Competition Highlights Skills and Creativity at 8th Annual NAA Maintenance Mania

Kettler Management was the decisive winner at this year’s NAA Maintenance Mania Competition on April 11, where the multifamily developer, builder, and property management firm took first through third places. More than 40 local maintenance staff from seven AOBA member firms competed in the eighth iteration of Maintenance Mania, putting their skills to the test in contests that highlight the talents of multifamily maintenance professionals. More than 80 spectators and cheerleaders provided enthusiastic support for their company teams. The competition, produced by NAA, was held at Martins Crosswinds in Greenbelt, Maryland.

The top prize winner was Rachid Chabraoui. Second place was secured by Pedro Martinez, while Jaime Lopez took third. Also finishing in the top 10 were Jorge Blanco, Pedro Fuentes, and Aboma Gejema from Kettler Management; David Argueta, Vernon Kent, and Jason Hernandez representing Bozzuto Management; and Borger Management’s Juan Rovera.

In a highlight of the annual competition, entrants build a model car utilizing at least one maintenance product or part and race it down a derby-style track. Congratulations to Vernon Kent of Bozzuto for designing the fastest car.

AOBA Commercial Awards June 13

AOBA will present its Engineer of the Year, and its Knowledge and Excellence in Emergency Preparedness (K.E.E.P), awards at the Fairmont Hotel in Georgetown on June 13. There are three categories for each of these awards, and the winners provide examples of best practices and inspiration to our industry.

Join colleagues and the AOBA community for a cocktail reception at 5:30, followed by dinner and the ceremony. Please see full details about the awards on Page 5.

AOBA Volunteers Brighten Duckworth School

Much appreciation to the nearly 100 volunteers who participated in Clean Up Day at the James E. Duckworth School on March 28, when they put in a focused effort from 7:00 AM to 3:00 PM and left the property notably better than when they arrived.

Continued on page 8 >>
AOBA members’ ability to attract and retain tenants. When tenants leave or choose to lease elsewhere, there is less revenue for the District.

LEGISLATION SEEKS TO MANDATE ELECTRIC VEHICLE PARKING SPACES
Councilmember Mary Cheh recently introduced the “Electric Vehicle Readiness Amendment Act of 2019” (B23-0193). This legislation would require that at least 20 percent of the parking spaces constructed in new or substantially renovated commercial and multifamily buildings have EV infrastructure beginning in 2021.

DCRA: NEW “NOI FIRST” POLICY TO ROLL OUT IN MAY
The Department of Consumer and Regulatory Affairs (DCRA) will roll out a controversial and significant policy change in May to its housing code enforcement process, known as the “NOI First” policy. The agency expects to issue a Notice of Infraction (NOI), rather than a Notice of Violation (NOV), when a housing code violation is unaddressed. Under the policy, when a tenant contacts DCRA about a potential housing code violation, rather than first completing an inspection of the rental unit and issuing an NOV, DCRA will notify the housing provider of the resident’s complaint. The agency hopes to bypass the need of an initial inspection and NOV issuance, while allowing housing providers an opportunity to resolve the issue and avoid a fine. AOBA has been participating in an ongoing working group hosted by DCRA regarding the “NOI First” policy change since February, enabling our direct advocacy regarding housing provider concerns. AOBA has been the only industry association with the Proactive Inspections program.

AOBA is concerned that this policy change was made without a public announcement and prior to gaining feedback about its impact. We believe this new policy will overwhelm the agency’s capacity to administer the program, in an attempt to support redundant efforts for properties already subject to federal inspections. By eliminating exemptions, the pool of multifamily properties to be inspected suddenly increases 36 percent, from 4,800 properties to nearly 7,500 properties.

