

November/December 2017

the ApartMENTOR

Serving the Triangle and Surrounding Areas

Bus Tour Map







TAA Bus Tour

Thursday, November 30, 2017



Highlights include:

-  Creekside at Crabtree
4700 Riverwood Circle
Raleigh, NC 27612
-  Park Central North Hills
200 Park @ North Hills Street
Raleigh, NC 27609
-  Sojourn Lake Boone
1731 Tupelo Hill Lane
Raleigh, NC 27607
-  The Carolinian on Glenwood
2600 Glenwood Avenue
Raleigh, NC 27608

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Triangle Apartment Association
7920 ACC Blvd., Suite 220
Raleigh, NC 27617
919.782.1165 • 919.782.1169 FAX
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

President



Andy Meador
CAMT
McDowell Properties

Vice President



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CAM
Fairfield Residential

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Craig Cadwallader
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Avison Young

Secretary



Kelli Lea
CAM
Greystar

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CAPS, CAM
Ginkgo Residential

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Red Rhino Group



Beth Kirkpatrick
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Craig Nardi
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CAPS, CAM
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Todd Whitlow
Brownlee Whitlow & Praet, PLLC



Rita Zepeda
CPM, CAPS, CAM
PRG Real Estate Management



Norm Praet
General Counsel
Brownlee Whitlow & Praet, PLLC

COMMITTEE CO-CHAIRS

Education:

Sheronda Dennis
Traci Wooten

Government Affairs:

Patrick Johnson
Craig Nardi

IRO:

Michel Charbonnier
Tim Masters

Membership:

Berry Craven
Elizabeth Godwin Riley

PR & Community Outreach:

Bret Smith
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Products & Services:

Chad Anderson

Special Events:

Sarah Brady
Becki Hale

XCEL:

Rob Boggs
Josh Scholl

Total Members: 1,047

Total Units: 131,449

Apartment Communities: 567

Associate Members: 252

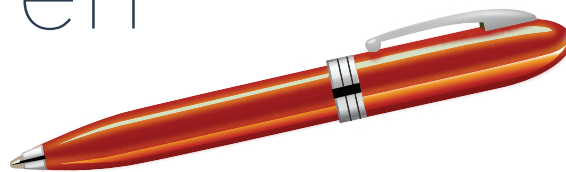
Owner/Operators: 163

IRO: 64

TAA Snapshot as of 10/31/2017



President's Pen



Dear Members,

While I still have a couple of months to royally mess something up, I am happy to report that, as of publishing, the association is still intact and functioning quite well! But, I've also been surrounded by concrete, steel pilings, and impervious walls. That support structure is comprised of the other 15 members of the board, 10 staff members, over a hundred volunteers, and our Executive Director.

During my inaugural remarks earlier this year, I shared the story of starting my career as a groundskeeper and working my way up the corporate ladder. That story is familiar to a lot of us because a lot of us had the same beginning and growth. I stated that "my story, your story, was in fact proof that this is an industry of opportunity." Some people say it's "hard work" or "dedication" that opens doors of opportunities but I say hard work and dedication are only a portion of the required ingredients. If doors of opportunity have opened for you, then you should remember the most important ingredient, the willingness of the people who gave you the opportunity. It's these people after all who acknowledged that your work is valuable. It's these people who unselfishly acknowledged your dedication by allowing the doors of opportunities to open. In most cases your growth meant they would lose the benefits of the work you produced for them. That unselfish behavior is what made them successful. It's these people who saw a small glow of possibility and fueled it by allowing you to experience opportunities with a kind mind for forgiving mistakes. I am grateful to you, our members, for allowing me the opportunity to serve as president this year. I am grateful to the board of directors, the staff, and our volunteers for their support and hard work.

I am especially grateful for the support of my executive board. First to our Immediate Past President, Julie Chu Zhang, for assuring a smooth transition and her counsel. To our Treasurer, Craig Cadwallader, for his detailed financial monitoring and reporting. To our Secretary, Kelli Lea, for keeping detailed meeting minutes. To our Vice President and President Elect, Claire Michael,

for sitting to my right and monitoring our strategic plan. I've been fortunate to serve with Claire for several years and I am thrilled to sit beside her in 2018! (But we may need a larger board table!) As for the day to day operations, the association's pillar is our Executive Director, Josie, who manages to navigate a very fast moving and ever growing non-profit organization. Together with her amazing staff, Josie makes the day to day look seamless when in reality they work very hard to keep this association and all its events enjoyable to its members. Thank you, everyone!

2017 was a banner year for the association's membership growth. In 2017, our membership grew 8% with 155 new members and 7,162 new units! Our Government Affairs Committee has raised a record \$14,369 in PAC donations! Our event attendance was incredible, with over 275 attending Casino Night, a total of 360 members attending the 3 After Work Networking events that have happened so far this year, and we had over 367 people registered for Maintenance Mania. Those are record breaking attendance numbers!

I wrote often this year, thanking you for your membership but I also made a special effort to emphasize the importance of being involved. I hope you continue to be involved in 2018 and help support others who may not see the open door.

I wish you a happy holiday and look forward to the new year!



Andy Meador, CAMT

TAA President
McDowell Properties
taapresident@triangleaptassn.org



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Holiday Festivities are Coming! What if They are Too Merry?

