GDAA
GREATER DAYTON APARTMENT ASSOCIATION
"Doing business with a member is just good business"

UPDATE

Vol. XXXII
No. 2
February
2017

Greater Dayton Apartment Association

Small Change
= Big Results!

See page 2

Reignite the PASSION in Your Property Management TEAM

THE PASSION WORKSHOP

Mastering a Winning Attitude

Presented by:
Toni Blake
National Speaker & Author

$55 INCLUDES GENERAL MEETING
1:30PM-3:45PM

Wednesday, February 22nd, 2017

THE *Butterfly* EFFECT

Wednesday, 2/22/17

General Meeting Keynote

GDAA
GREATER DAYTON APARTMENT ASSOCIATION
"Doing business with a member is just good business"

$25 ($27 if billed)

4:00p.m.-5:30p.m.

Held at the GDAA Event Center

3155 Elbee Rd
Ste 300,
Dayton, OH 45439

CALL 937-293-1170
Email info@gdaa.org

Small change = BIG RESULT

The NEW News

New Administration—New Leaders—New Ways to Get Your Voice Known

Everything is new in Washington and it all trickles down to you. This is YOUR time to let your reps know how policies and laws affect YOU and YOUR industry.

Ever heard of "six degrees of separation"? Play the Kevin Bacon game—link any actor to Kevin Bacon through no more that six connections, where two actors are connected if they have appeared in a movie or commercial together. It means any two people on Earth are six or fewer acquaintance links apart. Example: The Lone Ranger was the Green Hornet's great-uncle; the Green Hornet and O. J. Simpson both hung out with people named Kato; Simpson and Robert Wagner co-starred in *The Towering Inferno*; Wagner and Bacon co-starred in *Wild Things*.

With this concept in mind the National Apartment Association has begun Advocacy365. Because somehow, someway YOU are connected with an elected official either locally, statewide or national. With your connection you can serve as an Apartment Ambassador for YOUR industry—365 days a year. Hence—Advocacy 365. Somehow, someway you know a local, state or national legislator—through a relative or your work or school or church. You may even know somebody who knows somebody who knows one of these decision makers. Very simply, these are the connections we need to know about. Whether you already have a relationship with current elected officials or would like to develop a relationship with our legislators, Advocacy365 will provide the support needed to cultivate the relationship and empower you and your apartment industry. You can get involved at whatever level you feel comfortable, here's how.

- Meet with elected officials
- Participate via Action Alerts for state and federal legislation
- Engage in social media advocacy efforts
- Attend local events with your elected officials
- Host elected officials to your apartment community or place of business
- Through Action Alerts write your Congress and State Legislators
- Provide testimonials

You have the power to make the difference. Click here to join Advocacy365 and let your voice be heard!

MEMBERSHIP ANNOUNCEMENTS

Welcome New Members!

New members are approved by the Membership Committee and the Board of Directors.
If you should have any questions or comments about sponsoring new companies,
please contact the GDAA office at (937) 293-1170 or info@gdaa.org

McGhee Electric, LLC

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Our Vision
An engaged society seeking positive change in the way we manage and consume energy resources.

Our Mission
To serve our customers by bringing transparency, simplicity, and ease to energy pricing, products, and services through the competitive marketplace.

Our Beliefs
We are driven by a set of core beliefs that shape our behavior and guide our efforts:

- We believe in an energy-independent United States, powered by domestically-produced, environmentally-responsible resources.
- We believe in the value of developing alternative sources and uses of energy.
- We believe in free markets, where competition, transparency and accountability drive innovation and efficiency.
- We believe in the individual consumer who will play a vital role in shaping the future of energy.

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- More than 35,000 jobs completed
- If you're not happy, we're not done

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Call 937-293-1170 to be a Star Associate!

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ROLLING OUT CASH TO YOU!!

LIMITLESS - $200 and up $$$$$$$

Start collecting TODAY!

Sponsor a new GDAA Member!

Recieve HALF of their 2017 dues !

1. A GDAA dropped member will not be considered a NEW member until 12 months have passed.
2. If a member apartment community changes management companies or an owner/property management company adds units these will not

Just follow these Guidelines

Visit GDAA Online Café Blog Spot for some Coffee Talk!

Share your articles, stories, ideas and experiences with other members at gdaa.org/gdaacafe

It's completely free for ALL GDAA Members.

If you would like to contribute, please email your post to jdecamp@gdaa.org

GDAA.ORG News:

GDAA Forum: Go straight to the source! Speak in a relaxed atmosphere with other GDAA Members. *Coming Soon!*

Updated Event Registration Form now makes it EASIER than ever to register for general meetings, seminars, workshops, and other GDAA educational events! It's free and does not require payment up front. To register for an event, visit gdaa.org/event-registration.

If you have a request or a concern about the GDAA Website, please contact us!

Call 937-293-1170 | Email Info@GDAA.org | Visit GDAA.org

SAVE THE DATE

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SPOTLIGHT ON SUCCESS

Friday-December 8th 2017

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2017 Fair Housing Update #2 – Nuisance Ordinances and the Fair Housing Act.