COUNCILMEMBER BONDS REINTRODUCES RENT CONCESSIONS BILL
On April 2, Councilmember Anita Bonds, along with Councilmembers Trayon White, Sr. and Elissa Silverman, introduced the “Rent Concession Amendment Act of 2019” (B23-237). This bill is similar to the “Rent Charged Clarification Amendment Act of 2018” (B22-998), which lapsed in committee last year. The new bill seeks to require that housing providers clarify the abolition of rent ceilings, which applies to all unimplemented and expired rent increases, and resets the rents of all units subject to rent control as the amount the tenant is actually paying, not the preserved amount. The bill also defines a discounted rent as rent charged, which would be at least 10% less than the rent charged a prior or current tenant. Rent increases may not be implemented more than 30 days after a housing provider is first eligible to take the increase.
JUST CAUSE EVICTION BILL
OVERWHELMINGLY DEFEATED
AOBA scored a major victory when the House Environment and Transportation Committee voted 17 to 2 to report unfavorably legislation that would have established a just cause eviction law for Montgomery County. HB 628 would have required residential rental property owners to renew a tenant’s lease forever unless they could prove at least one of eight listed “just causes” for non-renewal, making it much more difficult to remove problem residents. The bill had previously been endorsed by Montgomery County Delegates on a vote of 17 to 6. Special thanks are due to Committee Chairman Kumar Barve of Rockville, who forcefully spoke out in opposition to the bill, as well as the other Delegates who voted against the legislation.

Prince George’s County Update
ALSOBROOKS RELEASES FY 20 BUDGET
County Executive Angela Alsobrooks submitted her FY 2020 budget to the County Council recently. The $4.2 billion budget proposal would maintain the current tax rate of $1.00 per $100 of assessed value for real property.

MT. RAINIER LOOKS TO INCREASE FEES & TAXES ON APARTMENTS
AOBA members with multifamily residential property in the City of Mt. Rainier in Prince George’s County should be aware that the City Council has proposed a FY 20 budget that anticipates significant increases in taxes and fees on multifamily properties. The proposed budget would establish five classes of real property in place of the current one uniform class. The proposed real property tax rate for single family properties would drop from the current 83 cents to 79 cents, while the tax rate for multifamily properties would increase to 97 cents. Additionally, annual multifamily rental license fees would increase from $150/unit to $225/unit.

County Executive Marc Elrich proposes first budget: no new taxes but higher fees for rental housing providers
County Executive Elrich released his proposed FY20 budget on March 15. Elrich kept his promise not to raise taxes … for now, so no change, for example, to the County’s fuel/energy tax. In addition to retaining the current fuel/energy tax rate, there are no changes to real property taxes. Members will recall that a previous proposal to increase the deed transfer and recordation tax died at the Council last year. However, Elrich is proposing a $3 increase to the rental license fee. The Planning, Housing, and Economic Development (PHED) Committee wants to double the County Executive’s proposed $3 rental license fee increase to support Department of Housing and Community Affairs funding needs in FY 2025. If approved, however, the fee would increase this July 1.

County moves to implement “troubled properties” regulations
On March 5, the Council approved proposed troubled properties’ regulations (Sept. 1, 2018 MCER No. 5-17 – Proposed Executive Regulation – Troubled Properties) following the Planning, Housing, and Economic Development (PHED) Committee’s Feb. 11 approval. The Montgomery County Department of Housing and Community Affairs (DHCA) launched a new interactive housing code website and published its first Troubled Property List. The County designed the website to provide information on DHCA’s two-year inspection surge, housing code statistics and violations, as well as resident rights information. DHCA published a FAQ to provide guidance on the new inspection protocol. For additional info, visit the Maryland Government Affairs section of AOBA’s website.

Major transportation bill stalls for now
While AOBA shares the laudable goal of B36-18, Transportation Management – Transportation Demand Management to reduce gridlock and encourage commuting options in the county, AOBA is concerned about and opposes the proposal to apply the extensive transportation demand management (TDM) regulatory framework along with a possible substantial fee to the County’s existing buildings. AOBA does not believe that the framework as currently proposed will substantially advance the County’s transportation goals and it raises a significant number of questions and concerns regarding application to existing buildings. While current law vests the Department of Transportation (DOT) with the authority to apply TDM requirements to existing residential and nonresidential buildings, MCDOT has not exercised this authority to date. Addressing the County’s transportation challenges is critical to the continued success of this County and AOBA members are committed to continuing to partner with the County on identifying solutions that can be implemented by the private and public sector.
Mark Your Calendar for these Signature Programs
Learn more at aoba-metro.org/events

COMMERCIAL AWARDS CELEBRATION ★★★★★
2019 Commercial Awards Celebration: Thursday, June 13
5:30 PM – 8:30 PM | Fairmont Hotel
At June’s OABA Commercial Awards Celebration we recognize excellence in engineering as well as emergency preparedness. See details on Page 5.

AOBA Golf Tournament: Monday, September 16
9:00 AM to 6:00 PM | 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!

