

July/August 2017

the ApartMENTOR

Serving the Triangle and Surrounding Areas



CAPS | JULY 19 - 22

5

SIX

8

NINE

10

Casino Night | July 27

Pays Double

2

• 3 • 4 • 9 • 10 • 11 •

Pays Double

12

After Work Networking | July 11

Women's Enrichment Seminar | August 10

SUMMER COLLECTION DRIVE | AUGUST 29



8 BIG

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Triangle Apartment Association
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www.triangleaptassn.org

TAA Office Hours
Monday through Friday
8:30am-5:00pm

TAA Mission Statement

The Triangle Apartment Association is committed to serving the rental housing industry by providing education for professional development, protecting the interests of rental housing providers through legislative advocacy, fostering business partnerships and participating in the betterment of the Triangle and surrounding communities.

Affiliated with:



TAA STAFF MEMBERS

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This issue of *the Apartmentor* is designed and published by Moonstone Studio, LLC, proud member of the Triangle Apartment Association.

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OFFICERS

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CAMT
McDowell Properties

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Fairfield Residential

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Brownlee Whitlow Praet & File, PLLC



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General Counsel
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COMMITTEE CO-CHAIRS

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Elizabeth Godwin Riley

PR & Community Outreach:

Bret Smith
Chris Williams

Products & Services:

Chad Anderson

Special Events:

Sarah Brady
Becki Hale

XCEL:

Rob Boggs
Josh Scholl

Total Members: 979

Total Units: 124,448

Apartment Communities: 531

Associate Members: 229

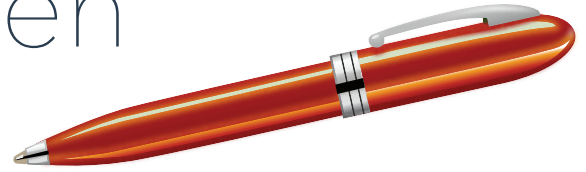
Owner/Operators: 158

IRO: 61

TAA Snapshot as of 6/27/2017



President's Pen



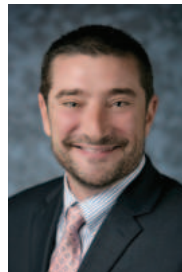
In the last *the ApartMentor* magazine, I dedicated my Pen Article to our new Associate Members. I welcomed them and gave them some helpful tips on getting the most of their membership. In this article, I'd like to welcome our new Owner/Operators.

I am happy that you have joined. I am happy that you have decided to be a part of this growing association of Industry Professionals. As of printing, the TAA now represents 124,448 units in the Triangle and surrounding areas. Your membership contributes to our growth and gives our association a prominent voice to protect your interest.

I hope you check our events calendar often and plan to attend all of the opportunities to engage with other members. Engaging with other members at networking events is like "googling" for a solution to a problem, only the search results are from real live humans. Do you have a chronic maintenance issue? Do you wonder if adding an outdoor kitchen area will add value to your property? Why reinvent the wheel? More than likely another

member has "been there, done that"! The staff and volunteers at the TAA are utterly obsessed with getting members engaged with one another. Members who engage are more likely to see value than those who do not. I'd also like to encourage you to join a committee. By volunteering on a committee, you will be part of the decisions that plan the association's activities and agendas. A list of these committees and meeting dates can be found on our website!

As always, feel free to contact me if you have any questions about your membership!



Andy Meador, CAMT

TAA President
McDowell Properties
taapresident@triangleaptassn.org

I'd like to welcome the following Owner/Operator Members to our association.

54 Station
616 at the Village
Avellan Springs Apartments at RTP
Bowser Select Properties, LLC
Brookridge Apartments
Carolina Square
Chartwell Management
Continental Realty Corporation
Deer Harbor Apartment Homes
Edward Rose & Sons
Fox Ridge Townhomes
Hammond Residential Group, LLC
Hampton Village of Rocky Mount
Heavenly Bovine Properties, LLC
Homewood Property Management
Horizon Management Co., Inc.

Integral Property Management, LLC
Jamison Properties
Kings Arms Apartments
Laramar Group
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LICENSE TO MANAGE: Who needs one?

By Brownlee Whitlow Praet & File, PLLC

The residential property management industry in North Carolina is growing and will continue to see a steady growth in the years to come thanks to North Carolina moving to the top of many national charts for the top places to live. With more communities being built and more people investing in communities in North Carolina, there is much confusion as to who is required to be licensed by the North Carolina Real Estate Commission (REC) to manage residential rental properties. This confusion has only increased due to changes in the real estate license laws that took effect in 2016.

So, who is required to have a real estate license in North Carolina? In general, any person or company that transacts real estate brokerage business, including managing multifamily communities for compensation as an agent for another must first obtain a real estate license issued by the REC. So, it is clear that all third-party property management companies must be licensed, but what about those companies who manage on behalf of related entities. This is where the excitement confusion begins.

LICENSING EXEMPTION- WOOHOO

There are certain exemptions for management companies who are

“related” to the companies that own the communities.

The most useful and simple exemption is that the managers, member-managers, and W-2 employees of an owner are not required to be licensed by the REC to manage property of the owner. With respect to managers and member-managers, these are terms within corporate law that describe generally the actual owners of a limited liability company (the members) and those who run the limited liability company (managers or member-managers). A manager, can, but does not have to have any ownership interest in the limited liability company, just as in a corporation you have owners (shareholders) and those who run the corporation (officers-CEO, president, treasurer, etc). Of greater significance for our purposes, the managers don’t have to be natural persons (humans), they can be other limited liability companies or corporations.