By Brownlee Whitlow & Praet, PLLC

An often misunderstood issue that you hear a lot about around the holidays is: what happens if someone has too many adult beverages at your gathering and injures themselves or others? This falls under what is called “host liability.” Obviously nobody wants anyone at their event to be injured or to injure anyone else, and we all try to make sure people are being responsible, but what if they are not?

Many people have heard of bars or restaurants being found liable (or guilty) for “over-serving” a patron who injured himself or others. This falls under what are called “dram shop” laws and are really only applicable if alcohol is being sold, which I don’t think would apply to any of our members. Host liability is less well known, thankfully.

“Host liability” is the idea that the host of a social or business event is just as liable for damages that occur as a result of serving alcohol to intoxicated guests as any bar or restaurant owner. A host can be anyone or any business who hosts a social gathering, including private individuals or organizations, at events of any size, whether it is a private dinner or a large corporate event. The outcome will be the same: if you serve alcohol to a person, when you know (or should have known) that the guest was intoxicated, and would be driving after the event, you may be held liable for any people or property that the intoxicated person damages as a result of his or her drunk driving. Liability to the intoxicated individuals themselves is less likely in North Carolina because that person should

be found to have “assumed the risk” of their dangerous conduct by drinking the amount that they did.

The first thing you may be thinking is: Does this mean I can’t serve alcohol at community or corporate functions? Not necessarily. The thing to remember is that liability only arises when three specific things occur.

1. Serving alcohol at events: The first event that triggers host liability is that the host must be serving alcohol to people. The mere fact that someone arrives at your event drunk or brings their own alcohol and drives away afterward is not itself sufficient to make a host liable for that person’s actions. In order for a host to be responsible for the damages of an intoxicated person at their event, there must, at the very least, be alcohol provided by the host. So, the easiest way to avoid host liability is to run a dry event, but that’s not always practical (or desirable).

2. Knowing when your guests are intoxicated: The second factor that must be present to give rise to host liability is the knowledge that the guest is intoxicated at the time that you are serving him or her alcohol. Merely serving a person alcohol does not mean that you are liable for any damages that he or she causes after leaving your event. However, if you know, or even if you should know, that a guest is intoxicated, you must immediately stop serving that person alcohol in order to limit your liability for injuries that occur after the event ends. The dangerous gray area here is the fact that you may be liable for

serving alcohol to an intoxicated person even if you are not actually aware that they are intoxicated. It may be extremely difficult to determine when someone is intoxicated based on their actions, number of drinks consumed, or suspected tolerance. A way to limit this liability would be using professionally-trained servers and bartenders who are experienced in determining a guest’s level of intoxication when possible. When that is not possible, it is better to err on the side of caution and refuse to serve a guest whom you or your staff believes may be intoxicated. An additional way to limit consumption is through the use of a limited number of drink tickets per attendee, which would limit the number of adult beverages that you allow them to have. Practically speaking, occasionally people get around this limited number of tickets we hear, but at least you have set an expectation.

3. Guests who are operating vehicles after leaving the event: The third issue that will create liability for hosts occurs when the guest who has been drinking drives home (or somewhere else) in their own vehicle. While it may be possible in some situations to provide shuttles or other transportation services, these options are not always practical in the majority of large events. Promoting the use of options such as taxis, Lyft, Uber, or other alternatives to driving has been shown to reduce the number of drunk driving incidents. While a host is not required to babysit guests to ensure that each person has a safe ride home after an event, encouraging and informing guests of other

options can significantly reduce the number of people who drive under the influence. This will, in turn, significantly reduce the host's potential exposure due to intoxicated drivers leaving their event.

All three of these factors must be present in order to create liability for the host. If any one of these is not present, the host is not liable for damages caused by a guest who attended the host's event.

What about waivers?

You may wonder if it is possible to reduce or eliminate your liability by having guests sign a waiver, releasing the host of responsibility for damages that occur as a result of a guest who drives intoxicated after leaving an event.

When determining liability North Carolina law limits what you can recover if you contributed to the cause of the injury. This is called "contributory negligence." So, it

will be difficult for a person who drank the adult beverages themselves, unless they were unaware of what they were drinking, to successfully get a judgment against the person who served said beverages. So, the greater concern is a person who is injured by an attendee of the event, because they were injured through no fault of their own. Additionally, as they did not attend the event they would not have been presented with a waiver to sign.

As such, while having a waiver policy in place may reduce or limit liability and reduce the likelihood of a guest suing a host, a waiver is not guaranteed to protect the host in the event of a lawsuit brought by an injured party.

Conclusion

Host liability is a real concern for any organization or person wishing to hold an event where adult beverages are provided. Adult beverages

should be served with caution and concern for the level of intoxication and safety of the guests and those with whom guests may come into contact. You can reduce potential liability by making policies against over-consumption and drunk driving well-known, provide trained bartenders and servers when able (and when not, supply sufficient staff to monitor the level of intoxication of guests), advertise transportation options (like "Uber" or "Lyft") to guests, and, if at all possible, prevent an obviously intoxicated person from getting behind the wheel of a vehicle. Not only do these safeguards protect people from injury due to intoxicated drivers, but they significantly reduce a host's exposure to lawsuits and damages.

This article is not legal advice and should not be relied on as such. You should seek advice of legal counsel with your specific facts.