2019 AOBA Holiday Party: Thursday, December 5, 2019
Fairmont Hotel
Members look forward to this festive, year-end event which often sells out! The night includes an elegant reception with fantastic cuisine, martinis, open bar cocktails, and time to relax and enjoy. Registration opens in October.

AOBA closes out 2019 legislative session with unexpected $4 million bonus investment in affordable housing
AOBA scored a 100% success rate on its legislative agenda this year before the Virginia General Assembly. This included an aggressive proactive agenda of 14 bills – all signed into law by the Governor – as well as working toward the defeat or amendment of several measures that would have layered additional costs and administrative burdens on AOBA members operating in the Commonwealth. The Governor and the General Assembly provided an unexpected bonus during the April 3 reconvened session, approving the allocation of $4 million toward the Virginia Housing Trust Fund, a long-time priority of AOBA.

Virginia remains the only state in the nation that does not have a dedicated source of revenue for investing in affordable housing. What’s more, Virginia’s Affordable Housing Trust Fund is woefully underfunded at approximately $4 million. As such, the trust fund serves primarily as a revolving loan program to assist developers to overcome gaps in financing of affordable housing projects. The Governor’s proposed budget amendments this year sought to add an additional $15 million, which was reduced to $1.5 million at the end of the General Assembly session. However, the Governor sent down further amendments at the reconvened session, which were upheld by the General Assembly, adding the additional $4 million. This brings the Trust fund up to $9.5 million. While $4 million may seem relatively insignificant, particularly in contrast to the state’s substantial affordable housing needs, the funds may be leveraged as a match to secure other sources of grant funding to help bring affordable housing projects to fruition. AOBA hopes that the funding represents an initial step and a changing sentiment in Richmond, acknowledging affordable housing as a policy priority.

GENERAL ASSEMBLY’S INTERIM AGENDA FOCUSES ON NEW DEVELOPMENT, ELECTRIC VEHICLE CHARGING, REAL ESTATE TAX APPEALS
With the Virginia General Assembly adjourned for 2019, AOBA has already begun working toward 2020. During the legislative interim, the General Assembly’s various appointed Commissions study issues and make recommendations for legislation to be considered the following year. This year, AOBA will be heavily engaged on behalf of its members before the Virginia Housing Commission and Small Business Commission.

Among the bills sent to the Commission for further study this year were S.B. 208 and S.B. 944, legislation that would expand the authority of local governments to assess impact fees on new residential developments to offset the impacts of new developments on local facilities and infrastructure. The Housing Commission will serve as the forum for this discussion approaching the 2020 General Assembly session.

The Commission will also evaluate H.B. 1670 and S.B. 1192, which would expand beyond Northern Virginia the list of localities that may adopt an affordable dwelling unit program.

Finally, Senator Scott Surovell (D-Mount Vernon) has requested that the Housing Commission evaluate a proposal to mandate that new multifamily residential construction include electric vehicle charging (EVC) equipment in parking lots, or be built as EVC-ready with conduit to support the installation of such equipment. AOBA will have a seat at the table for these discussions as a member of the Housing Commission’s Neighborhood Transitions & Residential Land Use Work Group and represent member’s interests.

In addition to working with the Housing Commission this year, AOBA will be engaged with the Virginia Small Business Commission.

Note: This content, plus more detail, appeared in the April At Issue – VA edition.
Augmented reality is the blending of interactive digital elements – like dazzling visual overlays, buzzy haptic feedback, or other sensory projections – into our real-world environments. No longer a “concept” for just the gaming industry, Augmented Reality (AR) is being applied to real estate leasing, planning and development, building signage and advertisement, and retail operations.

When virtual technology is added to real-world experiences, AR potential applications in real estate are vast. With these valuable opportunities come legal challenges. How will intellectual property and privacy and security issues be addressed in your leases?

Today’s office and multi-family managers must plan for AR integration into their company and tenants’ businesses.

**About the Speaker:**
Karen Whitt is President of Investor Services and Real Estate Management Services for Colliers International in the U.S. She oversees property management assignments and leads business development activities to develop complete real estate solutions that address her clients’ business needs, in addition to the Investor Services platform. She connects retail, industrial, office, multifamily, brokerage, investment sales, and property management groups in ways that create memorable experiences.

