AOBA’s 2018 Golf Tournament — Spots Still Available, Plus NEW Golf 101 Clinic

With summer upon us, AOBA’s Golf Committee invites all members to reserve Monday, September 17 for our tournament at Woodmont Country Club, Rockville, Maryland.

Property management member firms participating include:

Akridge | Blake Real Estate, Inc.  
Boston Properties | Brookfield | CBRE  
Cushman & Wakefield  
Grady Management, Inc.  
JBG SMITH | William C. Smith + Co.

Continued on page 5 >>

Moving Forward: Foundation Dives into Programs, Fundraising

Officially launched early this year, the AOBA Educational Foundation (AEF), is moving forward with programs and a fundraising campaign to assure the organization’s future success.

AEF’s mission is to address a commercial real estate talent crisis  
Continued on page 5 >>

2018 COMMERCIAL AWARDS CELEBRATION: INDUSTRY CELEBRATES IN STYLE!

Just one week after the CAPS took home the Stanley Cup, commercial industry execs took home some snazzy crystal…

A lovely summer evening at the Fairmont Hotel was the place. June 14 was the date! AOBA welcomed 225 guests at the Commercial Award Celebration which featured entrants in property management, engineering and emergency preparedness. All entrants were applauded for their commitment to excellence, and award winners were announced. Also, JBG SMITH received recognition for two TOBY Regional awards in a special segment highlighting this achievement.

The following are 2018 local TOBY winners listed by award category:

100,000 – 249,999 Square Foot Building  
1800 K Street, NW, managed by Transwestern  
Washington, DC

250,000 – 499,999 Square Foot Building  
Wisconsin Place, managed by Boston Properties – GRAND LOCAL TOBY WINNER  
Washington, DC
It is with great sadness that we inform members of the passing of a former, beloved AOBA staff member, Caroline Ann Lewis. Caroline was AOBA’s outstanding lobbyist beginning in 1974 until she took early retirement in the late 1980’s to pursue her dream of traveling the world on her sailboat. Caroline possessed all the hallmarks of an effective lobbyist. Not only did she know the political process, but she always knew how the legislators were going to vote before the vote was called. Her success was largely attributable to her integrity and ability to form lasting relationships. She will be missed by her AOBA friends and family.

As DOEE and the District begin their recruitment efforts for members of the Green Finance Authority Board, interested members are encouraged to contact Kirsten Williams, kwilliams@aoba-metro.org. There are seats for members with experience in affordable housing and experience with green infrastructure/stormwater management. DOEE would like to fill these seats by September.

Cushman & Wakefield took home top honors for the completion of seven LEED projects in the city, five of which achieved LEED Platinum. WC Smith was honored for building several environmentally friendly buildings, including 2M, located in the NoMa neighborhood, and the development of Canal Park, a LEED Gold park in the Capitol Riverfront area.

DC Water Board of Directors Selects New CEO and General Manager

After a nationwide search, the DC Water and Sewer Authority’s Board of Directors recently announced David L. Gadis as the new CEO and General Manager of DC Water. A third-generation water utility employee, Mr. Gadis most recently worked as Chief Revenue Officer for U.S.A. Track and Field. AOBA looks forward to hosting Mr. Gadis soon so members can hear about his vision for the Authority.

REMEMBERING CAROLINE ANN LEWIS: June 18, 1940 to Jan. 10, 2018

Note: This content, plus more detail, appeared in the June At Issue – DC edition.

FY 2019 BUDGET RAISES TAXES TO FUND WMATA AND THE ARTS

After weeks of hearings and negotiations, the DC Council unanimously approved a $14.5 billion budget in early June. Since the release of the budget in late March, much of the focus has been on how the District would fund its share of $178 million commitment to support WMATA. The Council’s budget raised the commercial property tax for properties over $5 million to $1.89 per $100 assessed value. Three cents of the increase support Metro, while the additional one cent increase helps to create a dedicated $30 million fund for the arts.