New Construction Bus Tour

Thursday, November 30, 2017

Tours: 12:30-4:30pm

Reception: 5:30-7pm

\$85 Owner/Operator Members

\$110 Associate Members

\$125 Non-Members

Registration Deadline: Monday, November 27, 2017

Join us as we tour some of Raleigh's newest communities and hear about the latest trends. Hear about submarket performance, market trends, new product trends, demographic and employment statistics and factors driving new development. With one of the hottest apartment transactional markets in the country, you will also hear more about apartment sales transactions and recent top trades.

Whether you are an investor, owner, developer or operator, you will walk away with a better understanding of the Raleigh market!



Event Sponsors Gold Visionary Partners



Highlights include:

Creekside at Crabtree
Park Central North Hills
Sojourn Lake Boone
The Carolinian on Glenwood

We're Saving You a Seat at the Head of the Class: Register Now for NAA's CampusConnex

By Cindy Clare, Kettler Management
2017 National Apartment Association Chairman of the Board



Brand new name, sunny new location! NAA's Student Housing Conference & Exposition is now CampusConnex! You can expect the same energetic, high caliber event with the best and brightest industry insights—but now with a new name. The show is also moving to Orlando, February 13-14, 2018, and registration is open now at www.naahq.org/campusconnex. There's no better place to get connected.

Register by December 1 to save \$300 on your attendance investment, and spend the time with nearly 900 student housing professionals and over 100 leading industry exhibitors, learn all facets of the business with keynote speakers, breakout sessions and industry panels. And new this year, a bigger better Welcome Party celebration!

Let Congress Know: Invest in Smart Tax Policy

As Congress considers options for reforming America's tax code, they need to understand what's at stake for the apartment housing industry. The stakes couldn't be higher: Smart tax policy isn't merely a game changer for the businesses, investors and entrepreneurs who develop and manage apartments; it's a life changer for the people whose jobs depend on the industry, for the families they support, and for all Americans who make apartments their homes. And for the 12.3 million people who work in the industry, tax reform is more than just a debate in Congress. Members of the industry use key tax provisions to build family businesses, invest in communities, and provide quality housing. Each has a personal stake in the industry and recognizes the importance of having a voice when it comes to policies that could impact the industry. As Amy Smith Montoya of Bella Investment Group put it: "If you're in housing, you're in politics." Join us in urging Congress to #ProtectTheLease, and get involved at www.ProtectTheLease.com

Engage. Inspire. Empower.

Join NAA on November 6 in Fort Worth, Texas, for our next NAAEI Leadership Experience: Powered by Dale Carnegie seminar focused on leading an organization through urgency and change by increasing accountability and offered in conjunction with the Assembly of Delegates meeting. (Please note that registration for any of NAAEI's training is a separate registration fee from the conference.)

Successful leaders are those willing to adapt and sharpen their own skills to improve team performance. By completing this full-day seminar, based on Dale Carnegie's world-class curricula and developed by apartment industry executives, you'll learn what it takes

to be a leader who inspires and empowers but doesn't dictate, creating confident and enthusiastic teams that grow your net operating income.

If you're in charge of a team, whether as a corporate department head, regional manager or other team leader, this seminar is for you!

For more information and registration, visit: www.naahq.org/education-careers/leadership-training/dale-carnegie

You Wouldn't Build Without Blueprints, So Why Budget Without Benchmarks?

The premier industry budgeting tool—the 2017 NAA Survey of Income & Expenses (IES)—is the most comprehensive look at apartment housing operations data. With detailed local market and national economic analysis (in over 100 single markets), it gives apartment operators the financial tools they need to measure their performance against their peers. Order the 2017 IES and read the executive summary at www.naahq.org/17ies.

Take a Trip Back in Time: 'REWIND' to Atlanta

The 2017 NAA Education Conference & Exposition—the largest, most important annual industry gathering—may be over, but that doesn't mean you still can't benefit from the great tactics and strategies shared amongst the industry's best and brightest.

Take advantage of all the great information by purchasing NAAEI's REWIND program, which grants you full access to the recordings and slide-decks of 50+ education sessions. Visit: www.naahq.org/education-careers/online-learning/rewind-recordings.

The Most Widely Used Lease Product in the Apartment Industry, Exclusive to NAA Members

Developed exclusively for NAA members, Click & Lease makes apartment leasing fast, safe and simple. Everything you need is online. Speed up the preparation of legal documents, make your onsite leasing process more efficient and streamline applications for prospective residents. No wonder it's the most widely used standardized lease program in the apartment housing industry.

Benefits include current and comprehensive forms, one common lease and one common vendor, online and paperless, compatibility (Click & Lease integrates with multiple software programs so site teams can generate accurate lease forms within your current system) and availability in 48 states and Washington, D.C. Top industry executives representing numerous leading companies choose to use the NAA Click & Lease Program. But don't take our word for it—hear it straight from them at bit.ly/ExecTestimony. To learn more about how the NAA Click & Lease program can benefit your business please visit: www.naahq.org/lease.



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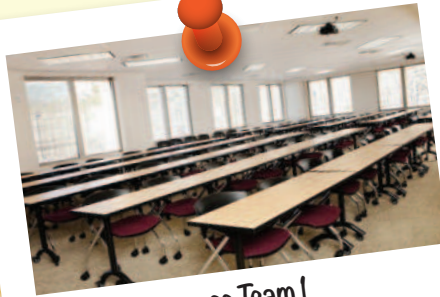
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TAA's Products & Services



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



TAA/Response Team I
Education Center, Capacity: 82



Small Conference Room, Capacity: 10



Large Conference Room, Capacity: 20

A banner for TAA's Career Center featuring a group of people sitting on a bench. The text "TAA's Career Center Connecting Talent with Great Opportunities" is overlaid. Below the banner is a section titled "Introducing TAA's NEW online career center!" with three star icons and bullet points: "Sign up and create your Employer Profile today!", "Check out the new pricing model. Post a position for as low as \$199.", and "Upgrade your hiring and start reaching more qualified job seekers. Visit us at: careers.triangleaptassn.org". At the bottom, it says "Questions?" and "taa@triangleaptassn.org".