**Engineer and Emergency Preparedness Awards to Be Presented June 13**

AOBA presents our Commercial Awards Celebration June 13 at the Fairmont Hotel, Georgetown. Please join us at this lively awards dinner as we celebrate talented commercial building engineers and outstanding emergency preparedness programs. Nominations have been received from the following companies: Blake Real Estate, Brookfield Properties, Columbia Property Trust, JBG SMITH, Monday Properties, Stream Realty Partners L.P., and Transwestern.

**ENGINEER OF THE YEAR**
The 2019 Engineer of the Year awards recognize outstanding work by individuals who are critical to the successful operation of commercial office buildings. There are three categories: Chief/Lead Engineer; Building Engineer; and Maintenance Tech or Maintenance Mechanic. Nominees must work for current AOBA-member firms.

**K.E.E.P. AWARDS**
The 2019 Knowledge and Excellence in Emergency Preparedness (K.E.E.P.) Awards, developed by AOBA’s Emergency Preparedness Committee and launched in 2016, have been expanded to three unique award categories: Overall; Innovation in Preparedness; and Outreach and Education. This awards program is designed to encourage AOBA-member office building property management teams to have effective emergency preparedness plans in place, and to recognize knowledge and excellence in this critical arena. The deadline for submission was March 22.

The Overall Award covers work in communications; education and training; building systems; community engagement; and additional preparedness programs that a building may undertake. The Innovation in Preparedness Award identifies ways teams have differentiated themselves in their emergency preparedness programs. Contestants describe the impacts of and reactions to their programs, as well as ways they may have modeled their innovative approach for others to expand its impact. For the Outreach and Education Award, nominees share information about their engagement in a building’s neighborhood on emergency preparedness issues, and list life safety and security-related programs that their staff have hosted or attended that year.

**TOBY AWARDS TAKE A YEAR OFF**
The TOBY Awards, usually presented at the same event to The Outstanding Building of the Year, will be on a hiatus this year. We take this opportunity to remind members that as they plan their budgets for 2020 to include TOBY nomination-related improvements and entry fees. Look for an upcoming survey designed to strengthen the revived TOBY Awards in 2020. In the meantime we encourage potential entrants to include in your budgets the building improvements that will garner TOBY attention.

**CELEBRATION DETAILS**
The June 13 Commercial Awards Celebration at the Fairmont Hotel, Georgetown will launch with a 5:30 cocktail reception, followed by the dinner and ceremonies from 6:30-8:30. Please contact Annabel Bendz, ABendz@aoba-metro.org, for information on the program. While the deadlines for this year’s submissions have passed, attending the dinner is an opportunity to learn more about winning efforts and gain inspiration for 2020 submissions.

**SPEAKER SERIES: Augmented Reality Technologies in Real Estate, May 29**

Augmented reality is the blending of interactive digital elements – like dazzling visual overlays, buzzy haptic feedback, or other sensory projections – into our real-world environments. No longer a “concept” for just the gaming industry, Augmented Reality (AR) is being applied to real estate leasing, planning and development, building signage and advertisement, and retail operations.

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**Augmented Reality Technologies in Real Estate – May 29 Program Schedule**

- 2:30 PM - 3:00 PM: Registration
- 3:00 PM - 3:50 PM: Program AAAS Building 1200 New York Avenue, NW
- 4:00 PM - 5:30 PM: Networking Reception at Capitol City Brewing Company – located across the street at 1100 New York Ave, NW
MEMBER FEATURE: Gerry Phillips, Business Development Executive, BrightView Landscapes, Inc.

Jerry Phillips (center) received the Charles E. Castle, Jr. Memorial Award from Chuck and Dan Castle during Challenge Day at the Duckworth School. Photo by Jeanne Clarke.

What led you to your position with BrightView?
I’ve been with the company for 10 years, and in the industry for about 22 years. I work with clients usually on a larger scale to find solutions for their maintenance needs and to improve the curb appeal and beauty of their properties. We are a national company; I work for the mid-Atlantic region with clients wherever they are located. I coordinate for our clients between different branches. We have good teams. Our clients range in size, some are multiple properties, commercial real estate investment trusts, apartments, and association management companies. Also with universities, business parks – any company with a portfolio of properties in the region. We cover Maryland and northern Virginia, and can go beyond if they have properties elsewhere. I’ve always enjoyed working in the landscape industry. I don’t work in the field much any more, but it still is my passion. Many weekends I’m doing landscaping for myself and my family and it’s something I still enjoy.