The budget creates a new Commercial Real Property tax structure:

- **Properties with Assessed Values Under $5 million**: $1.65
- **Properties with Assessed Values $5 million and Above**: $1.89

Final budget inclusions that impact members:

- **Tenant Assistance Pilot Program for Seniors**: Provides $743,000 to start a pilot tenant assistance program for seniors with incomes up to $65,000 a year.
- **Affordable Housing**: Includes, for the 4th consecutive year, a $100 million commitment for the Housing Production Trust Fund and $10 million to the Housing Preservation Fund.
- **Paid Leave Implementation**: Provides $5.6 million for paid family leave implementation and $40 million in capital costs through 2023, with $19.9 million in proposed funding for FY 2019.
- **DC Water Bill Relief**: $13 million for DC Water bill relief for residents and non-profits.
- **Private Security Camera Rebates**: Continued support of $500,000 for residents and businesses who install security cameras.
- **Retail Tax Credit**: Retail establishments with less than $2.5 million in gross receipts can claim a business tax deduction for up to 10% of their rent or property tax obligations, capped at $5,000.
- **Retroactive Security Costs Due to Enhanced Professional Security Act**: Thanks to the advocacy efforts of Securitas, Admiral Security and Allied Universal Security, members will no longer be subjected to unplanned retroactive wage adjustments for their security services.

GREEN BANK ESTABLISHED, POSITIONS AVAILABLE ON GREEN FINANCE AUTHORITY’S BOARD

With the help of the recently approved “Green Finance Authority Establishment Act,” the District will increase its investment in sustainable energy projects and continue efforts to reduce carbon emissions by 80% by 2050. With the creation of the Green Finance Authority, known as the “Green Bank,” the District will be able to accelerate the deployment of clean energy technology by leveraging private investment and increasing the efficiency of public dollars.

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WC SMITH, CUSHMAN WAKEFIELD RECEIVE SUSTAINABILITY AWARDS

Each year, Mayor Bowser and DOEE recognize outstanding businesses and organizations for their environmental stewardship and innovative best practices with the District’s Sustainability Award. Member firms William C. Smith + Co. and Cushman & Wakefield were recognized this year for their outstanding sustainability achievement.

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Prince George’s County Update

Noise Control Bill Introduced

Council Member Dannielle Glaros has introduced CB-18-2018, which will establish more strict and enforceable noise control standards in the County. While the County has had a noise control ordinance on the books for years, it has not been enforced due to vagueness.

This bill would prohibit a person from causing noise that would exceed, at a receiving property, for non-residential properties, 67 decibels at day and 62 decibels at night, and for residential properties, 62 decibels at day and 55 decibels at night. As under current law, persons violating the noise limits would be subject to citations issued by a police or DPIE enforcement officer, and after three citations within 60 days, the landlord could also be cited.

Budget Adopted/Tax Rate Unchanged

The Prince George’s County Council approved a $4.1 billion operating budget that will not change the current tax rate of $1.00 per $100 of assessed value for real property. The budget increases funding for several departments, including funding additional positions for 125 police officers, 60 fire/EMS personnel and 15 new Deputy Sheriffs. The budget would also provide $6.6 million for the County’s Housing Investment Trust Fund to support new programs for workforce housing gap financing and assistance to first time homebuyers.

Commercial Office Energy Grants Available

The Prince George’s County Office of Central Services is promoting their Energy Star Certification & Green Leasing Grant Program, which provides grants to assist commercial office buildings and multifamily housing in the County with achieving the ENERGY STAR Certification. For details, contact Project Manager Olayinka Kolawole at (301) 883-3451, or email okolawole@co.pg.md.us.

JUNE 2018

Advocacy Recap

MARYLAND

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WSSC Rate Increase of 4.5% Approved

The Montgomery and Prince George’s County Councils have approved a 4.5% average water and sewer usage rate increase for WSSC, effective July 1, 2018. There would be no change in charges for the Account Maintenance Fee or the Infrastructure Investment Fee.

JUNE 2018

Advocacy Recap

MARYLAND

Montgomery County Update

Maryland State PAC Endorses 2018 Montgomery County Candidates

The AOBA MD State PAC endorsed a slate of candidates and issued a Montgomery County election guide that highlights opportunities for member engagement with the endorsed candidates’ campaigns. The endorsements were publicized in the media and by the candidates. Members will receive an overview analysis of the hard-fought election results.

Work Session on Proposed Green Roof and Solar Mandate

The Transportation, Infrastructure, Energy and Environment (T&E) has scheduled a July 12 worksession on B11-18 Buildings – Environmental Roof Design - Non-residential and Multifamily Buildings. AOBA has testified in favor of energy tax revenues to finance energy efficient incentives for building owners/managers.