But wait, there’s more. When a management company manages the residential community pursuant to this exemption, they must disclose, in writing, to all parties to the transaction (i) that the person is not licensed as a real estate broker, (ii) the specific exemption allowing them not to be licensed,

and (iii) the legal name and physical address of the owner of the subject property. This disclosure may be included on the face of a lease.

REGISTRATION AND WHAT THAT LOOKS LIKE

What if you are not exempt? The short answer is that you will need to complete an application to become licensed by the REC. We have all completed many applications in our life so this shouldn’t be difficult, or should it?

The biggest sticking point in the application process is that to become licensed the management company will need a qualifying real estate broker and a broker in charge. These can be the same person! Finding that person can be challenging though. The broker in charge is responsible to ensure the management company is complying with North Carolina real estate laws and will have to answer for it if they are not. This includes making sure employees who are not licensed brokers are not negotiating the amount of security deposits or rental payments or lease terms. Activities non-licensed employees may engage in are:

- exhibiting rental homes to prospective residents;
- providing the prospective residents with information

- about the lease of the units;
- accepting applications for lease of the rental homes;
- completing and executing reprinted form leases; and
- accepting security deposits and rental payments for the rental units only when the deposits and rental payments are made payable to the owner or the broker employed by the owner.

Of greater concern to many management companies then finding that person, is that the qualifying broker must be a manager of the management company. This is not just someone who assists from time to time, this is a manager of the limited liability company as defined above, who is identified as a manager of the limited liability company in its controlling documents and generally given authority over the limited liability company. Many companies do not want to give that type of authority

to a person who they may not be that well acquainted with.

The other difficulty in retaining an outside broker is the management company being comfortable with providing access to corporate records, employees, and documents that the broker in charge believes is necessary to ethically perform their job.

Finding a qualifying broker/broker in charge can also take some time both in locating an interested broker, and coming to agreement on the terms of the relationship between the broker and the management company.

THE MORAL OF THE STORY

I have not received a letter from the REC yet, why should I care? Operating as a real estate broker in North Carolina without the proper license is a criminal offense. Although jail may not be

likely, if the REC becomes aware a company is not licensed in North Carolina they will send a cease and desist letter. It frequently arises as the result of a complaint being filed by a disgruntled resident. Historically the REC has been more concerned with compliance then punishment and has given companies time, but not a long time, to come into compliance. Another possible result could be the management company who is not licensed having difficulty finding an attorney to file cases on their behalf with the courts. As stated above coming into compliance can be difficult and time consuming, so if you are not currently in compliance, waiting until you receive an REC letter is not a good idea.

This is not legal advice and should not be used as such. Please consult an attorney for specific answers to your questions.

State of North Carolina



North Carolina
Real Estate Commission

Anytown Realty, Inc.

having given satisfactory evidence of the qualifications as required by Chapter 93A of the General Statutes of North Carolina is hereby licensed to engage in the real estate business in North Carolina through its duly licensed officers and employees as a

CORPORATION

REAL ESTATE FIRM

This license must be prominently displayed in the principal office where the firm is engaged in the business of real estate brokerage. It shall expire on the 30th day of June following issuance unless renewed.

Call for Nominations



Pictured: 2017 Board of Directors

Call to Serve 2018-19 TAA Board of Directors

*"Great leaders don't set out to be a leader...they set out to make a difference.
It's never about the role – always about the goal..." – Lisa Haisha*

TAA's Nominating Committee, chaired by Immediate Past President Julie Chu, CAPS, CAM, (Gingko Residential) will soon begin its process of interviewing individuals who have an interest in serving on the TAA Board of Directors, in an effort to formulate a proposed slate of officers and directors for 2018-2019.

The Board is comprised of up to 16 members: 12 representing the owner/operators of the association and four (4) representing the associate members. Included in that number are five officers: President, Vice President, Immediate Past President, Treasurer and Secretary.

The Association continues to grow. To effectively manage that growth, many goals and objectives lie before the Board of Directors as they carry out their fiduciary responsibilities to the Association. Included in the Board responsibilities are:

- Adhering to TAA's Mission Statement
- Continued implementation of strategic initiatives
- Keeping abreast of member interests and needs
- Advocating on behalf of the Association
- Being an ambassador for the Association
- Attending scheduled monthly meetings of the Board of Directors

If you have an interest in serving on the Board of Directors, please contact TAA Executive Director Josie Eatmon at (jeatmon@triangleaptassn.org or 919-782-1165 ext. 8) to receive the Board Interest Form; or visit the TAA website, scroll down the Leadership page to download the form.

The completed forms are provided to the Nominating Committee who will follow up with each individual to gain further insight as to their interest in serving.

Deadline for Board Interest Form submissions: July 31, 2017.



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July 11, 2017 | 6:00pm – 8:30pm

Clouds Brewing

Brightleaf Square in Durham

Mark your calendars for our third After Work Networking of the year! This event is open to all TAA Members and is free to attend. With appetizers being provided throughout the evening, the only cost to you is for individually purchased food and beverage. Come out and enjoy a relaxing summer night with friends and colleagues. We can't wait to see you at Clouds in Durham!

Are you interested in sponsoring this event? Please email Erin Lowder at elowder@triangleaptasn.org.

MAINTENANCE MANIA!