TAA's Career Center
Connecting Talent
with Great Opportunities

Introducing TAA's NEW online career center!

- ★ Sign up and create your Employer Profile today!
- ★ Check out the new pricing model. Post a position for as low as \$199.
- ★ Upgrade your hiring and start reaching more qualified job seekers. Visit us at: careers.triangleaptassn.org

Questions? taa@triangleaptassn.org

TAA's Online Directory

Owner/Operators, are you looking for a new vendor or service provider? Check out our online "Supplier Directory!"

Vendor/Suppliers, you automatically receive your basic profile in our Supplier Directory as part of your membership. Contact us for more information about upgrading your profile to a "Featured Profile!"

For additional information on the products and services provided by TAA, visit www.triangleaptassn.org or email Terri Exel at memberservices@triangleaptassn.org

YOUR AD HERE

If you stopped to read this page, so
did our other 5,255 readers.

Next issue—put your name here instead.

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TAA's 2017 Golf Tournament



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Putting Green

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Management, LLC

Beverage Cart

BG Multifamily
SageWater

Breakfast

RestorePro Reconstruction, Inc.

Sign Only

Baker Roofing

On September 15, over 215 members and guests came together at The Neuse Golf Club for TAA's Annual Golf Tournament. Everyone in attendance was able to enjoy the perfect weather along with lots of networking and fun.

Lunch was provided by Barone Meatball Company and The Wandering Moose Food Trucks. And, dessert was provided by The Parlour Bus. This year's tournament was the most successful to date thanks to our Sponsors, Golfers and Volunteers!



TAA was very excited to host Maintenance Mania® on the afternoon of Wednesday, October 18 at the PNC Arena, on the Arena Floor. With 62 Competitors and over 280 Spectators present to cheer on our Service Team Members, it was quite an event! It had been six years since this event was held in the Triangle and we could not be more excited about the level of support from our Membership!



TAA President Andy Meador with Tony Mills



Overall Winners: Forrest Dyer, Alexis Vazquez and Brandon Perkins.

Maintenance Mania® Winners

Overall Winners

- 1st Place | Alexis Vazquez, Brentwood West Apartments, Drucker & Falk, LLC
- 2nd Place | Brandon Perkins, Camden Asbury Village, Camden Properties Trust
- 3rd Place | Forrest Dyer, Carolina Spring, The Franklin Johnston Group

A.O. Smith® Water Heater Installation

- 1st Place | Brandon Perkins, Camden Asbury Village, Camden Properties Trust
- 2nd Place | Nashid Copelin, Brentwood West Apartments, Drucker & Falk, LLC
- 3rd Place | Juan Carlos Torres Rodriguez, Brentwood West Apartments, Drucker & Falk, LLC

SmartComfort™ by Carrier® Air Conditioner Repair

- 1st Place | Brandon Perkins, Camden Asbury Village, Camden Properties Trust
- 2nd Place | Alexis Vazquez, Brentwood West Apartments, Drucker & Falk, LLC
- 3rd Place | Jordan Bradford, South Terrace at Auburn Apartments, IRT Management, LLC

Fluidmaster® Toilet Repair

- 1st Place | Juan Carlos Torres Rodriguez, Brentwood West Apartments, Drucker & Falk, LLC
- 2nd Place | Brandon Perkins, Camden Asbury Village, Camden Properties Trust
- 3rd Place | Catalino Jusi, Croasdaile Apartments & Crossings, Ginkgo Residential, LLC

Frigidaire® Icemaker Installation

- 1st Place | Nolan Buckner, The Mews Apartments, Palms Associates, LLC
- 2nd Place | Forrest Dyer, Carolina Spring, The Franklin Johnston Group
- 3rd Place | Alexis Vazquez, Brentwood West Apartments, Drucker & Falk, LLC

Kidde® Fire & Carbon Monoxide Safety Installation

- 1st Place | Alexis Vazquez, Brentwood West Apartments, Drucker & Falk, LLC
- 2nd Place | Catalino Jusi, Croasdaile Apartments & Crossings, Ginkgo Residential, LLC
- 3rd Place | Forrest Dyer, Carolina Spring, The Franklin Johnston Group

Kwikset® Key Control Deadbolt Test

- 1st Place | Alexis Vazquez, Brentwood West Apartments, Drucker & Falk, LLC
- 2nd Place | Nashid Copelin, Brentwood West Apartments, Drucker & Falk, LLC
- 3rd Place | Brandon Perkins, Camden Asbury Village, Camden Properties Trust

Seasons® Ceiling Fan Assembly

- 1st Place | Alain Molina-Jauregui, Northridge Crossings Apartments, Drucker & Falk, LLC
- 2nd Place | Brandon Perkins, Camden Asbury Village, Camden Properties Trust
- 3rd Place | Emanuel Rocha Gomez, Avalon Peaks Apartments, Drucker & Falk, LLC

Race Car Competition

- 1st Place | Darren Curtis, The Ashborough Apartments, Rich Management, LLC
- 2nd Place | Carlos Torres, Hampton Village of Rocky Mount, TradeMark Residential Properties, Inc.
- 3rd Place | Nashid Copelin, Brentwood West Apartments, Drucker & Falk, LLC

People's Choice Car Winner

Tony Mills, Amelia Station, Drucker & Falk, LLC (pictured above)

Best Use of Maintenance Supplies Car Winner

Tony Mills, Amelia Station, Drucker & Falk, LLC

Spirit Award

TradeMark Residential Properties, Inc. (pictured on the right)



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Presented by:



Presenting Sponsor:



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MAINTENANCE MANIA!