MEMBER ACTION: AOBA is scheduling meetings with Roger Berliner’s T&E committee colleagues, Councilmembers Nancy Floreen and Tom Hucker, along with reps from the Leggett administration.

Work Session on Proposed Recordation Tax Increase

The Government Operations and Fiscal Policy (GO) Committee will reconvene on July 26 to continue deliberations on B10-17, Recordation Tax – Rates – Amendments, a proposed recordation tax increase. At the previous May 3 worksession, committee members continued to express concerns about the impact of the proposal on a very volatile commercial market. The full committee was also uncomfortable with moving forward with a tax proposal well into deliberations on the then proposed FY 2019 budget. The GO committee did agree to delay the effective date of the bill to Jan. 1, 2109 should the Council adopt the proposal.

MEMBER ACTION: AOBA is scheduling meetings with GO members Nancy Navarro (chair), Hans Riemer, and Sidney Katz.
Pepco filed an application on Jan. 2, 2018 requesting authority to increase electric distribution rates by $41,439,000 as well as approval of “a phase in of revenue associated with reliability plant not to exceed $15,000,000.” However, due to the enactment of the Tax Act in December of 2017, the MD PSC ordered Pepco to propose reductions in distribution rates to reflect the impact of the new tax law. Pepco, AOBA, and other parties agreed to consolidate Pepco’s requested $41.4 million increase to distribution rate case with the MD Commission ordered case to consider reductions in Pepco’ rates as a result of the new tax law. Extensive settlement discussions were held, and AOBA entered into a Settlement Agreement which was approved by the MD PSC on May 31, 2018. As a result, Maryland ratepayers will receive a distribution rate reduction going forward, as well as a rate credit due to the timing of the implementation of the new reduced rates.

The Settlement Agreement provides for Pepco to reduce its distribution rates for Maryland customers by $15,000,000 effective June 1, 2018. Additionally, the settlement provides for $9.7 million to be distributed to customers in the form of a one-time bill credit of approximately 2%. Also, Pepco has agreed as part of the settlement not to file a new Maryland distribution base rate case earlier than Dec. 15, 2018.

The decreases in distribution rates will be affected by Pepco’s Bill Stabilization Adjustment (BSA). The effect of the BSA on each class must be calculated separately. AOBA will hold a Pepco Budget Utility Briefing to discuss the effect of Pepco’s Settlement Agreements in both DC and MD on July 17 at AOBA at 10:30 am. Contact April Kreller, akreller@aoba-metro.org, for details.

The two groups are seeking the Housing Commission’s approval of several initiatives (detailed in the June edition of At Issue-Virginia.) The groups unveiled their legislative agenda before a work group of the Virginia Housing Commission created in response to Princeton's research data and a subsequent New York Times article. AOBA has secured a position on the work group and has a seat at the table for ongoing discussions.

AOBA is working with the Virginia Apartment and Management Association (VAMA) to identify more reasonable alternatives for achieving the end goal of reducing evictions, focusing on the root causes of affordability. The Commission will continue its work and discussions on the topic through the summer and fall and will make recommendations to the General Assembly for legislative action prior to the 2019 session.

The City Council also experienced significant turnover in the primary elections, with two incumbents losing. Council members Willie Bailey and Paul Smedberg were defeated in a 12-way primary for six seats on the City Council. Council members John Taylor Chapman and Del Pepper will be joined by newcomers Elizabeth Bennett-Parker, Mo Seifeldein, Canek Aguirre and Amy Jackson. Given the heavily Democratic composition of the city, Democratic primary victors are not expected to face a significant challenge in the November general elections.

AOBA’s Virginia Metropolitan Political Action Committee endorsed Wilson’s candidacy for Mayor. Since his first election to the City Council in 2007, Wilson has established himself as the go-to voice for property owners and managers on issues ranging from taxes to environmental regulations to local infrastructure and signage.

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AOBA-ENDORSED CANDIDATE WINS PRIMARY FOR ALEXANDRIA MAYOR

Alexandria City Councilman and Vice Mayor Justin Wilson won in a primary challenge versus sitting Mayor Allison Silberberg. In a narrow upset of the incumbent Mayor, Wilson drew 52.87% of the vote to Silberberg’s 47.13%.

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The evening included the presentation of the *2018 Commercial Engineer of the Year Award* in the category of Chief/Lead Engineer. Jim Parrotte, JBG SMITH received the award and David Greenspun, Blake Real Estate, Inc., received an Honorable Mention.