TAA is excited to bring Maintenance Mania back to the Triangle in October of 2017. Watch for details coming soon and check out our website for a video of the 2016 National Championship!

TAA is the Key to

Unlock your true business potential with

TAA 2017 Membership Drive November 2016- March 2017

Thank You to our Sponsors!

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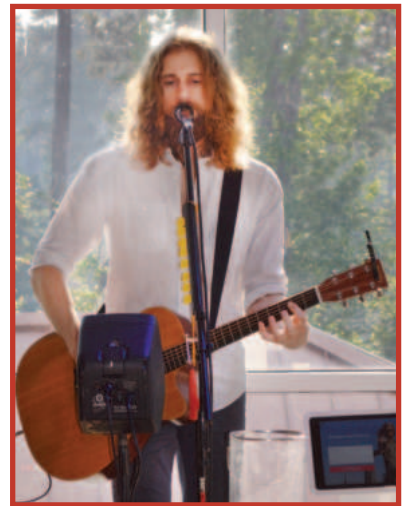
Trane Company

US Lawns

The second annual May-Day Pay-Day celebration was held on Thursday May 18, 2017 at the Brier Creek Country Club in Raleigh. This event served as a thank you to current members that participated in the Membership Drive between November and March by referring potential new members to the Association.

Those members that were able to get their prospective member to join TAA won time in the Cash Cube as well as an entry into the Grand Prize drawing of a long weekend vacation at Carolina Beach through Pirate Vacations, donated by Cliff Webster, Jr. This invite-only event was a successful celebration of food, drinks, photo booth fun and music by Adam Pitts!

Thank you to those that attended to celebrate TAA in style and take home some “free swag”!



Musician: Adam Pitts



Rob Boggs (center) pictured with Co-Chairs Elizabeth Riley and Berry Craven.

◀ **Congratulations
to our Grand
Prize Winner,
Rob Boggs!**

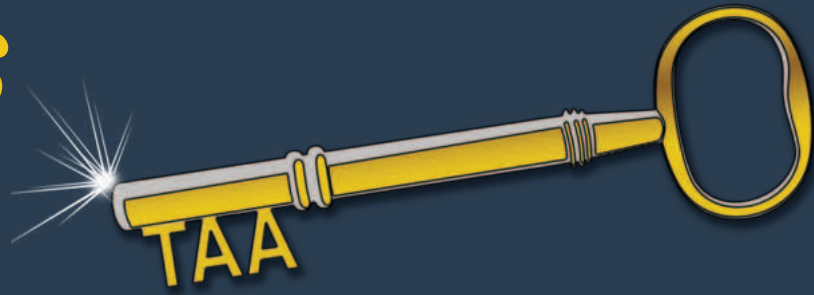
Stay tuned for information on the 2018 Membership Drive and the events the Membership Committee is planning for next year!

.....

Are you interested in joining the Membership Committee to help Recruit, Retain and Reward members? Contact Candace Patrick at cpatrick@triangleaptassn.org to learn more and help with planning our next event!

Success

TAA!



DONATIONS NEVER TAKE VACATIONS

TAA'S SUMMER COLLECTION DRIVE

Benefiting:



DURHAM

RESCUE

MISSION

We Need...

Monetary Donations

Household Items:
Towels, Linens, Utensils,
Cookware

Cleaning Supplies

Toiletries

Non-Perishable Foods

All items must be new & unused

Collect money & items now through August 29.

Then join us at House of Hops August 29, anytime between 3:00 pm - 8:00 pm, bring all donations to drop off, and plan to stay for drinks, food from Rare Earth Farms food truck, and music bingo!

Visit our website to complete your commitment form & for more details about the collection drive and needed items.

House of Hops is located at 6909 Glenwood Ave, Raleigh, NC.



Aug 29

3 pm - 8 pm



Direct all questions to Meg Palumbo at mpalumbo@triangleaptassn.org
www.TriangleAptAssn.org | p: 919.782.1165 ext. 1 | f: 919.781.1169

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new lease on life



A New Lease on Life (NLOL), a 501(c)(3) organization and a TAA Transitional Housing program, was designed to help families who have become homeless due to no fault of their own get back on their feet. The program's goal is to not offer a hand out, rather a hand up. We are able to bridge member management companies with a local nonprofit agency for a

12-24 month period and provide an available apartment home at a reduced rate with quarterly gradual increases. Our goal at the end of the program is for each family to be self-sustaining and choose to be able to continue to be a renter at market rent.

Get involved! In order to move the program forward, we need more units. One unit equals one family's home. Unable to give a unit? Monetary donations help provide the families with linens, mattresses, household goods, and furniture. For all questions regarding A New Lease on Life's program and how to get involved, please email nlol@triangleaptassn.org.

Check us out on Facebook! @taaNLOL



Thank you to the 2017 New Lease on Life Contributors!

Philanthropist (\$500+)

Leslie Mathis

Humanitarian (\$250 - \$499)

Benefactor (\$100 - \$249)

Anonymous (2)

Chris Fortune

Terry Ragland

Todd Whitlow

Helping Hand (\$1 - \$99)

Danielle Butler

Josie Eatmon

Misti McElwee

Katrina Murdock

Meg Palumbo

Peggy Patterson

April Vasta

Judy Wade



TAA's 2017 Golf Tournament
Friday, September 15 | 9:00 AM
The Neuse Golf Club
918 Birkdale Drive, Clayton, NC 27527

Join us for
TAA's Annual Golf Tournament

**Registration for Golfers and Sponsorships will open
the week of July 10. Watch for details.**

Sponsorship Opportunities

This tournament provides an opportunity for sponsorships on a variety of levels, to meet the needs and interests of our Vendor Partner members. Please choose the one that works best for your company. Sponsorships for this event have historically sold out before the deadline. So, act now! All sponsorships are secured on a first come, first served basis.