OCTOBER 18, 2017



★ Triangle Apartment Association's Service Appreciation ★ ===== Night =====

Immediately following Maintenance Mania®, a Service Appreciation Dinner was held in the Arena Club with over 250 Attendees. Thanks to our Sponsors, Competitors and Attendees for making this an event to remember. And, a very special thank you to our Service Team Members for all they do day in and day out!



Thank You to all our Sponsors!

Venue & Prize Sponsors



Raffle Prize Sponsors



★ Apartment All Stars

The Apartment All Stars tour is a one of a kind event with the unique lineup of three national speakers in the apartment industry all on one stage. On Thursday, September 28 at the McKimmon Conference & Training Center, over 140 TAA Members were able to experience the Apartment All Stars. All Star Pete Regules, along with CORT Furniture Rental, served as the MC and set the tone for an exciting, motivating and fun morning. Those in attendance walked away fired-up and energized with many great cutting edge ideas and information that could be implemented right away. Many in attendance were texting and sharing their information with colleagues and team members before they even left the building!

TAA took advantage of a new component added to the 2017 Apartment All Stars Tour lineup this year, an Executive Session. The one-hour session entitled, *"Is the Glass Half-Full or Half Empty? Does it Matter? The Two Traits You Must Have to be a Transformational Leader"* led by All Star Alex Jackiw, was the first of its kind and had 40 people in attendance.

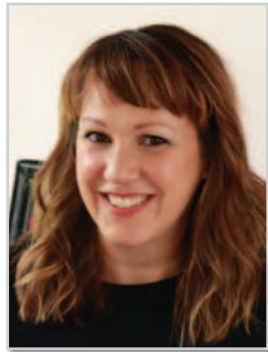
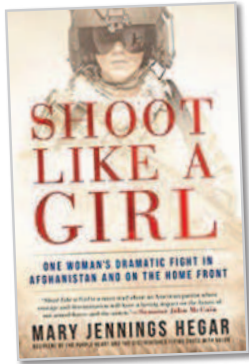
A big thanks to our Apartment All Stars Alex Jackiw, Jackie Ramstedt, Pete Regules and Lisa Trosien who replaced Kate Good, who was unable to attend, due to hurricane Irma.



Lisa Trosien, Jackie Ramstedt and Alex Jackiw



TAA's January Membership Dinner Meeting & Board of Directors Installation



Major MJ Hegar

In this keynote, through harrowing war stories and powerful lessons on social change with practical advice on leadership, diversity, teamwork and motivation, Major MJ Hegar reveals how to be a catalyst for change on a large scale, be it in your career, at home, or on a national or global level. When someone tells you that something cannot be done, she says, the only way to prove them wrong is to do what they believe to be impossible.

About the Speaker, Major MJ Hegar

Major MJ Hegar is a hero twice over—a Purple Heart-decorated pilot, and the soldier who challenged a discriminatory military policy, winning women the right to

Thursday, January 18, 2018
5:30pm - 6:30pm Registration & Networking
6:30pm - 8:45pm Dinner & Meeting

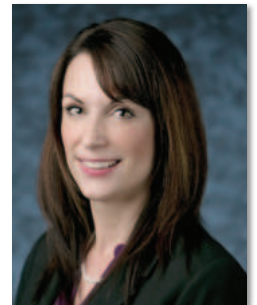
Embassy Suites – Hilton Raleigh Durham Research Triangle

Keynote Topic: Be the Change

serve on the front lines for the first time in history. Named one of Foreign Policy's 100 most influential women, and best-selling author of *Shoot Like a Girl*, a soon-to-be major motion picture, Hegar's exceptional grit shows that fighting for what you believe in—in enemy territory and beyond—is always worthwhile. Her heroic actions in Afghanistan, including when she was shot down on a Medevac mission, were pivotal in rescuing her crew and patients, and she became the second woman in history to earn a Distinguished Flying Cross with Valor Device.

Board of Directors Installation

Also, a highlight of the evening will be the installation of **Claire Michael, Regional Vice President, Fairfield Residential, LLC**, as the 2018 President, along with the 2018 Officers and Directors.



