Proud graduates of the Educational Foundation’s 2018 summer internship program

Training for the Future: Bringing New Talent to Building Engineering and Maintenance

The AOBA Educational Foundation’s inaugural summer internship program is a wrap!

Congrats to our intern grads and sincere thanks to sponsor companies (listed on page 5) for providing expert, hands on training for the eight-week program. On August 10, a dialog about the program was capped off with a brief ceremony and photo opp! The consensus: the internship should be longer next year and include more training days. Building tours were a big hit, and it was suggested that each tour focus on one or two learning objectives.

At press time, one hard-working intern, DC resident Cesar Urrutia-Quintanilla, has already accepted a position as a Maintenance Mechanic with Akridge. The AEF expects to place several other interns into industry positions within the next few months.

To follow up on this innovative pilot project, the Foundation will meet with all Industry Sponsors on Sept. 5th. This strategic discussion will focus on lessons learned, and effective ways to enhance recruiting and selection protocols for 2019.

September is National Preparedness Month – AOBA Seminar Features Security Directors Panel on Lessons Learned

“Private-sector preparedness is not a luxury; it is a cost of doing business in the post-9/11 world. It is ignored at a tremendous potential cost in lives, money and national security.” — The 911 Commission Report

As most members know, every September, FEMA encourages citizen participation in National Preparedness Month. FEMA’s online toolkit at ready.gov provides helpful resources to do just that. There are links to our Emergency Financial First Aid Kit and a Family Communication Plan, and links

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Effective Oct. 19, 2018, the Office of Tax and Revenue (OTR) is retiring its Electronic Taxpayer Service Center for all individual income and business tax filings and is replacing it with MyTax.DC.gov.

Real Property tax functions, such as payments and database search, will continue to be available on ETSC. In addition, effective Oct. 29, 2018, OTR will require businesses to file and pay various taxes and fees via the MyTax.DC.gov tax portal. Sign up for a MyTax.DC.gov account and stay tuned to the OTR blog for updates.

As a reminder, the bill seeks to limit short-term rentals to one owner-occupied unit per host and a 15-night-per-year cap on vacation rentals when the owner is absent. To add teeth to the regulations, violators could be charged a $1,000 fine for the first infraction and up to $7,000 for subsequent violations, while the short-term rental operators would be penalized $1,000 for each. Half of the proceeds from the fine would be used to fund low-income housing in the District. Member Input Requested: Since the short-term rental market is growing in DC, we’d like to hear from members about how your operations have or have not changed. Please contact Kirsten Williams to share your thoughts.

ONE YEAR LEFT TO PREPARE FOR DC’S NEW PAID LEAVE

On July 1, 2019, the District will begin the collection of taxes – 0.62 percent of wages – from employers for the implementation of the Paid Leave Act. As a reminder, to qualify for Paid Family Leave (PFL) benefits, an individual must be a part-time or full-time employee in the District, regardless of their residence, and meet all of the requirements, monetary and nonmonetary, outlined within the law. The duration of benefits provided by the Paid Leave Act allows for eight weeks of parental leave, six weeks of family leave, and two weeks of medical leave for every 52 weeks worked. The maximum weekly benefit amount is $1,000 and is currently funded in the District solely by employer contributions.

As a part of DC’s new Zero Waste campaign, DPW recently launched the “What Goes Where?” tool. The online tool allows you to type in the item you have a question about, and receive information on how best to dispose of it in the District. As a reminder, DC has one master list for materials that can be recycled; this includes no longer being able to recycle plastic bags. For more info, visit the ZeroWasteDC website.

Did you know that most permits, licenses and registrations can now be completed online? The DC Property & Permit Center Portal is a one stop shop for permits. The portal provides a range of online tools to apply for building permits, request city services, research property regulatory information, and research and analyze permit data. Property owners can also register their apartment complexes.

Learning about the Evictions Process – DC multifamily members heard from the DC Marshal’s office in June at a meeting focused on changes to existing DC regulations.
NEW GENERAL ASSEMBLY LEADERS NAMED
Retirements and the primary election in June produced a significant turnover in General Assembly leadership positions. Senate President Mike Miller and House Speaker Mike Busch announced several area legislators to fill some of the leadership vacancies:

Senate
• Chair of Senate Budget & Taxation Committee – Montgomery County Senator Nancy King (D-39)
• Chair of Senate Education, Health and Environmental Affairs Committee – Prince George's County Senator Paul Pinsky (D-22)
• Chair of Senate Education, Health and Government Operations Committee – Montgomery County Senator Brian Feldman (D-15)
• Vice-Chair of Senate Finance Committee – Montgomery County Senator Will Smith (D-20)
• Vice-Chair of Senate Judicial Proceedings Committee – Montgomery County Senator Kathleen Dumais (D-15)
• Vice-Chair of House Health & Government Operations Committee – Delegate Joseline Pena-Melnyk (D-21)

WSSCadoptsnewratestructure
The WSSC Commissioners voted to adopt a new rate structure that – beginning July 1, 2019 – will dramatically change the way that customers are billed for future water and sewer services. The action follows years of controversy regarding WSSC’s rate structure, consultant studies, public hearings, and legislative fights in Annapolis.