Available Sponsorships*

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Breakfast
Sign Only

Visit the TAA website at www.TriangleAptAssn.org to view an updated list of sponsors and opportunities available. Sponsorship forms can be emailed to: Vicki Franciosi at vfranciosi@triangleaptassn.org or faxed to (919)782-1169.

*Updated at the time of printing.

Format: Shotgun start at 9am. Superball format. Each team consists of 4 players. Players move their ball to the site of the best shot of all four team members and take their next shot from there. Everyone gets a chance to play every shot on every hole. This tournament is for all skill levels.

Cost: \$130 per person (includes green and cart fees, range balls and lots of fun!) Participation is limited to TAA members and guests of TAA members. NOTE: One guest per member.

Teams: You may put together your own foursome; however, all four registrations must be submitted and paid together. TAA will pair single registrations.

Prizes: There will be a contest for the longest drive and closest to the pin for both men and women in addition to a putting contest. Trophies will also be awarded to the top teams in each Flight. Raffle tickets may be purchased for the chance to win additional prizes.

Registration: **REGISTER EARLY! This tournament always fills up before the deadline date!** Visit the TAA website at www.TriangleAptAssn.org to learn more and to download the registration form. Online registration is not an option for this event. Completed registration forms may be emailed to vfranciosi@triangleaptassn.org or faxed to (919)782-1169.

Food Trucks

Back By Popular Demand! There will be food trucks serving lunch and dessert to our golfers and sponsors. Both are included with your registration fee or sponsorship. Trucks include Barone Meatball Company, The Wandering Moose and The Parlour.





Please join us for what is sure to be an unforgettable evening!

Thursday, July 27, 2017

5:30pm – 6:30pm: Registration and Networking Hour

6:30pm – 9:30pm: Event

Raleigh Marriott Crabtree Valley

4500 Marriott Drive, Raleigh, NC 27612

Cost: \$75 Members / \$85 Non-Members & Guests



Food | Casino Games | Prizes | Music & Dancing | Photo Area | TAA-PAC Fundraiser

Casino Night will include a TAA-PAC Fundraiser!

Help us reach our goal by purchasing raffle tickets to win great prizes.

Stay tuned by watching TAA's social media and website
for a description of each prize.

Attire: Roaring Twenties Theme – TAA's website includes some ideas
about what to wear to a 1920's themed event.

Visit www.TriangleAptAssn.org for more details and to register!

Questions? Contact Vicki Franciosi at vfranciosi@triangleaptassn.org.



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Laundry Systems



government affairs

AANC's Legislative Days Recap!

Thank you to the members able to participate and lobby at the General Assembly during AANC's Legislative Days Conference! TAA had a strong presence, and Government Officials heard you!

TAA members met with many state legislators to advocate for the apartment industry. We advocated for the passing of three bills:

- HB 406 Repeal of Orange County Impact Fees
- HB 706 Landlord/Tenant & Pluries Summary Ejection (Private Process Server)
- HB 803 Landlord Liability Changes

Contact TAA Director of Government Affairs, Jacob Rogers, at jrogers@triangleptassn.org to learn more about these issues and find out how YOU can help!



Representative Cynthia Ball



Representative Graig Meyer



Representative Marcia Morey



Representative Yvonne Lewis Holley



Senator Floyd McKissick



TAA's Delegation

National News

In partnership with TAA, the National Apartment Association (NAA) has kicked off a large media campaign to highlight the Triangle's demand for apartments. According to our news release, the Raleigh area needs 74,323 new apartments by 2030 to keep pace with demand.

Growth is due to aging population, immigration, and declining home purchases. For more data and information, contact Jacob Rogers, TAA Director of Government Affairs, at jrogers@triangleaptasn.org.

State News

According to UNC-Charlotte economist, John Connaughton, more growth is on the horizon for North Carolina. The economist expects the state's economy to increase by 2.4% in 2017, compared to a 1.7% growth rate in 2016. Connaughton says we are in the eighth year of positive economic growth for the state, and we are entering the second-longest economic expansion on record – although it doesn't really feel like that, the economist adds. Growth has been slow — under the average 3% real GDP

growth rate that was consistent in the US after WWII.

- NC is expected to gain 75,200 net jobs in 2017 with construction, other services and hospitality sectors leading the way.
- Unemployment rate is expected to be around 4.7% in December
- The 2018 economy is expected to add 89,000 jobs, bringing unemployment rate down to 4.6% in December of 2018.

Local News

HB 406 Repeal Orange County Impact Fees PASSED the Senate and will become law. Since it is a local bill, the Governor does not have to sign it. Orange County no longer has the authority to collect school impact fees from developers. This will save TAA members millions of dollars!

Orange County Board of Commissioners approved the Orange County Transit Plan. The 5-2 vote will allow the proposed Durham-Orange Light Rail Transit project to move forward. The Board also approved the Cost Sharing Agreement, which calls for Durham to pay 81.5% of the local construction costs and

Orange to pay 16.5%. The remaining 2% is to be funded by a community collaborative. To learn more about the Durham-Orange Light Rail Project, visit www.ourtransitfuture.com.