Claire Michael

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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

Currently
\$14,369

President Club Level \$1,000+

Chris Loeb sack Andy Meador Todd Whitlow

Ambassador Club Level \$500-\$999

Crystal Crosby Craig Nardi
Claire Michael Norm Praet

Capitol Level \$200-\$499

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Katy Boone	Josie Eatmon	Justin Kempe	April Vasta
Brenda Brantley	Chris Fortune	Kelli Lea	Judy Wade
Craig Cadwallader	Vicki Franciosi	Charles Persons	

Advocate Level \$50-\$199

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Dena Daniels	Rebecca Kalishek	Chris Smith
Sheronda Dennis	Nicole Kennedy	Darryl Smith
Elizabeth Godwin Riley	Laura King	Jeannette Steele
Becki Hale	Beth Kirkpatrick	Cliff Webster, Jr.
Natalie Hart	Timothy Masters	Mary Beth Woodard
Jay Haselden	Robert Metzger	Rita Zepeda
Kristi Henderson	Latoya Patterson	Julie Chu Zhang
Michael Hobbs	Suzanne Pratt	
Patrick Johnson	Terry Ragland	

Member Level \$5-\$49

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Ash Bell	Michael Dix	Shelby Hyatt	Luke Michaels	Daniel Porterfield	Chris Thurow
Josh Benton	Colleen Doubek	Brittany Jones	Jerry Michel	Tonya Presby	Lauren Varnhold
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Jess Cooper	Skye Hemsworth	Kalien McDole	Betsy Petrucci	Marianne Spicer	
Pip Cornish	Aby Henneberry	Misti McElwee	Anna Pfeiffer	Marcus Spriggs	

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!

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



TAA-PAC endorsed Farad Ali for Mayor of Durham. The Villages at Ellis Crossing hosted a meet and greet with Farad and invited members and residents.



TAA-PAC endorsed Jim Thompson for Mayor of Wake Forest. Ardmore Heritage hosted a Meet & Greet with Jim in September inviting TAA members and residents. The 1950's style theme also featured root beer floats!



Rep. Chris Malone joined us for the October Government Affairs Committee meeting.

Local Municipal

Local municipal elections happened in October and November 2017, check out our website for an updated list of who was elected.

Cary Economic Development Highlights

Since the beginning of 2017, nine projects have been won with a total of 1,600 new jobs and \$176 million in new investment. The jobs and investment are divided relatively equally between new and existing companies.

- Cary ED is currently working on ten active

projects that account for over 52,000 new jobs and over \$278 million in new investment.

- Class A office vacancy rate in Cary is down to 6.24%.
- Cary's unemployment rate of 3.3% is lower than the national, state and county averages (4.6%, 4.5% and 3.6% respectively).

Chapel Hill

The Council adopted a resolution to designate 2200 Homestead Road as an affordable housing site and authorized the Town Manager to continue to pursue development of a mixed-income affordable housing development on that site.

Raleigh

Multifamily: At the June 13, 2017 City Council work session, Solid Waste Services (SWS) presented a recommendation to improve recycling participation in multi-family complexes by replacing the current igloo and cart program with a dumpster program. In those complexes where dumpsters were not feasible, SWS is recommending installation of cabinet style recycling units. Several council members expressed some concern over the size of the slot, in which citizens would insert their recycling, fearing this might deter them from

recycling. SWS staff agreed to return to the vendor to determine if this opening could be altered to address this concern, and the vendor has provided a prototype with a larger opening. This cabinet has been made available for the Council to examine outside of the front doors of the municipal building. City staff is prepared to move forward with negotiating a contract with Fibrex, Inc. in an amount not to exceed \$332,000. Funding is appropriated in the annual operating budget.

Be A Part of the Legacy



When you give, your donation provides support for the development and advancement of apartment industry professionals in the Triangle area through continuing education courses/seminars/workshops, national designations and certifications; provides scholarships for industry education and funding for career oriented resources benefiting rental housing owners and operators; further, continually enhances the state of the art Education and Training Center through technology and upgrades. With your donation today, your name will be permanently displayed.



Donation Tiers:

\$5,000 Summa Cum Laude Sponsor for Education Center
(Name of Contributor on the TAAEF Donor Wall of Fame)

\$2,500 Magna Cum Laude Sponsor for Education Center
(Name of Contributor on the TAAEF Donor Wall of Fame)

\$1,000 Cum Laude Sponsor for Education Center
(Name of Contributor on the TAAEF Donor Wall of Fame)

\$500 Friends of TAAEF Sponsor (Name of Contributor on a 9" Star on the Friends of TAAEF Wall)

\$200 Friends of TAAEF Sponsor (Name of Contributor on a 6" Star on the Friends of TAAEF Wall)



Donate Online OR Submit Your Commitment Form By: Thursday, November 16, 2017



education classes

Please visit TAA's website for full details 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.**

Certificate for Apartment Maintenance Technicians

November 7, 2017: Interior & Exterior Maintenance & Repair

November 8 - 9, 2017: Electrical Maintenance & Repair

December 12, 2017: Heating Maintenance & Repair

December 13, 2017: Air Conditioning Maintenance & Repair

January 9, 2018: Plumbing Maintenance & Repair

January 10, 2018: Appliance Maintenance & Repair

January 11, 2018: CAMT Review & Exam

9:00am – 5:00pm (All dates)

Full certification: \$1,159 Members

\$1,359 Non-Members

Per Technical Course Module:

\$225 Members | \$255 Non-Members

Instructor: Mark Cukro, CAPS, CAMTI, CAMTII, CPO, CFC, President & Owner of Plus One Consulting, Inc. – Service Team Training.



Earn your Certificate for Apartment Maintenance Technicians and advance your career in apartment maintenance. NAAEI developed the CAMT program to provide the knowledge and tools necessary to run a cost-effective maintenance program. Whether you are a new or experienced maintenance technician, we recommend this course!