September 14, 2016, the U.S. Department of Housing and Urban Development issued Fair Housing Act guidance on local 'nuisance ordinances' that may lead to housing discrimination against survivors of domestic violence and other persons in need of emergency services.

HUD's *Guidance on Application of Fair Housing Act Standards to the Enforcement of Local Nuisance and Crime-Free Housing Ordinances Against Victims of Domestic Violence, Other Crime Victims, and Others Who Require Police or Emergency Services* is intended to inform state and local governments, **as well as private and public housing providers,** as to how HUD will assess nuisance or crime-free housing ordinances, policies, or practices alleged to be discriminatory under the Fair Housing Act. These local ordinances may be used to evict domestic violence survivors and others who seek police or emergency assistance.

"HUD makes it clear that no one should have to choose between calling 9-1-1 and being evicted," said HUD Secretary Julián Castro. "A home should be a sanctuary where everyone can live without the threat of violence or harassment. The actions we take today will work together to protect the housing rights of victims of harassment and survivors of domestic violence."

The Nuisance Ordinance Guidance addresses ordinances that penalize residents for a small number of 911 calls to police, even when a person is in need of protection from domestic violence or another crime. Nuisance ordinances often require or allow landlords to evict residents in such circumstances, thereby discouraging victims from reporting domestic abuse or other crimes and obtaining the emergency police and medical assistance they need.

HUD investigated and resolved a complaint brought by a woman living in Norristown, Pennsylvania, who had been subjected to domestic violence by her ex-boyfriend. Police warned her that if she made one more 911 call, she and her young daughter would be evicted from their home. The Norristown ordinance operated under a "three strike" policy, allowing no more than two calls to 911 for help. As a result, the woman was too afraid to call the police when her ex-boyfriend returned to her home and stabbed her. A neighbor called the police. A few days after the woman's release from the hospital, she was served with eviction papers pursuant to the local nuisance ordinance. As a part of the settlement, the city repealed the ordinance. These types of ordinances violate the Fair Housing Act when they have an unjustified discriminatory effect or are enacted or enforced to intentionally discriminate because of a protected characteristic.

The information in this article was collected by John Zimmerman, VP Miami Valley Fair Housing Center from resources from HUD. To view the rule go to http://www.mvfairhousing.com/HUDPolicies.php.

NO FLUFF VALENTINE'S DAY MARKETING IDEAS FOR YOUR APARTMENT COMMUNITY

This time of year, doesn't it just feel as though everything is flying straight at us at warp speed? With so many things that need to get done, it's hard not to feel rushed. You're probably already wishing for Valentine's Day decorating and marketing ideas for your apartment community; so here's a Valentine's Day gift to you and your team … a few smart marketing ideas that are more than fluff, because residents won't truly care about your community until they know how much you care about them! These marketing ideas for **Valentine's Day** will help you grow traffic, show residents how much you care, and cultivate resident love and renewals!

Hold a "14 Days of Valentines Apartment Community" contest with great giveaways! Every day from February 1-14, hold a contest or drawing to give away inexpensive but desirable products, services and other giveaways like water bottles, travel mugs, t-shirts, etc. gathered from local merchants. Award the Grand Prize for the February 14th drawing, like a gift basket filled with one of each of the items given away previously or some other special "big ticket" reward.

Don't forget the community singles! Obviously, not everyone has a significant other; and the singles in your community may be sick of all the talk of love and romance. Cater to them by way of a romance-free event or go the other direction and hold singles hour mixers. Include a few love-cynical quotes on your social media channels, or celebrate "Call in Single Day."

Use Blogs, Instagram, Facebook and Twitter to send 28 messages of affection to the residents of your apartment community. Post blog and other social media post out there that convey some measure of your affection for residents, like a service promise or another care-oriented message. Create a special Valentine's Day email to send to your prospects and residents on February 14th, and you'll have said "I love you" to your residents in 30 different ways!

Take time for introspection and show some love to your team. Study after study (not to mention plain, old common sense) tells us that engaged employees—those who see themselves as aligned and connected with the brand and culture of the business where they work—are happier, more likely to deliver exceptional service, and more likely to proactively resolve residents' problems (or even go out of their way to prevent them). Your residents are much more likely to feel "loved" when the entire team does, too! Throughout the month of February, send Valentine notes of appreciation to your team members, calling special attention to personal traits and talents that you appreciate most. Post resident raves on social media channels and on team members' Facebook pages for all their friends and family members to see and read. Hold a Valentine's Day luncheon or send chocolates or flowers to them at home.

Use Cupid in the community and neighborhood. Use a Cupid to *work in your community!* Solicit a volunteer to dress as Cupid and stand inside and outside of the community, distributing business cards with a candy attached, branded pens or promotional items, etc. Hold a Cupid-hosted Valentine's Day open house, and offer extended office hours for VIP/ renewing residents.

