, CPM - March 12](#)

- [Financial Analysis Spreadsheet Demonstration - March 25](#)
[Working with Commercial Tenants in a Weak Economy - March 26](#)

- [The Leasing Process: Landlord and Tenant Perspectives \(Part 3\) - March 31](#)

- [MPSA Student Webinar: Preparing for the MPSA IREM Post-Course Webinars - NEW!](#)

Habitat for Humanity Event

Please mark your calendars and save the date for our first charity event of the year. We hope to participate in great numbers as we donate our time and able hands to

Habitat for Humanity on March 7, 2009. More details to follow...

Fun Facts

National		
MEMBERSHIP NUMBERS		
		1/1/09
CPM		8,705
CPM Candidate/Pending		3,501
ARM		3,704
Accredited Commercial Manager		
Member		46
Associates		2,210
Students		280
Academic Member		21
TOTALS		18,467
AMO Headquarters		515
AMO Branch Offices		617

Assets under IREM member management \$1.5 trillion

CHAPTER 60		
MEMBERSHIP NUMBERS		
	11/1/08	2/1/09
CPM	105	109
CPM Candidate/Pending	54	48
ARM	38	38
AMO HQ	3	3
AMO Branch	20	20
Associates	20	21
Friends	12	12
Students	6	3
TOTALS	256	253

Friends of IREM

CAC-CE, Inc.

Christian H. Engle - President
Tel: (407) 339-8559
Fax: (407) 830-7049
Email: christian@cac-ce.com

Coastal Reconstruction, Inc.

Scott McCurdy
Tel: (407) 998-4155
Email: smccurdy@coastalreconstruction.net

For Rent Media Solutions

Melisa Neuberg
Tel: (407) 297-0832
Fax: (407) 297-0833
Email: Melisa.neuberg@forrent.com

Nanak's Landscaping

Joni C. Luce
Tel: (407) 831-8101
Fax: (407) 831-0888
Email: areisch@jluce@nanaks.com

Insurance - Insurance Office of America

Greg James
Phone: (407) 998-4155
Fax: (407) 788-7933
Email: greg.james@ioausa.com

Service Works of Tampa, Inc.

Jeff Anderson
Tel: (813) 627-7717
Fax: (813) 626-7248
Email: janderson@serviceworksroofing.com

Parking Systems, Inc.

Tom Phillips
Tel: 407-349-4844
Fax: 407-649-4843
Email: taphillips@systemsparking.com

Apartment Finder

Linda Beach
Tel: 407-581-1488 ext. 120
Fax: 407-581-1489
Email: lbeach@apartmentfinder.com

Luke Brothers Landscape Services

Tel: (407) 273-3840
Fax: (407) 273-3841

Ohana Termite & Pest Control

Ross Caliao
Tel: (407) 344-8443
Fax: (407) 847-6708
Email: ccalilao@cfl.rr.com

NuTec Roofing Contractor

Bill Lester
Tel: 813-622-8110
Fax: 813-740-0244
Email: blester@nutecroofing.com

Structural Waterproofing

David Williams
Tel: 407-645-2021
Fax: 407-645-4428
Email: dwilliams@structuralwaterproofingfl.com

Featured Friends



LUKE BROTHERS INC.
LANDSCAPE SERVICES

Luke Brothers boasts over 20 years of experience managing and creating commercial landscapes. You can be certain that a service line from Luke Brothers is difficult to exceed. Our company successfully operates 7 branches in Florida and we are growing to meet the needs of communities throughout the state. We offer turn-key commercial landscape services including full-service grounds maintenance for any size commercial property. Our landscape design and construction division creates beautiful outdoor improvements for communities all around the nation and we can do it for you.

Luke Brothers also has a full-service tree and irrigation division, as well as complete pest control and fertilization programs for turf and shrubs. As a customer, you can benefit from the strength and experience of an industry leader on your property. And part of the value to you is in knowing that the Luke Brothers leadership in Central Florida is by your side helping you with your landscape needs whenever you need us.

Allow us to be an asset to you as a “value added” to your properties. We are a team oriented company that is proud to be at your assistance in creating the outdoor environment that suits your building, property or community. Let me know how I can be your resource to establish creative solutions to your commercial outdoor needs.

Sincerely,

Josh Smith, Business Developer

Featured Friend Article

Quarterback or Ball Boy? YOU MAKE THE CALL.

By: **Jim Ryerson,**
Residential Sales
Coastal General Contractor

‘Tis the season, to be in front of the TV watching a college national championship football game or the Super Bowl!!

As I watch these teams, I marvel not only at the athletic abilities, focus and stamina of the individual players but even more so at the great skill of the coaches to put these many key players in the correct positions- those specific places on team or on the field that best showcase their talents, abilities and strengths. A good coach knows his team and a knack for putting the RIGHT people in the RIGHT spot at the RIGHT time. That allows the players to experience success and yearn to push harder the next time. That wins championships! That pleases universities and the owners of the teams. That wins money!

As a property manager or management company, you have been hired to be that coach. Your team may not look the same, but you play the same role. Instead of fullbacks, tight ends, tackles and star quarterbacks, you coach and motivate agents, plumbers, painters, landscapers and tenants in every “quarter” of your daily “game.” I can only imagine that it is a non-stop, sweat-inducing, muscle-burning, breath-catching, mind-numbing adventure each and every day to keep your properties in great shape and occupied.

With that in mind, Coach, I ask you to make the call. Your Super Bowl is not the everyday tenant turn or cabinet repair. It is a house fire; a washer flood; a toilet overflow; a tornado. **When disaster strikes one of your properties, who will you recruit? The Quarterback or the Ball Boy? YOU MAKE THE CALL.** Yes, each of these positions is important and integral to the success of the team, but they are so different. Will you choose a quarterback like **Coastal General Contractors** who can take your loss and rally our 25 years of experience and strong team of salesmen, estimators, designers, project managers, field personnel and sub contractors to settle the claim with your owner’s insurance company and run the “project ball” all the way to the end zone for a winning score? Or, will you choose your regular group of painting and flooring ball boys that you have to personally and daily manage for the next 2-5 months? You are the coach either way, but a team of ball boys doesn’t win games. Quarterbacks with the right, talented players do.

As we all aim for a winning 2009, I challenge you to be a winning coach and hire **Coastal General Contractors** to be your quarterback. I promise that we will win the game and make you look great!

Quarterback or Ball Boy? YOU MAKE THE CALL.

Coastal General Contractors is an insurance restoration and remodeling contractor founded on the principles of integrity and quality which specializes in the settling and rebuilding of residential and commercial property losses. Please contact Jim Ryerson at 321-356-5169 or any of our experienced sales staff at 407-644-1800 should you decide to make the RIGHT CALL.



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Promotions/Moves/Acquisitions

Congratulations to Annette Blocker with The Continental Group, Inc who has been promoted to Sr. Area Manager!!

Congratulations to The Continental Group, Inc who has acquired a conventional rental property, The Esplanade, in Orlando, FL!!

IREM members, **we want to know about you!** Forward information on your promotions and moves within your company and we will be happy to post in our newsletter. All announcements should be forwarded to mwright@thecontinentalgroupinc.com for insertion in our newsletter.

Job Link - List Your Open Positions

Now list open positions within your organization FREE! Chapter 60 offers a job posting link free to its members. You can post or search current open positions in all aspects of property management. It's an easy, effective and FREE tool. List or view available positions today at <http://www.irem60.org/home.cfm?page=Job%20Listings>