Leasing 101 Fundamentals

November 15, 2017

Time: 9:00am – 4:30pm

Fee: \$185 Members | \$285 Non-Members

CECs: Six (6) Continuing Education Credits (CECs)

Instructor: Rebecca Rosario, NALP, CAM, NAAEI, Owner of Full House Marketing, Inc.

This full-day workshop is ideal for team members who are new to the apartment industry and need industry training, as well as managers, assistant managers, and leasing veterans who want to brush up on their skills.

2017 NAAEI CREDENTIAL INSTRUCTORS

Thank You So Much!

Learning is spontaneous, unpredictable, fun, and passionate and being able to help someone learn is a talent. Thank you for sharing your talent and empowering the future industry professionals of tomorrow. With sincere appreciation, the Triangle Apartment Association and Education Committee would like to thank you for serving as instructors for the (NAAEI) National Apartment Association Education Institute Credential courses, during 2017.

CAPS

Alex Jackiw, CPM, CAPS - Milhaus Management - Assistant Professor Ball State University

NALP

Genea Closs, CPM, CAM - NAAEI Faculty - Signalscape, Inc.

Rebecca Rosario-Bueno, CAM, NALP - NAAEI Faculty - Full House Marketing

CAMT

Mark Cukro, CAMT - NAAEI Faculty - Plus One Consulting, Inc. & Service Team Training

CAM & CAS

Genea Closs, CPM, CAM - NAAEI Faculty - Signalscape, Inc.

Mindy McCorkle, CAPS, CAM - NAAEI Faculty - Enhancement Talent Development, LLC

Brandon Negron, CAPS, CAM, NALP - NAAEI Faculty - Landmark Property Management Company

Terry Ragland, CPM, CAPS, CAM - NAAEI Faculty - Blue Ridge Companies

Rebecca Rosario-Bueno, CAM, NALP - NAAEI Faculty - Full House Marketing

Jeannette Steele, NAAEI Faculty - Drucker & Falk, LLC

new lease on life

Thank you to the 2017 New Lease on Life Contributors!

Philanthropist (\$500+)

Brownlee Whitlow & Praet, PLLC
Leslie Mathis
Loebsack & Brownlee, PLLC
WASH Multifamily Laundry Systems
Chris Williams

Humanitarian (\$250 - \$499)

Jay Haselden
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SERVPRO of N Raleigh,
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Terry Ragland

Benefactor (\$100 - \$249)

Anonymous (4)
Mike Caputo
Chris Fortune
Elizabeth Godwin Riley
House of Hops
Pete Rogers
Bret Smith
Judy Wade
Todd Whitlow

Helping Hand (\$1 - \$99)

Anonymous (4)	Misti McElwee
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Louis DiBernardo	Food Truck
Josie Eatmon	Kevin Routhieaux
H. Han	Donald Swink
Natalie Hart	April Vasta
Kelli Lea	Sandy Wade
Mary Catherine Lee	

**Updated 10/23/17 – Please visit our
website for an updated list of Contributors.*

Donations Never Take Vacations:

TAA's 2017 Summer Collection Drive RECAP



TAA's Public Relations and Community Outreach Committee hosted a Summer Collection Drive themed "Donations Never Take Vacations" with monetary donations benefitting A New Lease on Life and all donated goods benefitting Durham Rescue Mission, Raleigh Rescue Mission, and Family Promise of Wake County. With over 55 total companies, communities, and individuals donating, we were able to provide plenty of goods to all 3 organizations and raised over \$6,400 for A New Lease on Life! Thank you to everyone who came out and donated! A big thank you goes to Brownlee Whitlow & Praet, PLLC for matching \$2,500 and to House of Hops and Rare Earth Farms Food Truck for donating 10% of sales that evening!



TAA's New Lease on Life (NLOL) is a 501(c)3 organization, featuring a Transitional Housing program. Designed to help homeless families get back on their feet, the program's goal is to not offer a hand out, rather a hand up. We are the bridge connecting member management companies with a local nonprofit agency for a 12-24 month period to provide an available apartment home at a reduced rate with quarterly gradual increases. The end goal is for each family to be self-sustaining and be able to continue to be a renter at market rent.

Get involved! For all questions regarding A New Lease on Life's program and how to get involved, please email nlol@triangleaptassn.org.

@taaNLOL



Brownlee Whitlow & Praet

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Brownlee Whitlow & Praet, 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 federal, state and local law regulations compliance, collections, and, when necessary, litigation needs. With offices in Raleigh, Charlotte, and Charleston we represent the interests of property owners and managers in all aspects of landlord tenant law including:

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LEASE AND LEASE ADDENDUM PREPARATION AND NEGOTIATION

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Email: evan@coresmgt.com
Telephone: 310-560-8864

Dasmen Residential

400 Rella Boulevard Suite 212
Montebello, NY 10901
Contact: Katherine Grove
Email: kgrove@dasmenresidential.com
Telephone: 888-585-3212

GEM Management, LLC

2021 Cross Beam Drive
Charlotte, NC 28217
Contact: Tami Fossum
Email: tfossum@gemmanagement.net
Telephone: 704-357-6000

Village Green

300 Fayetteville Street Suite 1223
Raleigh, NC 27602
Contact: Jason Eaves
Email: jeaves@villagegreen.com
Telephone: 919-995-4313

COMMUNITIES

Autumn Woods

222 Old Fayetteville Rd
Carrboro, NC 27510
Contact: Jessica Linko
Email: jlinko@milestone-mgt.com
Telephone: 919-933-7555
Units: 236