Create, Collect and Send Valentines to people who need and deserve them. Collect or create Valentines to be given to soldiers, seniors, cancer patients, children's hospital patients, and other deserving groups. Ask residents to bring signed Valentines or hold a DIY Valentine craft workshop for kids (of all ages). Feature the project in a press release and in stories on your website, social media, email newsletter and blog.

Create your own Valentine's Day themed set of neighborhood and community coupons. You know how couples often create Valentines Day IOUs for back rubs and date nights? Create your own Valentine's Day IOUs in the form of discounts from local merchants! Distribute them via email and social media or as a special gift the next time they renew their lease!

Live out the spirit of Valentine's Day. Donate a portion (or all) of the proceeds from the sale of a specific product or service to a deserving local charity; or hold a telethon-style event. Don't forget to tell people about the good works that you do by mentioning them on your website, blog, in email newsletters and on social media.

Get closer to your residents and prospects. Conduct a customer service survey. Solicit residents' comments, raves, reviews and other feedback. Use resident- or child-created Valentine arts and crafts to decorate within the community, and feature them in photos on your website, email newsletter, social media and your blog.

Reward your best residents. Offer double referral rewards, or double-up your usual renewal reward for the month of February, even if their lease isn't up for renewal for 60 days. Send a Valentine to your residents by mail.

Looking for Valentine's Day decorating ideas for your community? Jump on Pinterest and become immediately immersed (or, more accurately, addicted). It's an especially great resource holiday craft and decorating ideas, including ideas for how to decorate your office for Valentine's Day

Merely decorating the windows, walls and displays in the office for Valentine's Day is not enough. For residents to believe you care, your efforts must be fully heartfelt and authentic. No one—including residents, vendors or investors—is vested enough to put as much love and effort into the relationship residents have with your community than you and your team. Your investment (the extent to which you go to show residents that you really care about them) will be reflected in their *love* for the community they call home, and their *desire* to renew their lease. The return will never be more than your investment; so invest more love, and get more love in return!

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DERRICK A. STRAHORN
Attorney at Law

Strahorn & Company, LLC engages in the practice of law with an emphasis in the areas of:

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♦ Real Estate
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ALL ATTENDEES ARE FREE!

THURSDAY, MARCH 16th 2017

Test Your Might at the Mania!

- Open Practice
  - 2:30 - 3:30 p.m.
- Competition Events
  - 4:00 - 6:30 p.m.
- Food and Drinks served at 4:00 p.m.

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Held at the GDAA Event Center
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gdaa.org/maintenance-mania

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- ★ Seasons Ceiling Fan Installation
- ★ Motorola Race Car Competition*

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2017 GDAA D-PASS

INCLUDES ..... 4 GDAA GENERAL MEETINGS AND

ANNUAL MEETING —value $125

1 TRADE SHOW ADMISSION—value $15

5 REGULAR SEMINARS OR WORKSHOPS—value $210

2 FAIR HOUSING SEMINARS—value $120

6 WEBINARS—value $60

TOTAL VALUE—$530 **YOUR COST ..... $450** plus

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I ♡ FEBRUARY EDUCATION

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Cancellations made after deadlines will not be honored. No shows will be billed. Non-members MUST pay in advance.

WWEBINAR!

Thursday, 2/9/17 10 - 11am

Creating & Managing Smoke Free Apartments

Joanna Lindberg, Executive Director of GDAA, will be discussing creating and managing smoke free apartments & HUD resident smoking regulations. **10-11am. 1 CEC Awarded. $10.** To register or join, visit gdaa.megameeting.com and use Meeting ID# 561017.

Pitch Perfect Selling

Presented by Kelly McGarry, Youngmann & Associates

Wednesday, 2/15/17

$42

How to Hit All of the Right Notes When Selling to Different Types of Customers

9am—11am. 2 CECs Awarded. Held at GDAA Event Center.

Reignite the PASSION in Your Property Management TEAM

Passion to Motivate Your TEAM
Passion for Your Marketing Plan
Passion for Fundamentals
Passion for Residents Relations
Passion for Customer Service
Passion for Reputation Online
Passion for Marketing Technology
Passion to Compete with NEW Apartments

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February 22, 2017
1:30pm - 3:45pm

Register Today
This is a TOTAL Team event designed for Managers, Leasing and Maintenance.

GDAA Event Center located at 3155 Elbee Rd, Ste 300, Dayton, Ohio 45439. Call 937.293.1170 to register by phone or email info@gdaa.org.

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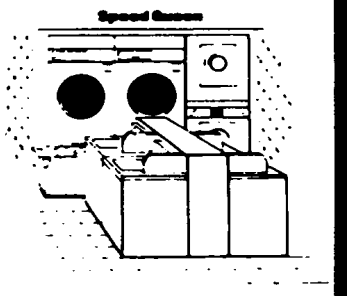

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UNDER THE BIG TOP

2017 TRADE SHOW

APRIL 26TH

4:30 - 7:30 P.M.

