



# GFAA Gazette



## **GFAA's Neighbor To Neighbor Drive**

Helping seniors in need during  
COVID-19 in our market .



The GFAA has partnered with the 2nd Harvest Food Bank and has several drives planned for 2021 to support different groups in multiple surrounding counties for those in need.

**We need your help!**

Please collect the following items from 3/1-3/31/2021. We will pick up your donations in the beginning of April. Get your residents, teams and clients involved!

\*new canned or non-perishable foods of any kind (anything that does not need to be refrigerated)

\*new paper products, and cleaning supplies

\*new personal hygiene items

All of these items can be found at any retailer or grocery store for a \$1.00 or less each!!

If you are outside the local area for pick up, you can still donate online, or ship items to us. Ask us how!

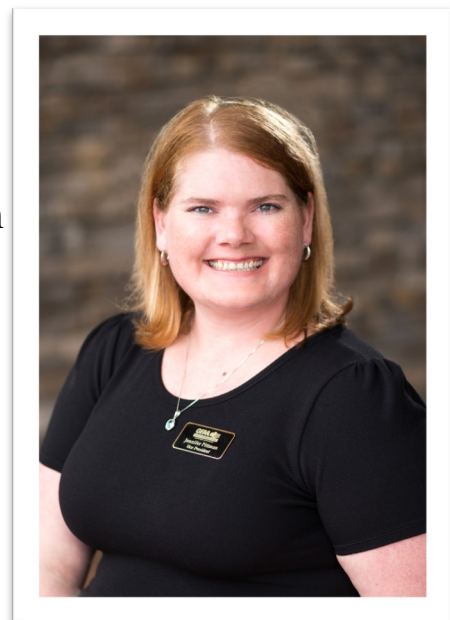
**Questions?  
Ready for pick up?  
Email us at  
[info@mygfaa.org](mailto:info@mygfaa.org)**

# Monthly Memo from the GFAA President

Dear GFAA Members,

The month of love has come and gone and we find ourselves marching into spring! February was a spectacular month with several educational opportunities for our members and the 2nd Annual GFAA Starlight Awards.

We appreciate Mindy McCorkle for kicking off our quarterly “Supplier Survival Series” and helping to grow our Assistant Community Managers and Leasing Consultants for future generations!



Thank you to all our sponsors, suppliers, management companies, IRO’s and apartment members. We could not do this without you! Congratulations are in order to many who won their nomination categories for the GFAA Starlight Awards! We are so proud of you! Congratulations to all the nominees and NAA designees of 2020.

March will kick off our 1st food drive for Second Harvest Food Bank. We want to assist the seniors in our counties with much needed items and non-perishable foods. Lets get your teams involved and show our charity of the year that we make and keep commitments and provide for others.

We look forward to seeing you all sign up for the events that the GFAA is hosting in March!

Sincerely,

Jennifer Pittman, CAPS, CAM  
GFAA 2021 President



# Upcoming Educational Opportunities

## GFAA New Member Orientation - Virtual 3/24/2021 10 am.

Click here to register: <https://www.mygfaa.org/events/virtual-new-member-orientation>

This webinar is FREE to all members that are new to the GFAA, and for any other current member that wants to learn more about:

- Their 3 in 1 membership with the GFAA, AANC and NAA
- How the GFAA benefits your business
- How the GFAA benefits your personal development
- How to use the new Member Compass (portal), and what it includes
- .....and more!



The Membership Committee will be hosting these quarterly. Prospective members are also welcome to attend! Moderators are Brenda Leidholdt, Membership Chair; and Jennifer Scott, Executive Director.

\*\*\*\*\*

## Certified Pool Operator (CPO) With Mark Cukro - Virtual 4/9/2021 9 am - noon.

Did you miss the first CPO class in February? Here is another chance to take CPO!

Whether it is your first time learning how to take care of a pool at your community, or it is time for your renewal (every 5 years), you need to sign up for this North Carolina certification course with Mark Cukro.

We will email the materials needed as soon as we receive your registration! This course is sponsored by Spa and Pool World. Sign up here: [CPO](#)



\*\*\*\*\*

## Why That Swag May Not Be A Good Use Of Money And What To Do About It 2nd in the "Supplier Survival Series" with Mindy McCorkle

This webinar will be held at 10 am on 4/20/2021 - [registration](#) is open!