- 17.7 miles long between Durham and Chapel Hill
- Serves 3 of the top 10 employers in NC
- Will operate 7 days/week, every 10 minutes during rush hour, 20 minutes off peak.
- Apartments within ½ mile of transit command much higher rents (Washington DC – 28% rent premium and northern VA and Montgomery County – 40%)

Upcoming Events

- Get involved! Join us at the monthly Government Affairs Committee meetings! No political or policy experience needed. You will hear from elected officials throughout the Triangle and learn about the issues affecting the apartment industry. Contact Jacob Rogers at jrogers@triangleaptasn.org for meeting location and time.

- TAA-PAC will host a fundraiser at Casino Night on July 27! Check out page 15 of this issue for more details.



Thank you to Apex Town Councilwoman Denise Wilkie for speaking at our June Government Affairs Committee meeting.



THANK YOU TO THE 2017 TAA-PAC CONTRIBUTORS

TAA-PAC GOAL: \$17,500

Help us reach this goal by making an investment in the TAA-PAC! Your contribution ensures a strong voice for you and the apartment industry in the legislative decision making process.

**TAA-PAC
GOAL
\$17,500**

President Club Level \$1,000+

Chris Loeb sack Andy Meador

Ambassador Club Level \$500-\$999

Crystal Crosby Craig Nardi Jacob Rogers
Claire Michael Norm Praet Todd Whitlow

Capitol Level \$200-\$499

Teresa Boland Josie Eatmon Karen Green Charles Persons
Katy Boone Chris Fortune Justin Kempe April Vasta
Craig Cadwallader Vicki Franciosi Kelli Lea Judy Wade

Advocate Level \$50-\$199

Brenda Brantley Tim Masters Cliff Rogers
Julie Chu LaToya Patterson Chris Smith
Sheronda Dennis Suzanne Pratt Jeanette Steele
Tonya Dunn Terry Ragland Rita Zepeda
Rebecca Kalishek Elizabeth Riley
Beth Kirkpatrick Franklin Rodriguez

Member Level \$5-\$49

Annette Allen	Stephanie Kerr	Betsy Petrucci
Sara Breed	April Lam	Anna Pfeiffer
Will Brownlee	Francia Lewis	Gray Pike
Elizabeth Bryant	Jessica Linko	Rebecca Pugsley
Kelly Elizabeth Byrd	Erin Lowder	Brian Register
Danny Cameron	Elizabeth Mach	Stephanie Rodriguez
Christina Carr	Wesley Mays	Carlie Salemme
Jess Cooper	Misti McElwee	Tara Smiley
Berry Craven	Jerry Michael	Jon Smith
Hans Dara	Kristin Misnick	Marianne Spicer
Colleen Doubek	Meg Palumbo	Chris Thurow
Kristy Gaffney	Jessica Patterson	Lauren Varnhold
Mike Hartnett	Jena Paulenich	Robyn Von Reiche
Jay Haselden	Dan Pauley	Traci Wooten
Aby Henneberry	Jerone Perry	

WHY IS THE TAA-PAC IMPORTANT?

Many laws significantly impact apartment owners and their bottom line including water & sewer rates and rental and zoning regulations. Contributions to the TAA-PAC help assure TAA's involvement in the legislative decision making process. Your contribution is an investment in yourself and your property's future!

Your TAA-PAC Dollars at Work

TAA-PAC has many legislative successes, but the greatest victory was the recent passage of SB-683, Residential Building Inspections. Besides prohibiting mandatory inspections/pre-occupancy inspections, Raleigh rental housing providers saved an estimated \$750,000 in fees. For many owners, fees dropped by thousands of dollars per property.

Make a difference!

Lawmakers want to hear from you! Get involved in the lawmaking process. Express your concerns or approval on issues with elected officials. Invite elected officials to your community and show them firsthand what's involved in operating an apartment community. Make a contribution to the TAA-PAC!

Please consider making a contribution that will help strengthen the apartment industry's voice by visiting www.TriangleAptAssn.org or mailing your personal check to TAA-PAC 7920 ACC Blvd., Suite 220, Raleigh, NC 27617.

Brownlee Whitlow Praet & File

Property Solutions Law



Brownlee Whitlow Praet & File, PLLC is a property solutions law firm! We assist managers and owners of rental property and communities in North and South Carolina with their transactional needs, federal, state and local law regulations compliance, collections, and, when necessary, litigation of these issues. With offices in Raleigh, Cary, Charlotte, and Charleston we represent the interests of property owners and managers in all aspects of landlord tenant law including:

PURCHASE AND SALE OF PROPERTY INCLUDING CONTRACT NEGOTIATION AND SEC COMPLIANCE

LEASE AND LEASE ADDENDUM PREPARATION AND NEGOTIATION

POLICY REVIEW & COMPLIANCE ASSISTANCE

DEFENSE OF PROPERTY RELATED CLAIMS

COLLECTIONS

EVICITION APPEALS

FAIR HOUSING COMPLIANCE & DEFENSE

MUNICIPAL CODE VIOLATION REPRESENTATION

Please contact us at:

Brownlee Whitlow Praet & File, PLLC

4020 WestChase Blvd. | Suite 530 | Raleigh | North Carolina | 27607

TEL: (919) 863-4305 * FAX: (919) 863-4315

6135 Park South Drive | Suite 510 | Charlotte | North Carolina | 28210

TEL: (704) 247-4998

E-mail: NPRAET@BWPF-LAW.COM OR TWHITLOW@BWPF-LAW.COM

This is an advertisement for legal services



education classes

Please visit TAA's website for full detail about each class and to register online for courses and seminars: www.TriangleAptAssn.org. All classes are held in the TAA/Response Team 1 Education Center unless otherwise noted. **Registration deadlines are one week prior to course date unless otherwise noted.**

Who Hijacked My Fairy Tale? Six Ways That Women Sabotage Their Own Success

August 10, 2017

12:00pm - 2:00pm

\$79 Members | \$119 Non-Members

Two and a half (2.5) Continuing Education Credits (CECs)

Instructor: Kelly Swanson, award-winning storyteller, comedian, motivational speaker, TV personality and author

Join us for this Women's Enrichment Seminar where we will look in the mirror to see what is blocking us from the life and business we want. Don't miss this opportunity to laugh and learn with Kelly as she takes attendees on a delightfully wacky, wildly motivating journey through the mind and its control over our attitudes, behaviors, and actions.

**Lunch
Provided!**

CFC: 608 EPA Certification & Testing for Technical Personnel

August 22, 2017

9:00am - 4:30pm

\$235 Members

\$285 Non-Members

Instructor: David Cameron, HVACR Training, LLC

Retesting Available
– Contact Suzanne
Pratt, a certified ESCO
proctor at spratt@triangleaptassn.org for
more info!

This certification course will include 5 hours of instruction followed by testing for certification in one or all of the following: Type I, Type II, Type III and Universal certification in the use of EPA regulated refrigerant gases.

Train-the-Trainer

August 29, 2017

9:00am - 5:00pm

\$199 Members | \$299 Non-Members

Six (6) Continuing Education Credits (CECs)

Instructor: Rebecca Rosario, NALP, CAM, NAAEI, and Owner of Full House Marketing & Andy Meador, CAMT, TAA President, and Director of Capital Projects with McDowell Properties

**Only
8
seats
available!**

This interactive workshop is custom-designed for those who serve the multifamily industry and wish to become more proficient at delivering their message to small or large groups. This includes Property Managers, Executives, Vendor/Suppliers, Marketing/Leasing Directors, Training Facilitators.

CPO: Certified Pool-Spa Operator

This is the
last CPO
Course of
2017

September 8 & 9, 2017
8:30am - 5:00pm
\$265 Members | \$315 Non-Members
Re-Take Exam Fee: \$165 Members
\$215 Non-Members
*Spanish materials available

Instructor: Andy Meador, TAA President and
Director of Capital Projects with McDowell Properties

Please note! All CPO
courses will be held
on a Friday and
Saturday. All those
seeking CPO
re-certifications must
attend the two-day course.



NAA Lease Review

September 20, 2017
9:00am - 5:00pm
\$175 Members | \$225 Non-Members
Six (6) Continuing Education Credits (CECs)

Instructor: Will Brownlee, AANC
Executive Director

This session will cover changes that have been
made pertinent to the state of North Carolina
landlord law.

Legal Issues

September 21, 2017 or October 20, 2017
9:00am - 5:00pm
\$189 Members | \$289 Non-Members
Six (6) Continuing Education Credits (CECs)

Instructor: Will Brownlee, AANC Executive
Director

Join us for this informative seminar to learn all the
legalities of operating your property within the
law in the state of NC. Instructor Will Brownlee
will bring you up to speed on the NC landlord-
tenant law changes. In addition to learning
about the laws, he will guide you through the
legal aspects of property management as well as
the eviction process and how to avoid pitfalls.

Low Income Housing Tax Credit Seminar: Fundamental and Advanced Training in LIHTC Compliance

October 25, 2017: 9:00am - 5:00pm Funda-
mentals of LIHTC Compliance (6 CECs)
October 26, 2017: 9:00am - 1:00pm Advanced
Training (3 CECs)
October 26, 2017: 1:00pm - 5:00pm Optional
HCCP Testing
Complete Training & Exam:
\$564 Members | \$689 Non-Members
Complete Training (No Exam):
\$389 Members | \$514 Non-Members
HCCP Exam Only: \$175

NEW!

Instructor: Karen Graham, President & CEO of
Karen A. Graham Consulting, LLC.

The Housing Credit Certified Professional
(HCCP) is the leading credential in the
Low-Income Housing Tax Credit industry,
representing the highest level of competency
and knowledge, as well as a commitment to
the highest ethical standards.



Congratulations NAAEI Credential Recipients



Congratulations go out to the following individual who has earned the Certified Apartment Manager (CAM) credential from the National Apartment Association Education Institute (NAAEI).

April Lam — Sumter Square Apartments

CAPS: Certified Apartment Portfolio Supervisor

July 19 - 22, 2017

July 19 - 21: 9:00am - 5:00pm;

July 22: 10:30am - 4:00pm

\$1,315 Entire Course Members

\$1,565 Entire Course Non-Members



Instructor: Alex Jackiw, President of Milhaus Management, Past Chairman of the Board for NAA and an Assistant Professor at Ball State University in the Residential Property Management Program.

TAA is to pilot NAAEI's new CAPS credential program. Complete the course in 4 days and take the new CAPS online exam(s) in August! The CAPS credential course was developed for Regional/District Managers, Maintenance Directors, Mid-Upper Level Management, Marketing Directors and those aspiring to move to that level. Industry experience requirement is either CAM, ARM, RAM with 2 years of apartment management experience OR a Property Supervisor with 2 years of multi-site experience.