All Sponsorship Benefits Include:

- Listed in Attendee Sponsor Directory
- Sponsor Ribbons for your booth exhibitors
- Recognition in GDAA Update newsletter and on GDAA website with linking logo.

Ring Master Sponsor $2000—*CERTA PRO PAINTERS*

- Human directional signage
- Front Entrance Banners (2)
- Entry Door Window Signs (2)
- Show entry poster
- Four sided sign in center of show
- Name/Logo on attendee name badges
- GDAA email member's invitation to your booth
- 10 free admission tickets for your customers

TO RESERVE YOUR SPONSORSHIP CALL (937) 293-1170 OR E-MAIL INFO@GDAA.ORG

Flying Trapeze Sponsor - $1250 - 1 Available Includes:
- Banner on Registration Table
- Exhibit area poster sign

Tiger Tamer Top Bar Sponsor $675 - 1 Taken by Feazel, Inc. 1 Available includes:
- Wall Banner in Bar

Sword Swallower Sidebar Sponsor $250 - 1 Taken by Sherwin Williams Paint 3 Available Includes:
- Signs in front bar area

Fire Eater Food Sponsor $250 - Taken by HD Supply & Harrison's Pro Tree 2 Available Includes:
- Signs on food table

Juggler Door Sponsor $150 - I Taken by CORT 3 Available Includes:
- Sign on bathroom door

Clowning Around Bathroom Sponsor $75 - 8+ Available Includes:
- Sign on bathroom stall doors

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UNDER THE BIG TOP

ONLY 11 BOOTHS LEFT!!!

36th ANNUAL TRADE SHOW REGISTRATION
APRIL 26, 2017
Presidential Banquet Center Kettering 45420
4:30—7:30 p.m.

Deadline for pre-registration was 1/16/17
Registrations accepted on a first come-first serve basis!
Total booth cost must accompany this Registration

All booths -$650 inclusive!

Included will be: 10' X 8' booth, 8 foot backdrop, 3 foot side rails, 8 foot draped table & electric (if needed), chairs and unlimited exhibitor representatives in booth!

For booth choice - please refer to layout on next page →

I would like to reserve the following booth(s)_____

THESE ARE MY BOOTH(S) PREFERENCES:

1st Choice_____2nd Choice_____3rd Choice_____4th Choice_____

REMEMBER—ALL REMAINING BOOTHS ARE RESERVED ON A FIRST COME- FIRST SERVED BASIS!

Total booth cost must accompany this contract

THIS CONTRACT IS IN THE NAME OF: (PLEASE NOTE RULES & REGULATIONS ON OTHER SIDE)

Company_____YOUR NAME _____

Address_____City, State, Zip_____

Phone ( )_____ e-mail:_____

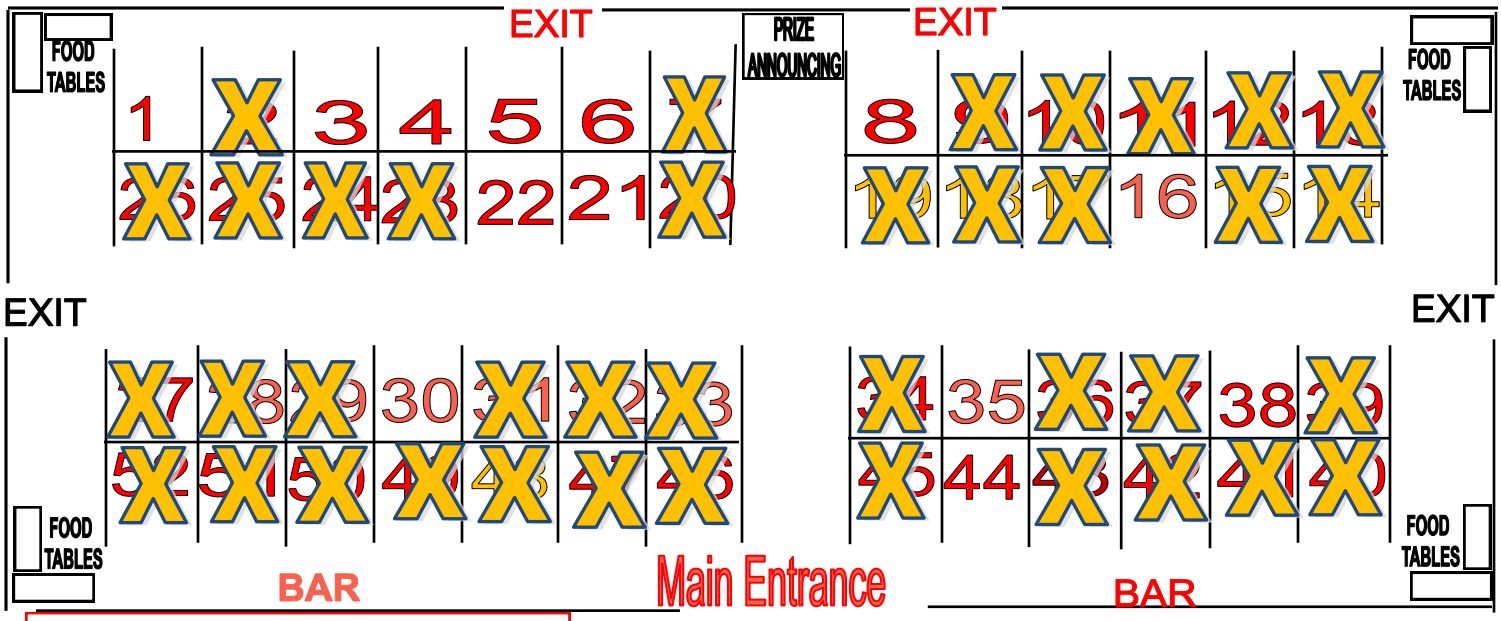
Authorized Signature_____Title_____Date_____