How did you come to have your notable enthusiasm for community service and giving back?
Growing up my family was very interested in helping out. I’ve found that it’s a really nice way for people to feel fulfilled, to bond, and to provide help for other people. I have been fortunate in my life and enjoy giving back. It’s neat to see how many people will volunteer and how generously and to see the results of what you’ve done. I enjoy doing the community service projects because it’s a chance to both help people and do what I love to do; to encourage the health of their landscape while providing beauty to people who might be less fortunate. I help coordinate projects for another school, for a mission, for parks, shelters. I do a lot of community service. I’m lucky I can do this with the support of my company and the community I work with. I’m blessed because of it for sure.

What is it about the Duckworth School and AOBA’s involvement with it that excites you?
I was introduced to it 10 years ago by a colleague who had done it almost since they started, and I took over our part of the coordination. This isn’t something where we slapped on some paint and put a few flowers in the ground. It gets better every year and that is appreciated by the students and the faculty. The parents get to see the school on Challenge Day and that is when it has to be its best. AOBA figured out that some families needed transportation to the event and got transportation to get them there. I feel a need to be a part of that kind of dedication. The Castle brothers are dedicated and took on responsibility after their father passed. I love working with AOBA – it’s amazing what a group of willing volunteers can do in a short span. I always make the list pretty long and we might not get to everything but people really work hard. They keep coming back. I’m happy to coordinate this, but nothing would be accomplished at this level without AOBA and the volunteers and the generosity of the companies and AOBA members. Brightview itself has been generous in making donations and moving equipment – and so have our vendors.

What if anything would you like to do in addition or differently in the coming years?
Each year we talk, and find things that will be good for the next year. We have good ideas for next year. I have to give Jeanne Clarke and Tony Curtis kudos for bringing ideas for next year. I have to give Jeanne Clarke and Tony Curtis kudos for bringing people and companies together who give it their all – that should not change!

What advice do you have for other AOBA members about ways to connect their business, AOBA, and community efforts?
One recommendation I have given to many companies is, “Look within” for company service they can do. Nothing brings people together more than working on a good cause. The companies associated with AOBA can both do community service with the Association and find other worthy projects to adopt. I would help or share advice with any company. It does not require a lot of money, it is more a matter of time. It’s people working together and sweating together.

VA ADVOCACY Continued from page 4 >>

Commission. AOBA worked with Delegate Mark Keam (D-Vienna) to introduce H.J. 687, initiating a study of options for establishing a tax court in Virginia as an interim level of appeal between local Boards of Equalization and costly Circuit Court appeals. The bill was ultimately referred to the Small Business Commission. Commercial and multifamily residential property owners have long lamented the high cost barrier to seeking justice at the Circuit Court level of appeal as well as the enforcement by Circuit Court judges of the insurmountable “manifest error” standard. The establishment of a tax court would further ensure that a qualified judge with expertise in the valuation of complex revenue-generating property would oversee appeals seeking a reduction in the local assessor’s valuations.
AOBA’s support for these annual volunteer programs have had a substantive impact for the past quarter century at this award-winning Prince George’s County school for children with disabilities. The Association was introduced to the school by the late Charles E. Castle, Jr., whose passion for its work was contagious.

During the Clean Up Day, volunteers placed new flowerbeds at the entrance and exit of the school, as well as by the flagpole; pulled up and replaced sod; added rosebushes and trees; power washed; and placed mulch and bark chips. They also cleaned up the school’s nature trail, and filled an entire dumpster with rubbish. Finally, the crew worked on Veronica’s Garden, named for the late Veronica Narel, who worked for Brookfield and loved the Duckworth School.

**Challenge Day Features Duckworth’s Student Athletes**

Another group of volunteers lent valued support to students competing in the Special Olympics Challenge Day at Duckworth on April 12. As the students competed in events including bowling, field hockey, and shuffleboard, AOBA members made up their cheering sections. About 50 students competed and it was clear that both they and the nearly 100 volunteers looked forward to and enjoyed this annual event.

The largest corporate representation came from SP+, who brought a record 30 team members. Many employees of Blake and Capital Concierge were on hand as well as from other firms. Our volunteers were joined by six Scholars from Prince George’s Community College who are sponsored by AOBA, who incorporated this day’s efforts as part of their community service project. We were also happy to have the participation of many of our Emerging Leaders.

We appreciate the Game Sponsors and the donors of auction baskets. The auction raised $2,950 for the Duckworth School.