SAVE the DATES! *NAAEI Credential Program registrations opening soon.*



National Apartment Leasing Professional

October 12 – 14, 2017

Instructors: Genea Closs & Rebecca Rosario



Certificate for Apartment Maintenance Technicians

November 7 – 9, 2017; December 12 – 13, 2017; January 9 – 11, 2018

Instructor: Mark Cukro

You Don't Want to Miss This!



Kate Good



Alex Jackiw



Jackie Ramstedt



This seminar comes to Raleigh once every five years – don't miss out!

Apartment All Stars

September 28, 2017

Location: McKimmon Conference & Training Center

Executive Session: * 9:00am - 10:00am (1 CEC)

General Session: 10:15am - 12:30pm (2 CECs)

*This session is for C-Level Executives, Owners, CEO's, Vice Presidents, Regionals, District Managers, Supervisors, and Decision Makers ONLY!

\$99 Members | \$149 Non-Members

Meet Your All Stars: Kate Good, Alex Jackiw, Jackie Ramstedt (Please visit our website for a full biography for each All Star and full detail on all topics covered.)

The Apartment All Star Experience is like no other event you will attend this year. The unique blend of three national speakers on our stage at one time creates an energy force that will be the most exciting time you will spend at a seminar. This dynamic tour has been igniting the leasing and marketing arena for 10 solid years and only visits 12 cities each year. **Join us for this innovative, motivating and FUN Apartment All Stars event with All New Information that you won't want to miss! Spotting and staying ahead of trends is critical to competing in today's rental market.**

XCEL, TAA'S YOUNG PROFESSIONAL'S NETWORK
INVITES YOU TO

JOIN OUR COFFEE CHAT
with industry experts

Hosted By



Tuesday, August 15, 2017

9:00am – 11:00am

TAA/Response Team 1

Education Center

Cost: \$25 Members

\$45 Non-Members

Panelists will include current and past TAA Board of Director members, CEOs, regionals, vendor partners, and on-site staff.

This "Coffee Chat" will be an open forum for emerging professionals to hear about different pathways that lead to success as well as key milestones. Participants will have the opportunity to ask questions that may relate to their own

careers and network with industry experts.

Open to anyone who is looking to advance, take on a new role, or further their professional success.

Registration details can be found on the TAA website. For more information, contact Aby Henneberry at ahenneberry@triangleptassn.org.

TAA's Products & Services

NEED TO FILL AN OPEN POSITION? ADVERTISE WITH TAA!

TAA's online Career Center is a great place for your company to advertise new career opportunities! Open positions can be submitted through the online Job Bank located on the TAA website. TAA also offers website banner advertisements for company career fairs.

For Additional Information,
Email: elowder@triangleaptassn.org

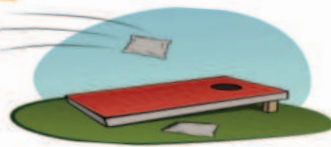
TAA
JOB
BANK

For additional information
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www.triangleaptassn.org
or email Erin Lowder at
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TAA MARKETING TOOLS

EMAIL LISTS AND MAILING LABELS ARE A GREAT, EASY WAY TO MARKET YOUR BUSINESS TO OTHER TAA MEMBERS! TAA OFFERS BOTH FULL AND PARTIAL MEMBERSHIP LISTS AND LABELS TO BEST FIT YOUR MARKETING NEEDS.

Labels starting at: \$25.00

Email Lists starting at: \$35.00

EMAIL ERIN LOWDER AT
elowder@triangleaptassn.org
FOR MORE DETAILS



TRIANGLE APARTMENT
ASSOCIATION

RENTAL SPACE

RALEIGH, NC

Meeting and Event Space

- Great for meetings, classes and seminars
- Located in the heart of Brier Creek
- Complimentary Wi-Fi
- Technology packages available
- Presentation materials available
- No catering restrictions with coffee & drink packages available



Small Conference Room, Capacity: 10



TAA/Response Team I
Education Center, Capacity: 82



Large Conference Room, Capacity: 20

New Members

MANAGEMENT COMPANIES

Chartwell Management

2213 Middle Street 2nd Floor
Sullivan's Island, SC 29482
Contact: Erin Nicholls
Email: enicholls@chartwellholdings.com
Telephone: 919-571-7143

Continental Realty Corporation

1427 Clarkview Rd, Suite 500
Baltimore, MD 21209
Contact: Heather Palmer
Email: hpalmer@crcrealty.com
Telephone: 410-296-4800

Milhaus Management, LLC

460 Virginia Avenue
Indianapolis, IN 46203
Contact: Tonya Dunn
Email: Tonya.Dunn@milhaus.com
Telephone: 317-226-9500

Morgan Properties

160 Clubhouse Road
King of Prussia, PA 19406
Contact: Kelly Edwards
Email: kedwards@morgan-properties.com
Telephone: 443-914-1253

Wilhoit Properties

1730 E. Republic Rd Suite F
Springfield, MI 65804
Contact: Crystal Reitzel
Email: Creitzel@wilhoitproperties.com
Telephone: 417-883-1632

Wood Residential Services

521 East Morehead Suite 350
Charlotte, NC 28202
Contact: Denise Anderson
Email: Denise.a@woodresidential.com
Telephone: 704-332-8995

COMMUNITIES

616 at the Village

616 Oberlin Rd
Raleigh, NC 27605
Contact: Devon Winkie
Email: 616apts@woodresidential.com
Telephone: 919-999-8819
Units: 207