Please return with payment to: Greater Dayton Apartment Association; 3155 Elbee Rd. Suite 300; Dayton, OH 45439; (937) 293-1170 fax (937) 293-1180 or e-mail info@gdaa.org

PAYMENT METHOD [ ] Check Enclosed [ ] Visa [ ] MasterCard [ ] Discover [ ] American Express

Payment Amount _____ Card#_____Expiration date _____

Security Code _____Card Billing Street Address_____zip code_____



RULES AND REGULATIONS

Exhibit Date: April 26, 2017

Exhibitor Terms:
Total booth cost must accompany this contract. Cancellation of space or failure to occupy booth not subject to refunds. No part of any payment will be refunded or applied to any future contract. If company does not choose to exhibit for any reason, the space will revert to GDAA. Booths will display only merchandise regularly sold by them. No space may be shared or sublet. Exhibits must remain intact until the closing of the show.
Booth Location: GDAA will make every effort to honor requests, but reserves the right to make adjustments in the published floor plans.

SHOW CANCELLATION AND DISCLAIMER:
In the event of cancellation of the Trade Show due to fire, strikes, act of God, government regulation or any other causes beyond control, the management shall determine an equitable basis for refund of such portion of entrance and booth fee as is possible after consideration of expenditures and commitments already made.
Disclaimer: The Greater Dayton Apartment Association, its officers, agents and employees expressly disclaim any and all liability sustained by an exhibitor, or any person, caused by fire, theft, water or accidents, either intentionally or negligently caused by the conduct of any party. Exhibitor agrees to fully indemnify and hold forever harmless the GDAA, its officers, agents and employees for any loss, damage or injury sustained by an exhibitor or any person caused by fire, theft, water, or accidents, resulting from the conduct of the signed exhibitor, his agents or employees.

1.
2. The Lake Doctors
3.
4.
5.
6.
7. Mr. Roof
8.
9. Jetz Service Co
10. Feazel, Inc.
11. Extermital
12. Aquatic Pond Plus
13. Pinnacle Paving & Sealing
14. A-1 Sprinkler
15. Dayton Windustrial
16.
17. Harrison's Pro Tree Service
18. Scherzinger Pest Control
19. AQUA DOC
20. HD Supply
21. Precision Concrete Cutting
22.
23. SIBCO Building Products
24. Rent Manager
25. AmRent
26. National Credit Services
27. Cincinnati Coin Laundry
28. Roto-Rooter
29. Roto-Rooter
30.
31. Ferguson Enterprises
32. A.E. Fickert
33. Sholiton Industries
34. CORT
35.
36. Appliance Warehouse of America
37. Maintenance Supply Warehouse
38.
39. Great Lakes Laundry
40. IGS Energy
41. Sherwin Williams-Flooring
42. Sherwin Williams - Paint
43. Coming Clean
44. MB Link
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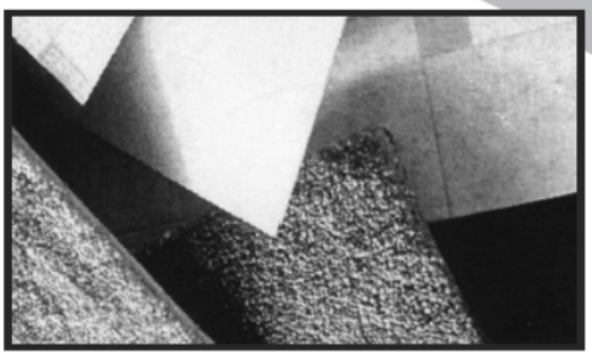

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GDAA JANUARY 2017 GENERAL MEETING

Our featured Speaker Dave Lockard

Dave Lockard swears in the 2017 Board of Directors l to r:
Olivia Garrett, Paula Grodner, Oksana Lukjanenko, Michael Randall, Chris LaFountain, Denise Harrison, Bryan Woods and Tammy Markman.
Not pictured: Joe Gitzinger, Steve Milano, Chris Pelfrey & Sham Reddy

The officers are sworn in. l to r: Tina Warner, Treasurer; Victor Schneider, Vice President: Karla Knox-Gordon, Secretary and Chris Melvin, President.

Karen Brunner received an award of Appreciation for serving on the Board of Directors for 10 years.

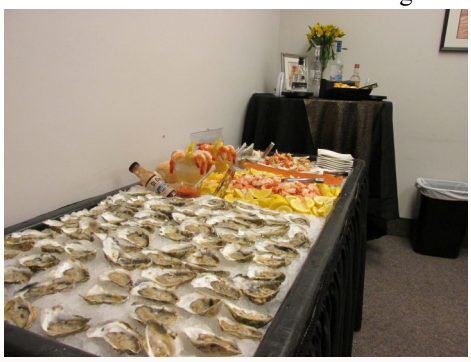
Michael Randall received the Volunteer of the Year Award for 2016

New member Corben Sherlock- ICS Energy

New member Mark Brewer - Habegger Corporation

New member Mark Frye- Parliament House LLC

President's Club Members Denise Harrison & Chris LaFountain enjoying the new President's Club Lounge.



Helpful Property Maintenance Tips

By Mary Girsh-Brock

Consider this scenario: One of your best residents comes into the office frantic. Her ceiling is leaking and has damaged her expensive stereo system. Your maintenance person writes up the requisition, but somehow it gets lost on her fairly unorganized desk. Meanwhile, several other residents have called in with problems that she is jotting down on pieces of paper. A few of those jobs actually get done; the majority are left on her desk. Of course eventually everything does get taken care of, but come renewal time, the majority of those residents whose problems didn't get fixed for days are gone…and they're not holding back when telling you why.

Of all of the reasons why residents leave, (other than relocating in another area or buying a house) inadequate maintenance is right at the top. There aren't many people that would put up with a ceiling leaking for days, or a toilet that won't work, or a faucet that constantly drips. Realistic or not, residents believe that their problem is the most important, and by not having the problem taken care of in a reasonable amount of time, the message that you're conveying is that they are not important. And residents who do not feel important, leave.

So how do you go about organizing your maintenance department so that repairs and other requests don't get buried on someone's desk?

•Hire a maintenance supervisor. While larger properties generally have a maintenance supervisor, it's an important enough position for even smaller properties to consider.

•Switch to an Internet driven maintenance solution. While this may not be practical for all properties, at least consider upgrading your software to include maintenance management.

•Have a computer driven work schedule/dispatch board. All maintenance calls and requests are automatically entered at the time they are received and assigned a level of importance as well as a time. Maintenance orders can then be sent electronically to maintenance personnel, who can update the work order when complete.

•Provide residents with a time and date that they can expert the work to be done. This should be done within an hour of their initial request. Residents should never have to call the office more than once to request maintenance, no matter how 'unimportant' the work is.

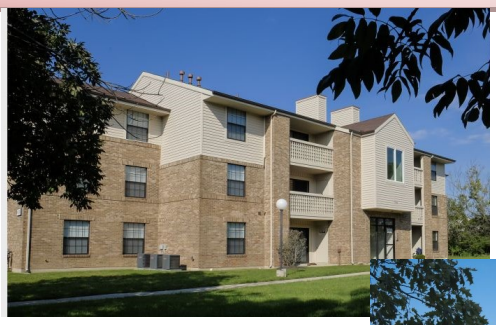
•Make sure that you have adequate resources on hand to deal with the true emergencies. A leaking roof may not be able to be repaired immediately, but moving your resident to a vacant unit until the roof can be repaired will demonstrate that their problem is your problem, and you're actively working on a solution.

•Follow up with residents after any work is done to get feedback and see if there is anything you can improve.

Maintenance is an important part of managing any kind of property, and a quick response and solid maintenance skills will keep your apartment community running smoothly and your residents happy.

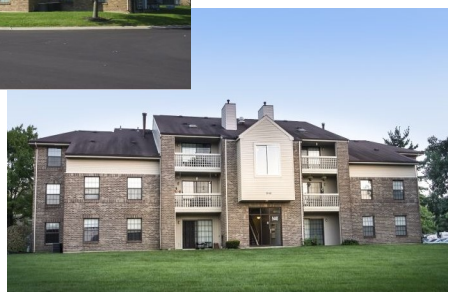
APARTMENT COMMUNITY OF THE MONTH

This month's Apartment Community of the month is **The Conifers** and is located at 2555 Lonesome Pine Drive in Miamisburg.



The Conifers are managed by Oberer Management Services. They are a 30 year old community and have been a GDAA member for the last 20 years.

They have a combination of one, two and three bedroom market rate and tax credit apartment homes which total 168.



Their amenities include a beautiful clubhouse, swimming pool, playground, resident lounge , on site laundry and tennis courts.