**Charles E. Castle Award Goes to Gerry Phillips**

Gerry Phillips of Brightview was saluted with the Charles E. Castle, Jr. Memorial Award during the Challenge Day. Gerry orchestrated this year’s Clean Up Day, and he came to it with a vision for the work described above that the volunteers undertook. He oversaw it all, with support from about a dozen members of his team from Brightview.

Tony Curtis has been part of community outreach committee for 10 years, participating in Duckworth Cleanup all that time. Currently the Committee Chair, he has worked closely with Gerry and says, “Gerry has been there every year, and increasingly he manages the impossible. He is the heart AND the brains of this operation. He has a passion for landscaping, and for helping the school. Jeannie and I completely relied on him. We went straight to him for guidance on the year’s plan. At the school, he mapped it out and had fantastic ideas and implemented them. He brought quite a few coworkers, as he does every year. Gerry always maintains a positive attitude through the event, and that is very helpful. The Award is definitely deserved.”

Jerry said, “I truly can’t express how honored I was to receive this award. It wasn’t expected or needed, but was truly appreciated. Please know, I will never let you or Duckworth down as long as I am able. I have visions that will make people sore and tired for years to come.”
In addition, staff from Bozzuto and Borger scored highly in key games. Bozzuto won the Spirit Award and Gables Residential won the Best T-Shirt Contest. A new addition this year was the lip sync contest. Bozzuto took first and second place in that event.

Many thanks to our generous sponsors and awesome volunteers, and especially to 2019 Maintenance Mania Committee Chair Elisabeth Kirk of TRC Engineering.
Race derby winner Vernon Kent (center) pictured with runner up Jorge Blanco (left) and third place finisher Rachid Chabouni. Picture credit: Photography by Landis.

The team from Bozzuto won the Spirit Award. Picture credit: Photography by Landis.
After six and a half years of outstanding service as AOBA’s Vice President of Government Affairs, Maryland, Ron Wineholt will retire at the end of May. The 2019 Maryland General Assembly Session was especially challenging, but Ron managed to finish strong, defeating an overwhelming number of bills that AOBA opposed and significantly amending others to mitigate concerns.

“We have been the beneficiaries of Ron’s unique experience and talent; he commanded the total respect of legislators, staff and AOBA leaders alike,” stated Peggy Jeffers, AOBA’s Executive Vice President. Nicola Whiteman, Senior Vice President, Government Affairs, pointed to Ron’s organizational, analytical, and communications skills: “Ron’s ability to quickly analyze the ever-increasing number of legislative proposals by the State of Maryland and Prince George’s County and communicate effectively with all stakeholders has made him an especially effective advocate for us.”

Ron has spent his stellar career working in and with government. He came to AOBA in 2012 after serving as lead lobbyist for the Maryland Chamber of Commerce. Previously, Ron worked for the State of Maryland as Director of the State Department of Assessments and Taxation. He has also served as principal staff for the Senate Finance Committee, House Appropriations Committee, and House Ways and Means Committee of the Maryland General Assembly.

Ron resides near Annapolis with his wife, “Cookie.” They plan to enjoy all that that area has to offer, to travel, and to spend more time with their two daughters and their grandchildren.

AOBA Welcomes Erin Michelle Bradley as VP of Government Affairs, Maryland

We are pleased to welcome Erin Bradley as AOBA’s next Vice President of Government Affairs, Maryland. Erin will represent commercial and multi-family members’ interests before Prince George’s County government as well as the State of Maryland.

Erin recently served as VP of Government Affairs for the Maryland Building Industry Association. Prior to that, she was Public Affairs Manager & Community Partnerships Manager for Montgomery County’s Housing Opportunities Commission. Erin holds a Master’s of Public Administration from the University of Georgia with a concentration in local government and policy. She earned her Bachelor of Arts from Wofford College in Spartanburg, S.C.

Apartment Leasing Course Offered at AOBA June 12-14

The National Apartment Leasing Professional class (NALP) will be offered June 12-14, 2019, from 9:00 AM to 5:00 PM at AOBA’s Washington, D.C. headquarters. It can be taken in person or online. The course, presented by YARDI, is recommended for leasing consultants, concierges, and those with hospitality, retail and customer service experience who are seeking to bolster their career in apartment leasing. Earning NALP, an initial industry credential, signals to current and future employers one’s commitment to a career in residential property management.