Now in its third year, the **K.E.E.P. Awards** were also presented. Developed by AOBA’s Emergency Preparedness Committee, this award program is designed to recognize “Knowledge and Excellence in Emergency Preparedness.”

**2018 K.E.E.P. Award recipients are:**
- 2001 M Street, managed by Brookfield
- 455 Massachusetts Avenue, managed by Cushman and Wakefield
- 3000 & 3050 K Street – Washington Harbour, managed by MRP Real Estate Services Group, LLC

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**Making it Happen: Thanks to our 2018 TOBY AWARDS SPONSORS**


**Keeping it Strong: Thanks to our 2018 KEEP AWARD SPONSORS**

![Securitas](image1)

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**NEW: GOLF 101 CLINIC added to tournament!**

We are pleased to include a new afternoon activity this year – a Golf 101 Clinic. This will include lunch, a two-hour professional golf clinic, plus admission to the post tournament social party. The clinic will be offered to AOBA’s Owner-Manager members and all companies sponsoring in the tournament. Contact Pam if you are interested in this exciting new clinic!

Check out the **Upcoming Events/Golf Tournament** page at aoba-metro.org for a listing of all our generous sponsors to date!

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**AEF FUNDRAISING CAMPAIGN continued from page 1 >>**

*by focusing on the critical need to promote careers in property management engineering and maintenance.*

The inaugural AEF Summer Internship is now underway, with 10 interns working for 8 member firms. The eight-week program wraps up in mid-August, and all interns (none of whom were previously employed in the industry) have indicated they are interested in working in commercial real estate following the program.

**YOUR SUPPORT IS NEEDED** to help the Foundation achieve its mission – one that offers a win-win for residents of the region AND for our industry. Please visit aobafoundation.org to learn more and contact Marie L. Tibor, mtibor@aoba-metro.org to get engaged!
Knowing that there’s always more we can do, AOBA’s Community Outreach Committee has selected Covenant House Greater Washington as a new community partner.

Covenant House Washington’s mission is “to empower, safeguard and serve youth experiencing homelessness, disconnection, and exploitation in the Greater Washington region.” The wrap-around supportive services provided by Covenant House to area youth include housing (both emergency housing and longer-term support); workforce readiness; job placement; a Child Development Center; and drop-in services.

This effective nonprofit is based in downtown DC but provides benefits to individuals across the region.

“Since AOBA’s members take corporate social responsibility seriously, we are excited to expand our volunteer initiatives to support Covenant House. We have been incredibly impressed by the organization’s staff and entire operation. It’s also the type of organization that has a volunteer opportunity for everyone. Whether your strength is home improvement, gardening, cooking, tutoring or helping to organize clothing and toiletry drives, there will be a place for you at Covenant House,” said Tony Curtis, Classic Concierge, who serves as Chair of AOBA’s Community Outreach Committee.
Welcome to our New AOBA Members – Updated June 2018

Please note these firms who have joined the AOBA community:

**OWNER/MANAGERS**

Balfour Beatty Communities
Antoinette Cobb
www.balfourbeautycommunities.com

The Bainbridge Companies
Troy Fields
www.bainbridgecompanies.com

Beacon Management
Elizabeth Reynolds
www.beaconmanagement.com

CIH Properties
Michael Huke
www.cihproperties.com

Comstock Management
Kristoffer Green
www.comstockcompanies.com

The Eagle Point Companies
Matthew Brucker
www.eaglepointco.com

GoldOller Real Estate Management
Jamela Palmer
www.goldoller.com

GreenCourt Management, LLC
Chris Yorro
www.greencourtmanagement.com

HHHunt Apartment Living
Neha Lorenzo
www.hhhunt.com

HallKeen Management
Penelope Richardson
www.thecourtsocampsprings.com

H.O.M.E Management
Jerry Clarke
www.gohome.pro

Murn Management
Maya Marquez
www.thegarfieldapts.com

S.L Nusbaum Realty Company
C. Lee Davis
www.slnusbaum.com

Sentinel Real Estate
Carl York
www.sentinelcorp.com

Trinity Property Consultants
www.trinity-pm.com

**ASSOCIATES**

Allied Telecom
Dawn Fawcett
www.alliedtelecom.net

Butch Enterprises
Irwin Staten
www.bmbservices.com

riserSAFE
Vika Rashinina
www.risersafe.com

Concert Technologies

Capitol Pest
Larry Edmonds
www.capitolpest.com

CP Rankin, Inc.
Craig Rankin
www.cprankin.com

Ev-Air-Tight Services
William Winters
www.evairtight.com

Evolution Energy
Jessica Gruppo
www.evolutionep.com

Facilities Plus
James Leigh
www.facilitiesplus.com

FCO
Lisa Henriques
www.fco.com

Fooda
Rodney Salinas
www.fooda.com

Ford’s Theater Society
Declan Amatus
www.fords.org

Griffin Ownes Insurance Group
Ron Unger
www.griffinowens.com

Jenkins Restoration
David Ness
www.jenkinsrestorations.com

JK Moving Services
Darlene De Lorenzo
www.jkmoving.com

Kal Kreuth Roofing and Sheet Metal
Rosalind Hogan
www.krsm.net

Landcare
Mary Kirby
www.landcare.com

S&H Floors Company Inc.
Jocelyn Villegas
www.sandhfloors.com

Structural Rehabilitation Group, LLP
Amy Gaynor
www.srg-llc.net

Superior Plantings
Wendy Bell
www.superiorplantings.com

**NOMINATE AN INDUSTRY LEADER FOR 2019 SIDNEY GLASSMAN MEMORIAL AWARD:**

Nominations Due by Sept. 10

AOBA invites members to nominate an individual worthy of its most prestigious annual award, the Sidney Glassman Memorial Award. Check out a list of prior recipients at aoba-metro.org/About/Awards. Nominations may be submitted to AOBA Executive Vice President Peggy Jeffers, pjeffers@aoba-metro.org, by Sept 10th.

Created in 1985 to recognize Mr. Glassman’s extraordinary contributions to the region’s real estate industry, this award is presented to an individual industry leader for their work in the areas of education, training, management, administration and legislation.

We look forward to receiving nominations and to honoring a deserving industry leader at our Annual Meeting in January of 2019!

Sunny News from San Diego: At the NAA’s “Apartmentalize” Convention in San Diego in June, AOBA was recognized as the affiliate with the most member growth!

“Team AOBA” at the convention included (left to right): AOBA President Arianna Royster, Burger Management, Inc.; Melissa Steele, E&G Group; Gunti Weißenberger, The Westover Companies; Ronda Puryear Management Services Corporation; Brian Chase, Landmark Property Services, Inc.; and Nicola Whiteman, AOBA. ■
MEMBER SPOTLIGHT: Frances Nolan, Vice President, Property Management, Equity Residential

Frances has more than 32 years of experience in all aspects of residential property and asset management. In her current capacity as Vice President of Property Management for Equity’s DC portfolio, Frances manages the operations of 48 residential communities and 15,871 units located in Maryland, Virginia and DC. She joined Equity in 2002.

What drew you to the residential property management world?
I fell into this business like many others but once I found it, I never looked back. I love the ever changing environment where no day is like the next. I also have a passion for helping people and that is front and center in my role as VP of Property Management.

Tell us about a few challenges and opportunities that you see in the industry.

Challenges: The DC area apartment market continues to experience elevated levels of new apartment deliveries and we are all feeling the effects of this new competition. We project that over 11,000 units will deliver in the DC-area in 2018 and another 20,000 units are expected to deliver between 2019 and 2020. While apartment absorption is keeping pace with new deliveries, all of the new apartments entering the marketplace continue to have a moderating effect on rent growth. In addition, hiring and retaining talent is a key challenge. With low unemployment and new construction, we are in one of the most challenging recruiting environments I have seen in a long time.

Opportunities: The economic outlook for the DC remains positive for 2018. Consumer spending remains strong, corporate profits are healthy and local business continues to add jobs. The region’s economy continues to experience above-average job growth, which has translated to higher foot traffic and healthy occupancy levels at our apartment communities. Also, being an Amazon HQ2 finalist is a big opportunity for our industry. Having three area jurisdictions on the Amazon list of 20 finalists says it all about the area’s positive qualities!

What’s the key benefit that you believe AOBA provides to your firm?
We value the legislative resources we find with our AOBA partners. The government relations professionals at AOBA are extremely helpful — keeping us abreast of changing laws and housing guidelines in DC, MD and VA, as well as lobbying for what is best for our industry. We continue to be very impressed with AOBA’s professionalism and tireless advocacy.