Some of us spend thousands of dollars on promo items. Many of us think we need to have neat, sought-after promo items to pass around. Sure, it can be a touch point, and most of our swag makes people happy. And there's a brand awareness component to passing out swag. But how do we make sure that swag items we're putting out there are worth the money? Join us for this session and gain insight from your customer's perspective about your promo items, identify the return on investment for your swag, learn contemporary, unique ideas for swag that really matters to your customers!



# Acknowledgements from the Starlight Awards Ceremony

We thank everyone for attending the first virtual Starlight Awards on 2/25/2021!

Congratulations to the following 2020 Designees and Awards Winners of 2020:

## CAPS

- Christina Walker
- Jennifer Pittman

## CAM

- Angela Leonard
- Asja Davis
- Alexis Farrar
- Katy Jansen
- Tina Lopez
- Kayla Chambers
- Amanda Santiago
- Erin Steele
- Kira Torres

**2021 Education Scholarship:**  
Brandon Johnson of West Park for CAMT

**2021 Diversity & Inclusion Scholarship:**  
Santanna McLaughlin from Edward Rose & Sons or CALP

Winner of \$50.00 gift card: Caitlin Chastain

Winner of AirPods: Angela Leonard

Winner of iPad Mini: Taylor Barber

## NALP

- Samantha Barnett
- Kayla Kendall
- Taylor Ritch
- Bryan Santiago

**Community Manager of the Year:** Amanda Santiago, The Legends at Morganton Park

**Assistant Manager of the Year:** Faydra Boynton, The Regency

**Leasing Consultant of the Year:** Meka Garcia, The Legacy at Cross Creek

**Rookie of the Year:** Brandon Washam, Edwards Rose & Sons

**Best Social Media of the Year:** Loeb sack and Brownlee, PLLC

**Maintenance Supervisor of the Year:** Jason Cooper, Waterford

**Maintenance Technician of the Year:** Zachary Zahn, Waterford

**Supplier of the Year:** Jesse Jenkins, Valet Living

**Property of the Year:** Waterford

**Team of the Year:** West End at Fayetteville

**President's Award:** Karen Perkins, Reserve at Carrington Place









# CFC/HVAC Certification (EPA 608) With Mark Cukro

This course is designed to provide associates with the knowledge necessary to pass the Federal EPA 608 exam. It has several sections which include Core, Type I, Type II, Type III, and a universal certification. Associates can pass any or all of the sections. If a passing score is achieved on all 4 sections they will receive a Universal certification. This certification is required by law for anyone that works on HVAC systems. Mark's teaching methods give this class one of the highest success rates.

Who should attend? Managers, Supervisors, Technicians, Aspiring Technicians, or anyone that wants to get certified or learn about working with refrigerant or on A/C systems should attend. If you need to be able to work with freon, or purchase freon, you need this certification!

## Course Schedule:

- 3/10/2021 **Virtual Class** starts at 9 am, lunch break will be given, ends by 5 pm
- 3/11/2021 **In Person Testing** - at The Regency, (505 Regency Drive, Fayetteville, NC 28314) starting at 9 am. Testing takes a few hours, ends at 1 pm

**Register here:** <https://www.mygfaa.org/events/cfchvac-certification-epa-608-with-mark-cukro>

## About the Instructor: Mark Cukro

Mark is a leading resource in the field of service team development and brings to you all of the knowledge, skills, and resources necessary to promote personal and professional development. Through his exceptional leadership and industry-proven effectiveness Mark has become a highly sought after resource to train service departments and assist companies in creating a customized training program or university to achieve their goals. Through Mark's upbeat and unique approach to delivering technical information each student is engaged and encouraged to learn how to work more effectively in the multi-housing and service industry.

Mark was the Director of Service Team Development for Colonial Properties Trust, Inc, a New York Stock Exchange traded company with 148 properties and over 48,000 apartment homes. He has developed 12 technical modules and two leadership modules that are critical for a service department to operate successfully and lower employee turnover.

Mark's certifications include CAPS, CAMT1, CAMTII, EPA Proctor for HVAC/CFC 608 and 609 Certifications. He is also an award winning Certified Pool Operator Instructor for the National Swimming Pool Foundation which issues a five year CPO certification.