The class includes such topics as:

- Using technology to generate traffic
- Monitoring and managing your community’s reputation
- Inspecting the leasing center, tour route, model units, and vacant apartments
- Shopping the competition while building relationships with competitors
- Evaluating a prospect’s commitment level and overcoming objections
- Applying fair housing law and communicating rental criteria
- Building relationships with residents and creating a sense of community
- Securing and processing lease renewals

The cost for the entire NALP credential is $599. The courses will be held at AOBA’s offices at 1025 Connecticut Ave. NW, Suite 1005, in Washington, D.C.

For further information and to register, please contact Kim McCrossen, kmccrossen@naahq.org or 703/797-0610. You can also learn more at www.naahq.org/NALP.
CLEAN ENERGY JOBS – Revised Renewable Portfolio Standards (RPS)

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<th>Solar</th>
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<td>2.5%</td>
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PROPOSED LEGISLATION INCREASING RENEWABLE ENERGY PORTFOLIO STANDARD PASSES IN MARYLAND GENERAL ASSEMBLY

On April 8, 2019, the Maryland General Assembly passed the Maryland Clean Energy Jobs Senate Bill 516, which will impact retail electric supply rates in Maryland through an increase in the Renewable Energy Portfolio Standard (RPS). This legislation phases-in annual increases to the RPS requirements from 25% to 50% in 2030. The increases begin to phase-in on October 1, 2019. The legislation also increases the amount of the RPS that needs to be met with Solar Renewable Energy Credits (SRECs). The legislation must be presented to Governor Hogan before becoming law. If the Governor signs the bill (or does not sign it) it takes effect on October 1; whereas if he vetoes the bill, there will be no change to RPS. A veto could be overridden by the General Assembly.

The legislation provides a grandfathering provision that states, “a presently existing obligation or contract right may not be impaired in any way by this Act.”

Maryland customers can expect to see electric supply prices include higher costs after the effective date of the enactment of this legislation. Additionally, in response to the passing of this bill, the market for Maryland SRECs has become volatile.

All electric supply contracts are considered “grandfathered” and not subject to the higher RPS requirements as of September 30, 2019. Supply contracts entered after September 30, 2019 will be subject to the higher RPS requirements. The potential impact of the new higher percentage of SRECs needed to meet compliance in the near term (2020 and 2022) is estimated to be between $1.00-$3.00 per mwh ($0.00100/kwh-$0.00300/kwh) at this time, assuming the SRECs remain priced at $50/SREC.

Additionally, this legislation includes an additional Off Shore Wind Renewable Energy Credit (OREC) obligation going forward that will also push electric supply prices higher. Additional review and analysis of the impact from the ORECs is needed at this time and AOBA will provide updates when completed.

IMPORTANT – NEXT STEPS

- Review your current electric supply contract and determine if extending your competitive supply agreement is the correct decision for your company. By extending your agreement, participants will be able to mitigate the impact from the increased volume of RECs and SRECs needed.
- Contact your current representative to discuss your current supply contract and pricing options.

UTILITY UPDATE: Maryland General Assembly Bills
Following extensive outreach, the AOBA Educational Foundation (aobafoundation.org) had the positive challenge this spring of screening more than 90 candidates for AEF’s 2019 Paid Summer Internship program – geared to help individuals launch careers in building engineering, operations and maintenance. Industry sponsors interviewed pre-qualified area residents who have some relevant on-the-job training (including customer service), took related educational courses, or completed an employment services program that offered exposure to building trades.

**Looking for staff for your engineering/maintenance team?**
The Foundation has access to more job seekers than available internship positions. For referral details, please contact AEF Workforce Development Manager Shara Kurcz at shara@aobafoundation.org. Interested in supporting the Foundation’s workforce development mission? Contact Interim Executive Director Marc Fischer, marc@aobafoundation.org.

**Sincere thanks to the following 2019 intern sponsors** who are helping build our region’s talent pipeline during the upcoming 12-week internship, which runs June 3 through August 23:
- Akridge
- Blake Real Estate *(will host 2 interns)*
- Borger Management
- Boston Properties
- COPT *(will host 3 interns)*
- JLL
- Lincoln Property Company
- Monday Properties *(will host 2 interns)*
- MRP Real Estate Services Group *(will host 4 interns)*
- Quality Air Services, LLC
- Stonebridge Management
- Stream Realty Partners
- Tishman Speyer Properties
- Van Metre Companies
- William C. Smith + Co.