Carolina Square

123 W Franklin Street
Chapel Hill, NC 27516
Contact: Graham Whedon
Email: Graham.Whedon@nwravin.com
Telephone: 919-914-6267
Units: 246

Hampton Village of Rocky Mount

2443 Hurt Drive
Rocky Mount, NC 27804
Contact: Lisa Griffin
Email: hamptonrm@trademarkresidential.com
Telephone: 252-937-2822
Units: 250

Kings Arms Apartments

1320-17 Ephesus Church Rd
Chapel Hill, NC 27514
Contact: Micki Oakley
Email: kingsarms@phillipsmanagement.com
Telephone: 919-929-2406
Units: 64

Republic Flats

800 Finsbury St
Durham, NC 27703
Contact: Cynthia Whyte
Email: leasingrepublic@matrixresidential.com
Telephone: 919-578-8892
Units: 330

The Dakota

1201 Pine Haven Dr
Raleigh, NC 27607
Contact: Christine Inge
Email: leasingdakota@matrixresidential.com
Telephone: 919-324-6991
Units: 314

INDEPENDENT RENTAL OWNERS

Heavenly Bovine Properties

Contact: Jessica Conklin
Email: heavenlybovineproperties@gmail.com
Telephone: 919-559-4327
Units: 1

Marie W. Jacobs

PO Box 99535
Contact: Marie Jacobs
Email: mjacobs49@aol.com
Telephone: 919-878-4511
Units: 38

Phillips Management Group

1400 Battleground Ave, Suite 201
Greensboro, NC 27408
Contact: Micki Oakley
Email: mickio@phillipsmanagement.com
Telephone: 336-274-2481
Units: 64 (in area)

ASSOCIATES

CV Paving

2702A Johnson Ave NW
Roanoke, VA 24017
Contact: Richard Koehler
Email: info@cvpave.com
Telephone: 540-520-0635
Asphalt Paving Services

Locker Solutions

PO Box 2851
Orlando, FL 32802
Contact: Craig Meddin
Email: craig@locker-solutions.com
Telephone: 866-378-8157
Package Management, Software,
Equipment and Supplies

Pye Barker Fire & Safety, Inc

832-101 Purser Drive
Raleigh, NC 27603
Contact: Walter G. Quarles III
Email: quarlest@pyebarkerfire.com
Telephone: 919-779-4010
Fire Protection Services

Welcome!

On the Move

Jeff Brasel was promoted to Regional Property Manager with **TriBridge Residential, LLC**.

Helen Frazier is now the Regional Account Manager for **Multi Floors**.

Northwood Ravin, LLC would like to congratulate **Jacob Truax** on his promotion to Regional Manager and **Jonathan Matthews** on his promotion to Community Manager at **The Bradford**.

Rob Boggs is now the Community Manager at **180 West Apartment Homes**.

Northwood Ravin, LLC would like to welcome **Ralph Smith** as Director of Facility Maintenance, **Kevin Lawson** as Community Manager at **Cosgrove Hill** and **Graham Whedon** as Community Manager at **Carolina Square**.

Valet Waste, Inc. is now **Valet Living**.

If any of the above examples have occurred at your property or company, contact us for an Update Form so we can best serve you. For update forms and inquiries, email Erin Lowder at elowder@triangleaptassn.org.

July

2017

4 TAA Office Closed Independence Day	11 After Work Networking 6:00pm - 8:30pm Clouds Brewing, Brightleaf Square in Durham	12 Independent Rental Owners Dinner Meeting 6:00pm - 8:00pm	19-22 CAPS: Certified Apartment Portfolio Supplier Visit our website for course times
27 TAA's Roaring Twenties Casino Night 5:30pm - 9:30pm Raleigh Marriott Crabtree Valley	<p>All classes are in the TAA/Response Team 1 Education Center unless otherwise noted.</p> <p>Please visit the TAA Website at www.TriangleAptAssn.org for a complete list of Classes, Events & Committee Meeting dates and times.</p>		

August

9 Independent Rental Owners Dinner Meeting 6:00pm - 8:00pm	10 Women's Enrichment Seminar 12:00pm – 2:00pm	15 Coffee Chat with Industry Experts 9:00am – 11:00am	22 Executive/Board of Directors Meeting 8:30am - 11:00am TAA Large Conference Room
22 CFC 9:00am - 4:30pm	25 Regional Roundtable 12:00pm - 2:00pm Location TBA	29 Train-the-Trainer 9:00am – 5:00pm	29 Donations Never Take Vacations: Collection Day 3:00pm – 8:00pm House of Hops, Raleigh



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Advertising space available! Contact Meg Palumbo for availability and pricing at mpalumbo@triangleaptassn.org or 919.782.1165 ext 1.



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High Performance

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- ✓ Resilient Flooring has a longer lifespan than carpet. Less replacing means **more savings** for property management
- ✓ Easy to install and maintain - Both Array and DuraTru styles feature easy installation options and are easy to clean

Superior Performance

- ✓ **Water, Mildew and Stain Resistant** - Spills are not a problem with resilient flooring. Liquids stay on the surface and are easily wiped away
- ✓ Superior comfort while minimizing sound transmission thanks to DuraTru's fiberglass cushion

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- ✓ Resilient vinyl flooring reflects natural woods, tile and stone in stunning **high definition**
- ✓ Realistic floors enhance any decor



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