Balfour West Apartments

3417 Balfour West
Durham, NC 27713
Contact: Judy Wade
Email: balfourwest@trademarkresidential.com
Telephone: 919-510-4010
Units: 48

Brighton Pointe Senior Apartments

3410 Leland Drive
Raleigh, NC 27615
Contact: Lauren Lewis
Email: brightonpointe@nrpgroup.com
Telephone: 919-373-0114
Units: 88

Cary Greens at Preston

2500 Grove Club Lane
Cary, NC 27513
Contact: Elizabeth Mach
Email: carygreens@greystar.com
Telephone: 919-460-9293
Units: 292

Cary Pine Townhomes

1331 Wicklow Ct.
Cary, NC 27511
Contact: Giselle Santiago
Email: carypines@prgrealestate.com
Telephone: 919-467-2274
Units: 33

Chadwick Apartments

305 East Garner Road
Garner, NC 27529
Contact: Alyne O'Keefe
Email: chadwick@cmc-nc.com
Telephone: 919-772-5430
Units: 40

Chatham Lofts

2025 Swift Commons Lane
Cary, NC 27513
Contact: Teri Davis
Email: chathampointe@venterralliving.com
Telephone: 919-465-1992
Units: 59

Cobbler's Station Apartments

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Fuquay Varina, NC 27526
Contact: Mary Batten
Email: mbatten@bellpartnersinc.com
Telephone: 919-557-5066
Units: 216

Sedgebrook Apartments

100 Sedgebrook Drive
Cary, NC 27511
Contact: Teresa Johnson
Email: sedgebrook@cmc-nc.com
Telephone: 919-461-0468
Units: 32

Sorrel Perimeter Park

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Morrisville, NC 27560
Contact: Tracie Lyon
Email: tracielyon@davisdevga.com
Telephone: 404-245-6267
Units: 262

Summerchase Apartments

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Email: live@summerchase-apartments.com
Telephone: 919-577-2101
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The Villages at McCullers Walk Apartments

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Contact: Barbara Fouquette
Email: waterbrook@norcomanagement.com
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2106 Golden Willow Ct
Cary, NC 27519
Contact: Tracy Thompson
Email: willow-creek@cmc-nc.com
Telephone: 919-377-8041
Units: 53

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Raleigh, NC 27609
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Email: sbrady@sambrick.us
Telephone: 919-795-4987
Units: 100

Stenisha Green

3012 Appledown Drive
Cary, NC 27513
Contact: Stenisha Green
Email: stenisha@stejacempire.com
Telephone: 919-349-9386
Units: 1

ASSOCIATES

Avison Young

5440 Wade Park Boulevard Suite 200
Raleigh, NC 27607
Contact: Craig Cadwallader
Email: craig.cadwallader@avisonyoung.com
Telephone: 919-420-1556

Financial Services

Dreamscapes, LLC

736 Carolina Avenue
Raleigh, NC 27606
Contact: Josh Eisenschmidt
Email: josh@triangledreamscapes.com
Telephone: 919-868-2198

Landscaping Contractor

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Contact: Karl Agell
Email: karl@elementintegration.com
Telephone: 919-561-6045

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Email: rthomas@feazelinc.com
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Email: derek@groundworklandscapes.com
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Contact: Hal Farthing III
Email: bmorgan@powermasterelectric.com
Telephone: 919-557-4477

Electric Contractor

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Raleigh, NC 27612
Contact: Todd Totherow
Email: ttotherow@signal88.com
Telephone: 984-960-9981

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Raleigh, NC 27609
Contact: James Walters
Email: james@walterslandmgmt.com
Telephone: 919-395-6833

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Email: jarmstrong@ydhvac.com
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On the Move

Night Owl Contractors, Inc. announces that Kimberly Fava has joined them in Business Development and Angela Terry as an Account Manager.

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- Management Company Change
- Company Name Change
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- Physical Address Change

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 memberservices@triangleptassn.org.

Rev It Up

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Early Bird Pricing Through 4/15/18: \$199/person
Regular Pricing Through 5/16/18: \$229/person

Online Registration Coming January 2018
www.AANCOOnline.org



2017

November

7-9 Certified Apartment Maintenance Technicians (CAMT) 9:00am–5:00pm	8 Independent Rental Owner Dinner Meeting 6:00pm–8:00pm	9 Membership Dinner Meeting 5:30pm–8:45pm Embassy Suites–Hilton Raleigh Durham Research Triangle	15 Leasing 101 Fundamentals 9:00am–4:30pm
23-24 TAA Office Closed Thanksgiving Holiday	28 Executive/Board of Directors Meeting 8:30am–11:00am TAA Large Conference Room	30 New Construction Bus Tour 12:00pm–6:00pm Location varies, see website for full agenda.	

All classes are in the TAA/Response Team 1 Education Center unless otherwise noted.

Please visit the TAA Website at www.TriangleAptAssn.org for a complete list of Courses, Events & Committee Meeting dates and times.

December

5 After Work Networking Time: TBA Location: TBA	12-13 Certified Apartment Maintenance Technicians (CAMT) 9:00am–5:00pm	13 Independent Rental Owner Dinner Meeting 6:00pm–8:00pm	14 Executive/Board of Directors Meeting 3:00pm–7:00pm Location: TBA
22 & 25 TAA Office Closed Christmas Holiday			



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