The Maryland Public Service Commission (PSC) ruled last year that the WSSC’s longstanding 16-tier rate structure was unreasonable and charged excessive rates to high volume users in order to subsidize low volume users. The PSC ordered the WSSC to develop a new system of reasonable rates.

WSSC considered alternate three and four bracket rate structures to simplify their rates, while attempting to obtain authority from the General Assembly to impose rates that varied by class of customer. AOBA successfully blocked those legislative efforts out of concern that business customers could suffer even greater discrimination with classified rates. See the August issue of At Issue–Maryland for more details.

Recycling and C-PACE Bills Enacted
Two bills reviewed were recently enacted by unanimous votes of the Prince George’s County Council. Commercial Recycling (CB-12-2018) will make several changes to the County’s solid waste recycling program.
CONTROL OF HOUSE OF DELEGATES UP FOR GRABS
With a precarious 51-49 margin of Republican control over the House of Delegates, the retirement of 8th District Delegate Greg Habeeb (R-Roanoke), pictured, has set the stage for a special election with partisan control over the chamber hanging in the balance.

The 2017 state elections saw sweeping changes in Virginia’s political landscape with Democrats gaining a total of 17 seats to draw within one seat of controlling the House of Delegates and garnering all of the spoils that go along with majority status, such as selection of leadership and Committee assignments. Habeeb’s retirement opens the opportunity for Democrats to capitalize on their momentum and gain another seat to potentially force a power-sharing arrangement.

A special election is set for Nov. 6, 2018 to coincide with Congressional elections. While most pundits anticipate Democrats to excel in this year’s election cycle, they will face an uphill battle in the 8th House of Delegates district.

FY 2019 AND PROJECTED WATER/SEWER RATES
As a resource for members with Virginia interests, AOBA has compiled water and sewer rates and projected increases for Northern Virginia’s primary providers. This includes Alexandria Renew Enterprises, Arlington Department of Environmental Services, Fairfax Water, the Service Authority of Prince William County, Loudoun Water and Virginia American Water. See aoba-metro.org/Advocacy/Virginia to access information on FY 2019 water and sewer rates and upcoming projections for increases.

CHANGES MADE TO ARLINGTON’S FIRE SYSTEMS TESTING PROGRAM
As members may know, Arlington County instituted a new hybrid inspections program for annual testing of fire prevention systems in commercial and multifamily residential buildings in 2016. This change was a direct result of AOBA’s advocacy. However, revisions have since been made to the program.

Under the terms of the new inspections regime, the County has employed a three-year inspection cycle, in which buildings are subject to 100% compliance testing in year one, and 50% checks in year two and three for upper and lower floors respectively. This still represents a significant reduction in costs and administrative burdens placed on property owners. See the August edition of At Issue–Virginia for details.

CITY OF ALEXANDRIA STORMWATER MANAGEMENT
The window for non-residential property owners in the City of Alexandria to apply for credits against the City’s stormwater management fee is about to open. Non-residential property owners are currently eligible for the credits adopted last year in the Phase 1 credit policy for mandatory structural stormwater facilities (BMPs and detention) that were installed as a mandatory condition of development or redevelopment. Property owners with an eligible structure on-site who have not had it inspected or certified yet this year, still have time to do so. The annual credit application window will reopen December 1 and remain open through Feb. 15, 2019. The certification must be performed by a qualified professional such as a licensed engineer, architect, or land surveyor or a person who holds the Certified Inspector for Stormwater Management certificate of competence through Virginia DEQ.

Utility and Energy Market Presentation Available – At a briefing on August 8, members filled AOBA’s Conference Room to gain information regarding costs for electricity and natural gas in the DMV. For 2019 budget considerations, members are encouraged to review the updated utility rates and surcharges included in the presentation. Meeting materials are posted online at aobaalliance.com (click on Energy Market Update). For questions about the briefing, please contact Frann Francis or April Kreller.
MEMBER SPOTLIGHT: Glenn Hugo, Regional Manager, MRP Realty

A long-time member, Glenn has served as a TOBY Awards judge, teaches RPA courses for AOBA (including Law & Risk Management in October), and is currently an active volunteer and intern sponsor for the AOBA Educational Foundation. At MRP, Glenn oversees an 850,000 sf portfolio of office and retail space located in Bethesda, along with a similar 1.2 million sf portfolio in Philadelphia.