He has given hundreds of presentations specific to the multi housing industry and helped thousands of people increase their technical knowledge including management teams at every level. Mark's training results in a better understanding of Maintenance and Service operations which directly increases a company's NOI.



# GFAA 2021 Sponsors

*Full Service*  
EVICTION SERVICE



LOEBSACK  
& BROWNLEE, PLLC

[www.TheEvictionTeam.com](http://www.TheEvictionTeam.com)

Case preparation, filing, and court representation.

CHARLOTTE • RALEIGH • CHARLESTON • GREENVILLE

Serving the Carolinas and Georgia from our offices located at 1850 E 3rd St Ste 245 | Charlotte, NC



designed for you.



Enjoy these exclusive offers from AFR

**30% OFF**  
YOUR MODEL LEASE  
OF 4+ MONTHS\*

**25% OFF**  
YOUR FIRST FURNISHED  
APARTMENT

\*Minimum order of \$400. Cannot be combined with any other offer. Offer Expires 12/31/20.

READY TO RENT?

CALL 888.AFR.RENT | VISIT RENTFURNITURE.COM

# BROWNLEE WHITLOW & PRAET, PLLC



We provide full-service legal and business solutions focusing on Multifamily, Community Associations and Transactional Real Estate.

We Provide the Following Services to Property Managers and Owners:

- Purchase and Sale of Communities
- Lease Preparation and Negotiation
- Policy Review
- Defense of Property Claims
- Eviction Appeals
- Fair Housing Compliance
- Instruction on Legal & Lease Issues
- Fair Housing or any other legal topics.

## CONTACT US

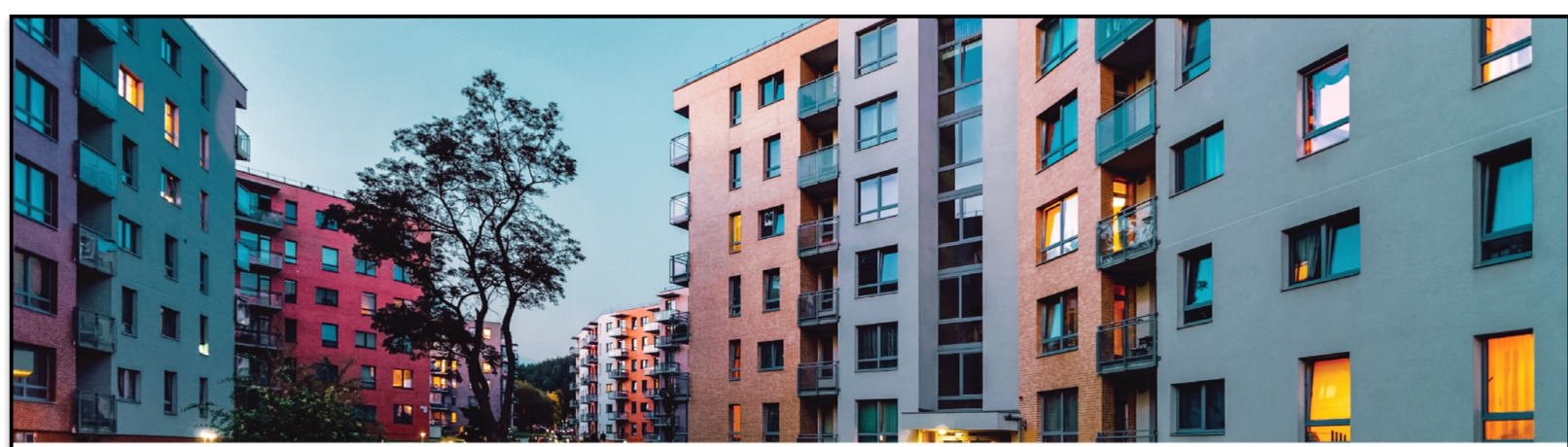
Mailing Address: 1204 Village Market Place, Box # 295, Morrisville, NC 27560

info@bwpf-law.com  
www.bwpf-law.com

Follow us: brownleewhitlowpraet







## RESTORATION SERVICES

When your property is damaged, emergency response time is vital. Minutes can make the difference between recovery and total loss. BluSky's trained specialists are positioned to respond to your needs at any time, day or night, within minutes.