TEAM CONIFERS: *Left to Right*
Chuck Banks at property since 2009—Community Mgr.
Phil Rue at property since 2010—Maintenance Tech
John Fry at property since 2016—Maintenance Tech
Sara Couch at property since 2014—Leasing Professional
Paul Ogayonne at property since 2012—Asst. Manager

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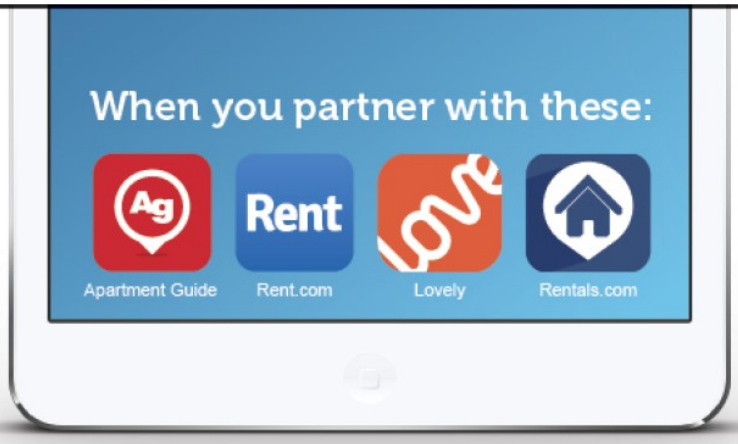

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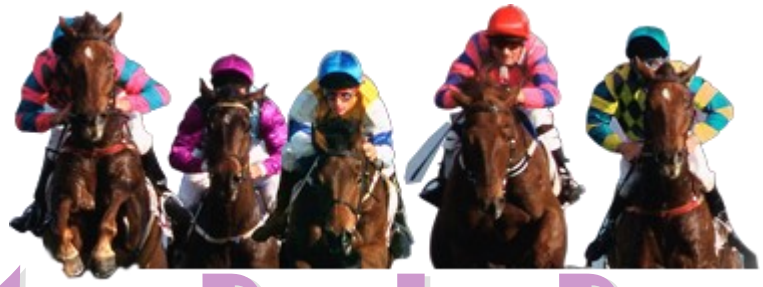

2017 Dayton Derby Day

May 12th at the Arbor Hall

2150 Arbor Blvd

If you become a 2017 GDAA Rent Foundation Pay It Forward Partner, your $100 a month tax deductible donation means you'll be a sustaining sponsor of:

The Greater Dayton Derby—May 12th

Chili for Charity Golf Outing—October 13th

Spotlight on Success Silent Auction—December 8th

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The Lake Doctors, Inc.
Aquatic Management Services

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72 Westpark Rd
Centerville, OH 45459
1-866-744-5253 (LAKE)
937-433-2942
lakes@lakedoctors.com
www.lakedoctors.com

Welcome to the Lake Doctors

The Lake Doctors is a 37-year-old company devoted to the care and service of lakes and ponds. Some of the services include Aquatic Weed Control and Algae Control, Fountain and Aerator Sales & Service, Fish Stocking, Aquascaping and Wetland Services, Water Clarification, Lake Mapping, and Consulting Services. The Lake Doctors has developed into one of the largest water management companies in the US with 10 service locations. Our major water management customers include Homeowners Associations, Golf Course Communities, Commercial Properties and Business Parks, Condominium Associations, Apartment Communities, Mobile Home Communities, Local and City Government, and private Lake and Pond Owners.

The Lake Doctors, Inc. is headquartered in Winter Springs, Florida and has 7 offices servicing the state of Florida as well as service locations in Ohio and South Carolina. We may be reached at 1-866-774-LAKE (5253) or ohio@lakedoctors.com for the Ohio location.

What We Do:

Aquatic Weed * Control Fountains & Aeration Systems * Terrestrial & Ditch Bank Weeds * Water Clarification * Aquascaping
Fish Stocking * Lake Mapping & Depth Analysis * Plant Identification

It's that time of the year! Fish Stocking time!

Let The Lake Doctors provide fish stocking for your ponds or lakes.

A healthy and diverse fish population is an important part of creating an environmentally balanced lake. The Lake Doctors can analyze your needs and provide an appropriate fish stocking program. We can supply Large Mouth Bass, Bass Grass Carp, Blue Gill, Mosquito Fish, Channel Catfish, Triploid Grass Carp, Frogs and Tadpoles, and many others…just ask!

Large Mouth Bass

Grass Carp

Blue Gill

Mosquito Fish

Channel Catfish

Lakes with certain weed problems may benefit from an "integrated" water management program utilizing a combination of herbicide applications and stocking with the Triploid Grass Carp, a weed-eating fish. At your request, The Lake Doctors can outline a stocking program tailored to your needs and budget. We will discuss recommended species, numbers of fish, governmental requirements, expected results, timing and costs. Availability of most fish is seasonal and variable, so give us a call today to see when we can stock your ponds or lakes!

The Lake Doctors – Corporate Office – 3543 State Rd 419 – Winter Springs, FL 32708 - 1-800-666-5253 (LAKE)

2017 PRESIDENT'S CLUB EXCLUSIVE EVENTS

February 22nd—after Toni Blake's presentation/General Meeting—Celebrate National Margarita Day in the GDAA President's Club Lounge— special drinks and hors d'oeuvres

March 29th— after General Meeting - drinks and hors d'oeuvres in the GDAA President's Club Lounge

April 26th—Trade Show Private Preview (Must have Trade Show Booth) at the Presidential Banquet Center. 3:00 p.m.

June 9th—Wine/Beer Tasting , Cookout includes steak or salmon you grill yourself and a delicious buffet at the Valley Vineyards Winery -Brewery. In Morrow, Ohio. One significant other or friend per attendee included.

August 23rd—Poolside Brunch at The Conifers at 10:00 a.m.

September 27th—after General Meeting — Bourbon Tasting and hors d'oeuvres in the GDAA President's Club Lounge

October 11th—After hours gathering starting at 4 p.m. at Caddy's in Miamisburg. Appetizers and drinks included.

GDAA
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CertaPro Painters

Harrison's Pro Tree Services

Mr. Roof

Pure Property Solutions

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Wilmar

Join the Club!

Benefits Include:

- **Recognition in the Members Directory**
- **Recognition as a Club Member on the website**
- **Name Display on Two Banners in GDAA Offices**
- **Recognition in UPDATE**
- **Recognition on flyers & mailers for all GDAA Members (520 Individuals and companies)**
- **Company announced as Club Member at all General Meetings and October Annual Meeting & Mini Trade Show PLUS recognition during PowerPoint presentation**
- **Recognition in Spotlight On Success Event Program**
- **GDAA Trade Show Private Preview with Apartment District Managers, Owners, Property Managers, Presidents, Vice Presidents and Decision Makers. (Must have a Trade Show Booth to participate)**
- **Exclusive Event Invitations with apartment industry decision makers.**
- **Company name on all beverage cups used at the events held in the GDAA offices (exception: GDAA Holiday Party)**
- **The opportunity to introduce the General Meeting featured speaker or educational instructor at a seminar or workshop**
- **Recognition in the Annual Members Planner as previous year's President's Club Member**

Join now! Call 937-293-1170 or email info@gdaa.org

FEBRUARY

DATE	TIME	EVENT
2	8:00AM—9:00AM	Executive Director Search Committee
	9:00AM—10:00AM	Rent Foundation Trustees Meeting
7	10:00AM—11:00AM	Spotlight on Success Committee Meeting
9	10:00AM—11:00AM	WEBINAR-Smoke Free Apartments
	1:00PM—2:00PM	Executive Director Search Committee Meeting
14	8:30AM—9:30AM	Rent Foundation Committee Meeting
15	9:00AM—11:00AM	Pitch Perfect Selling Seminar
21	9:00AM—10:00AM	Membership Committee Meeting
	10:00AM—11:00AM	Program Committee Meeting
	10:00AM—11:00AM	Dayton Landlord Association
	3:00PM—4:00PM	Legislative Committee Meeting
22	1:30PM—3:45PM	The Passion Workshop
	4:00PM—5:30PM	General Meeting
23	8:00AM—9:00AM	Board of Directors Meeting

MARCH

DATE	TIME	EVENT
2	1:00PM—2:00PM	Executive Director Search Committee Meeting
7	8:30AM—9:00AM	Maintenance Education Council Meeting
	9:15AM—10:00AM	Education Committee Meeting
8	9:00AM—11:00AM	Outreach Market
9	10:00AM—11:00AM	WEBINAR-Fair Housing Disabilities
14	9:00AM—11:00AM	Don't Act Your Age—Marketing to Older Communities
	3:00PM—4:00PM	Legislative Committee Meeting
16	4:00PM—6:30PM	Maintenance Mania Competition
21	9:00AM—10:00AM	Membership Committee Meeting
	9:00AM—11:00AM	Maintenance Time's Task Management
	10:00AM—11:00AM	Program Committee Meeting
22	9:00AM—11:00AM	REAC Property Inspection Training
23	9:00AM—3:00PM	Lease-A-Palooza
	4:00PM—5:00PM	Board of Directors Meeting
28	8:30AM—9:30AM	Rent Foundation Committee Meeting
29	4:00PM—5:30PM	General Meeting

The GDAA 2017 Board of Directors

Officers

Chris Melvin	President
Tina Warner	Vice President
Karla Knox-Gordon	Secretary
Victor Schneider	Treasurer
Joanna Lindberg	Executive Director
Susanna Feltner	Assistant Executive Director
Jessica DeCamp	Administrative Assistant

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Paula Grodner
Denise Harrison
Chris LaFountain
Oksana Lukjanenko
Tammy Markman
Olivia Marko—Garrett
Steve Milano
Chris Pelfrey
Michael Randall
Sham Reddy
Bryan Woods

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David Buthker
Hank McElderry
David Dutton
Jan Hartle
Clarence Cox
Lisa Philbrick-Berman
Rusty Lykes
Janet Chiarella
Jim Ritterhoff
Tammy Trace-Tanner
Dave Hanley
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Don Brunner
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Tina Warner
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