What drew you to property management?
Early in my professional career I was fortunate to work with leading organizations in the retail and hospitality industries, both of which are very customer service focused. The customer service part of property management was very appealing to me along with every day presenting new set of opportunities to learn something, meet someone, or solve a challenge.

What are your thoughts about the priority of industry education and training?
Nearly 20 years ago, it was through a summer RPA class – Foundations of Property Management, that I learned the basics for what has become a very rewarding career. Ever since, I recognized that the educational component of AOBA was critical to growing my skills, not only as a student, but as an instructor – passing along real-world experience to the next generation of property management professionals. The newly created Educational Foundation is the next big step in identifying, recruiting and training the next generation of engineering and property management professionals.

Any advice for new members wanting to get involved in AOBA?
AOBA is not only an advocacy group for the greater real estate community, but also an organization where people can share ideas, network and meet people who work in different facets of the entire industry. Get involved with this great group of professionals and see what it is all about!

What’s on your fun “To Do” list?
I enjoy cooking and travelling and playing the drums.

Congrats to RPA Graduates; Register for Upcoming Courses!
AOBA offers hearty congrats to this distinguished list of property management professionals who achieved their RPA designation from BOMI over the summer:
• Joshua Bailey, JBG Smith
• Kathryn Clark, Transwestern
• Claire Coscia, Transwestern
• Nancy Hahn, Cushman and Wakefield
• Kirsten Pelton, Cushman and Wakefield
• Kerry Rhoden, Polinger Company
• Shaniece Sanford, Cushman and Wakefield

• Cory Watkins, JBG Smith
• Jennifer Willoughby, Monday Properties

Also, don’t miss outstanding RPA Courses coming up this Fall! Please register early for RPA Law and Risk Management – Oct. 22-24, and for RPA Design, Operations and Maintenance of Building Systems, Part I – Nov. 15-18.

Questions? Contact Pascha Steward, psteward@aoba-metro.org or call 202.296.3390

National Preparedness Month Continued from page 1 >>

on how to join proactive programs like CERT and the Medical Reserve Corps. The theme of National Preparedness Month this year is “Disasters Happen. Plan Now. Learn How.” FEMA asks everyone to take action now by making a plan with your community, your family, and for your pets.

AOBA encourages all members to use this month to review plans for emergencies in your buildings. Note that NAA (naabq.org) and BOMA (boma.org) offer extensive resources online; just search for “emergency preparedness.” Also, commercial members are invited to an interactive Emergency Preparedness Roundtable and networking reception on Sept. 13th for property managers and security professionals. Online registration is first-come, first-served.

AEO Internship Program Continued from page 1 >>

Officially launched early this year, the AEO Educational Foundation (AEF), received IRS approval of its tax-exempt status in July. In August, Washington Gas provided the first major contribution to the Foundation, becoming our first AEO Cornerstone Partner.

AEF’s mission is to address a commercial real estate talent crisis by focusing on the critical need to promote careers in property management engineering and maintenance. Please visit aobafoundation.org to learn more or contact Marie L. Tibor, mtibor@aoba-metro.org to get engaged!

AOBA Educational Foundation
Summer 2018 Internship Sponsors
> Akridge
> Blake Real Estate, Inc.
> Brandywine Realty Trust
> COPT
> JBG SMITH
> MRP Real Estate Services Group, LLC
> Stream Realty Partners
> Tishman Speyer Properties
Have you checked out the BOMA International’s new website? It’s the same URL (www.boma.org), with a new look and functionality. Download BOMA’s new Commercial Real Estate Technology Trends research report; explore the latest news and resources.

**Bringing Home BOMA 360 Honors:** In late June, AOBA clinched double honors at the 2018 BOMA Conference during a recognition ceremony for BOMA 360 designees. AOBA member buildings earned more BOMA 360 Performance Program designations over the past year than any other large BOMA local association. For the second consecutive year, AOBA was also the local association with the largest number of submissions from a single company, submitted by Brookfield.

**Friendly Reminder:** The Home Depot offers BOMA members an exclusive annual rebate program. Receive a 2% annual rebate on all qualifying in-store and online pre-tax purchases, plus extra services and savings. There is no cost to enroll, however, annual purchases must total a minimum of $25,000 to qualify for the rebate.

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**NAA Update**

Expanded Client Solutions Center, 2018 SURVEY OF INCOME & EXPENSES, Education Options for Your Team

If you are not sure who to contact at NAA headquarters, you may want to start with the expanded NAA Client Solutions Center (ClientSolutions@naahq.org.) For members with questions about the Click & Lease program, Sales, Signup, and Education, NAA’s Client Solutions Center is the staff team that delivers knowledge and reassurance. The team has over 50 years combined experience in customer service. The Client Solutions Specialists are available to assist NAA members Monday-Friday from 8:30 a.m. – 6:00 p.m.; local members may call (703) 518-6141.

**Pre-order Your IES Report:** As asset managers, this is the budgeting tool for you! 2018 SURVEY OF INCOME & EXPENSES (IES) takes a comprehensive look at apartment housing data including detailed local market and national economic analysis. The 2018 Executive Summary and Survey will be released this month so pre-order your copy at naahq.org today!

**Give Your Staff the Keys to Industry Education:** Whatever career goals your staff may have, the NAA Education Institute (NAAEI) has the information needed to help them succeed. If you haven’t check out NAAEI’s learning resources lately, it’s worth a fresh look. Your staff can take their pick from an amazing array of online and classroom-based courses to stay on top of the latest industry trends, pick up compliance strategies and expand their knowledge base. Check out www.naahq.org/education-careers for details.
Meet Your New Community Outreach Committee Chair

An active Associate member for years, Tony Curtis is the new Chair of ABOA’s popular Community Outreach Committee. After growing up in Southern Maryland, he moved to Northern Virginia to attend George Mason University. He joined Classic Concierge in 1992 and was promoted to President in 2011.

What drew you to the world of concierge services and property management?
Like property managers, very few people set out to be concierges. It’s the type of field that you sort of fall into. I was working in a hotel in Alexandria and became friends with the concierge. She recommended me for a concierge position and the rest is history.

What’s your major focus as the new Chair of ABOA’s Community Outreach Committee?
I am very excited about serving in this role, even though my predecessor, Erin Porch, left behind some big shoes to fill. I look forward to partnering with committee members and staff to move the committee forward.

One new area of focus will be working with Covenant House DC. It is the nation’s largest provider of emergency housing for homeless teens. After meeting with their amazing staff, we realized that there are countless opportunities for ABOA to assist in their mission. I would encourage members who are interested to attend an upcoming Committee meeting to learn about how they can help give back to the community.

What do you enjoy doing when you are not working?
When not working, I can often be found in one of the many great restaurants this area has to offer. I am so excited that DC has become a foodie town.

Providing Support to Candidates: Working the polls for the June primary, ABOA’s Nicola Whiteman gathers with ABOA MD PAC-endorsed candidates Marilyn Balcombe and Gabe Albornoz, who was successful in his primary bid for Montgomery County Council. The fall election is November 6.

PRINCE GEORGE’S COUNTY UPDATE
Continued from page 3 >>
required of commercial properties. For specifics, see the August edition of At Issue–Maryland. C-PACE (CB-29-2018) will establish a local program to facilitate energy efficiency improvements and renewable energy projects by owners of commercial and multifamily rental residential properties. Loans would be secured by a tax lien and be repaid through charges on the owner’s real property tax bill.

Use compost at your property for clean land, air, and water.

Did You Know?
• Yard trim (grass, leaves & plant trimmings) can be composted into a beneficial soil amendment
• Adding compost to soil adds valuable nutrients and helps protect the environment
• Mixing compost with soil also reduces water run-off

Ask your lawn care service provider to use compost at your property today.

Montgomery County, Maryland – Department of Environmental Protection Division of Solid Waste Services – Waste Reduction and Recycling Section Visit www.montgomerycountymd.gov/recycling or call 311 or 240-777-0311.
Lock in December 6th for THE Year-end Event!

Plan to join AOBA colleagues to toast a successful year and kick off the holiday season!

We are excited to host this year's Holiday Party on Thursday, Dec. 6th at the new Intercontinental Hotel on the Southwest waterfront.

With terrific views of the city from the Potomac River, designed-to-impress cocktails, a “foodies” curated menu selection (including carving stations and hors d’oeuvres), this popular networking celebration is not be missed.

Tickets will be available soon, along with prime sponsorship opportunities. So save the date, spread the word, and watch the “Upcoming Events” website page for details!

Questions? Contact Annabel Bendz, abendz@aoba-metro.org.

AOBA Golf Tournament
Monday, Sept. 17
9:00am to 6:00pm
Woodmont Country Club
We look forward to seeing everyone for a great day of golf at Woodmont. Thanks to all sponsors for your generous participation!

AOBA Holiday Party
Thursday, Dec. 6
6:00 – 9:00 pm
InterContinental Washington D.C. – The Wharf
Toast a productive year with AOBA at this gorgeous new venue.

See article at right

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2019 Annual Meeting
Thursday, Jan. 17
11:30am to 1:30pm
Mayflower Hotel
Meet AOBA’s leadership in a freshly formatted program. Learn about key challenges and opportunities facing the Association and how you can get more engaged.

2019 NAA Maintenance Mania
Thursday, April 11
Martins Crosswinds in Greenbelt, MD
This exciting annual competition is designed to recognize and reward your hard-working multifamily maintenance staff. Plan ahead to prepare your team to win in 2019!

Questions? Contact Annabel Bendz, abendz@aoba-metro.org.