### WATER AND FIRE RESPONSE:

- ✓ Immediate Response
- ✓ Temporary Power and Security
- ✓ Total Reconstruction



### COMMERCIAL ROOFING:

- ✓ Competitive Market Pricing
- ✓ Partnership With Leading Manufacturers
- ✓ Certified Installers



### ENVIRONMENTAL REMEDIATION:

- ✓ Lead, Mold and Asbestos Mitigation
- ✓ 24-Hour Air Quality Monitoring
- ✓ Total Reconstruction

Brenda Leidholdt, Business Development Manager  
 cell: 910.824.5129 email: [Brenda.leidholdt@goblusky.com](mailto:Brenda.leidholdt@goblusky.com)



24/7/365 Emergency Dispatch: 800.266.5677 | [GoBluSky.com](http://GoBluSky.com)



## NOT A CREDIT CARD. A CONVENIENCE CARD.

The **Lowe's Pro Supply Purchase Card**<sup>†</sup> links to your existing account for exclusive business benefits and purchasing convenience through Lowe's, [Lowe's.com](http://Lowe's.com) and [Lowe'sForPros.com](http://Lowe'sForPros.com).

- ✓ Save 5%\* every day on eligible Lowe's store or online purchases
- ✓ Expanded product assortment
- ✓ 30,000 products at 1,700 stores
- ✓ More than 1 million items online
- ✓ Budget controls for multiple cardholders
- ✓ Itemized purchases by cardholder



Enroll today at [Lowe'sProSupply.com/PurchaseCard](http://Lowe'sProSupply.com/PurchaseCard)

<sup>†</sup>Must have an approved Lowe's Pro Supply account. The Purchase Card is not a line of credit or financing vehicle; it only provides an easy means to automate purchases. Lowe's Pro Supply Purchase Card is intended for commercial use only, not for personal, household or family purposes. \*Get 5% off your eligible purchase or order placed to your Lowe's Pro Supply Purchase Card at Lowe's stores (excluding Lowe's outlets), on [Lowe's.com](http://Lowe's.com) and [Lowe'sForPros.com](http://Lowe'sForPros.com). Offer not valid on any Lowe's Pro Supply sale. Customer must pay applicable sales tax. Offer can't be used in conjunction with or on: (i) any other promotion, discount, markdown, coupon/barcode, rebate or offer, including any Lowe's volume or special discount programs (such as but not limited to, Contractor Pack, Buy in Bulk, Quote Support Program ("GSP"), Special Value, New Lower Price, Was:Now, Military Discount, Employee Discount, and Lowe's price match guarantee); (ii) associate discretion price adjustments; (iii) any services (such as but not limited to, extended protection/replacement plans; shipping, delivery, assembly or installation charges); (iv) fees or taxes; (v) previous sales; (vi) gift cards; or (vii) Weber or Kichler products. We reserve the right to discontinue or alter the terms of this offer at any time. ©2021 Lowe's. LOWE'S, the Gable Mansard Design and Lowe's Pro Supply are trademarks or registered trademarks of LF, LLC. 1161-0208-01





**SHERWIN  
WILLIAMS®**

Contact: Kris Kenney  
Sales Representative  
Phone 910-818-4433

Email [Kris.L.Kenney@sherwin.com](mailto:Kris.L.Kenney@sherwin.com)

You and your tenants  
deserve the **100% fiber  
difference!**

MetroNet will soon provide Fayetteville with 100% fiber optic internet, television, and telephone services, with a network built to handle multiple devices connected at the same time with virtually no buffering!

- Up to 8% increase in property values for MDUs with fiber access
- Up to 11% in additional net income per unit
- Increased resident satisfaction

**Make the switch to MetroNet!**

Eddie Massengale  
[eddie.massengale@metronetinc.com](mailto:eddie.massengale@metronetinc.com)

**METRONET**

Fiber Optic Internet, TV and Phone

[metronetinc.com](http://metronetinc.com)

\*Source: Fiber to the Home Council, June 13, 2016



## **Greater Fayetteville Apartment Association**

P.O. Box 25006

Fayetteville, NC 28314

Phone: 910-929-0217

Email: [info@mygfaa.org](mailto:info@mygfaa.org)

Website: <http://www.mygfaa.org>

Click here to Add, Follow and Like the GFAA on social media:

