

Spring 2024

the ApartMENTOR

Serving the Triangle and Surrounding Areas

Check it out!



INSIDE:

- President's Pen, "Opportunity"
- Upcoming Education and Events
- Photos of Board Installation, Trade Show and more!

TAA 2024 Sponsors and Supporters

THANK YOU FOR YOUR SUPPORT!

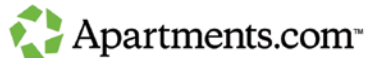
STRATEGIC BUSINESS PARTNERS



PREMIER BUSINESS PARTNERS



CHAMPION BUSINESS PARTNERS



TAA SUPPORTERS



7920 ACC Blvd, Suite 220
Raleigh NC 27617
919.782.1165 | 919.782.1169 FAX
TAA@TriangleAptAssn.org
www.TriangleAptAssn.org

Office Hours

Monday–Thursday*: 8:30am – 5:00pm
Friday: Remote

* *Appointments are highly encouraged.*
Our team members are working hybrid
schedules between the office and
remote.

TAA Mission Statement

The leading resource committed to
the advancement of the rental housing
industry through advocacy, engagement
and innovation.



Affiliated with:



TAA TEAM MEMBERS

Josie H. Eatmon
Executive Director
JEatmon@TriangleAptAssn.org

Suzanne Pratt
Director of Professional Development
Spratt@TriangleAptAssn.org

Irene Butler
Government Affairs Director
IButler@TriangleAptAssn.org

Vicki Franciosi
Director of Membership
VFranciosi@TriangleAptAssn.org

Daniel Pauley
Finance Manager
DPauley@TriangleAptAssn.org

Shawna Poteat
Education & Credentials Manager
SPoteat@TriangleAptAssn.org

Kim Ratliff
Government Affairs Associate
KRatliff@TriangleAptAssn.org

Swell Barnard
Meetings & Events Manager
SBarnard@TriangleAptAssn.org

McKena Cadawas
Communications Manager
mcadawas@TriangleAptAssn.org

Contents

- 4 President's Pen
- 6 Installation Recap
- 8 Government Affairs

- 10 Education
- 20 New Members
- 27 Events

2024 OFFICERS

PRESIDENT



Berry Craven
CAMT
Gingko Residential, LLC

VICE PRESIDENT



Franklyn Rodriguez
CAPS, CAMT
Blue Ridge Companies

TREASURER



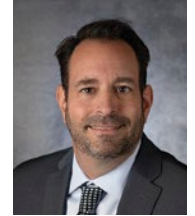
Heather Crowley
CAM
Bell Partners, Inc.

SECRETARY



Derek Tarrant
CAPS
Greystar

PAST PRESIDENT



Craig Nardi
CPM, CAPS
Independent Rental Owner

2024 DIRECTORS



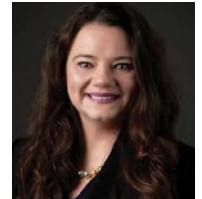
Mary Batten
CAPS
Bell Partners, Inc.



Chelsea Bell
NALP
Grubb Properties



Katy Boone
CAPS, CPO, NAAEI
Atrium Weston



Ashley Davoli
CAM, CFC, SHRM-CP
Full House Marketing



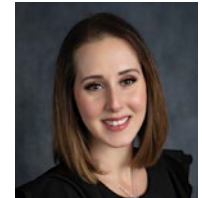
Colleen Doubek
Bell Partners, Inc.



Becki Hale
CAM
401 Oberlin



Sydney Partin
CAS
Greystar



Natasha Pinckney,
NALP, CAM
Candour House



Bernice Reynolds
Carolina Restoration
Services



Stephanie Smith
CORT Furniture



Carson Woodell, CAS
Southern Outdoor
Restoration



Norm Praet
Brownlee Whitlow Praet, LLC

COMMITTEE CO-CHAIRS

DIVERSITY, EQUITY & INCLUSION (DEI)
Kelly Hubbell
Kelli Lea, CAM, NAAEI

EDUCATION
Paula Kotarakos, CAM, Broker
Stephanie Tripp,
CAPS, CAM, CAM-SH, NALP

GOVERNMENT AFFAIRS
Scott Marczewski
Amy Timocko, CAPS

MEMBERSHIP
Laura Ryan & Steven Spears

PR & COMMUNITY OUTREACH
Bliss Chadwell
Ashley Davoli, CAM, CFC, SHRM-CP, Broker

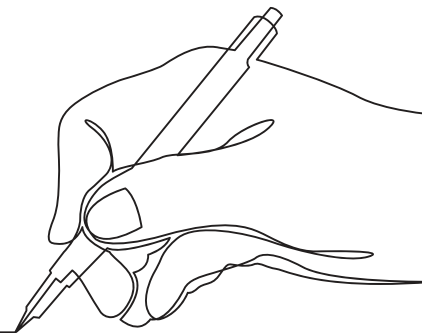
SPECIAL EVENTS
Kim Hayworth, CAPS, CAM, ACoM
Stephanie Smith

XCEL
Nataha Pinckney, CAM, NALP
Jake Sowell

Total Members: 1,279
Total Units: 181,601
Apartment Communities: 766
Suppliers: 271
Management Companies: 177
IRO: 55

TAA Member Snapshot
AS OF APRIL 2024

President's Pen



Berry Craven, CAMT

Ginkgo Residential
2024 TAA President
TAAPresident@TriangleAptAssn.org

Opportunity is the word that first comes to mind when I think of The Triangle Apartment Association. As a young 20-year-old man I was looking for an opportunity to afford my next meal. I had no idea about the true possibilities that would be in my future just by entering this industry. At that time, I did not know there was an "Apartment Industry".

I recall the day I walked onsite to inquire about a job like it was yesterday. It was early fall in Carrboro NC and like most other places in NC that time of year, the leaves were falling like crazy. I strolled in through the office doors of The Villages of Chapel Hill at 1000 Smith Level Rd and it being a huge office, I did not see anyone immediately. I heard coming from my left "May I help you?" I looked left and saw Cody, the assistant manager, in a smaller recessed office space. I answered Cody by asking if he had any open maintenance positions. Immediately from even deeper in the same office Cody was working from I heard a confident, loud and almost mocking voice say, "Heck yes sign his butt up" (I softened two of those words from the way they were exactly phrased). I realized instantly this was somewhere I could fit right in.

As I was called back into the manager's office where the voice had come from, I see a woman Ms. Cindy Boone, who is happy about what she is doing but also covered up to her arm pits in paperwork. Through our conversation, I learned she was having what was then called a MCE or monthly community evaluation the next day and was a bit overwhelmed at all she was trying to accomplish. One of the items she mentioned was all the leaves in her swimming pool and her maintenance guys having way too much to do to get to that item. I told her I had never worked on a pool but felt I could clean the leaves out and if someone wanted to show me what was needed, I would do my best. This was a few years before HR approval was a thing and Cindy was incredibly happy to immediately put me to work. I spent about two hours cleaning that pool and as they say "The rest is history" as I was on the payroll two weeks later. And the

only thing I earned from those two hours of skimming leaves was 23 years of opportunity. It was the best free labor I have ever given in terms of what I received in return!

As many of you know, I am a very loyal person. I am loyal to my company as I have been with Ginkgo (even though there have been a couple name changes) for my entire 23 plus year career. I am loyal to my industry as once I entered, you could never get rid of me. I am loyal to my association and believe my current position as TAA President speaks that better than the words I type. With all of that said my loyalties are directly related to the opportunities that have been afforded to me throughout my career. If my company had not recognized my hard work and promoted me for it and given me the raises, I felt I had earned I may have found loyalty with another company. If I had not seen the possibilities this industry was offering me, I might have gone back into building houses. If I had not seen value in the time I spent at TAA I would have found somewhere else to spend my time.

I am proud of the fact that those opportunities were earned through my hard work. I have always felt the success of my teams and my employees gave me the most pride in what I do and were a sign of my hard work. Becoming President has harnessed a level of pride for myself, my company, and my association that I didn't realize was achievable! This is where hard work and opportunity meet. I have always been a hard worker and not afraid to do whatever it takes to get the job done. At the same time, I have seen many people in this industry, and other industries, work extremely hard but do not seem to earn or be afforded the same opportunities. And that is where I feel it is my responsibility to help others learn how to access the unlimited opportunities that can be earned through getting and staying involved in TAA.

The first step for me was getting active. I attended some classes and started to see how educational opportunities could help me grow. Julie Chu Zhang was my manager and is a past president of TAA and was the person who first

(Continued on page 26)

STOP SETTLING
FIND A **CONTRACTOR**
THAT GETS

LIKE THE..

YOU

CONSISTENT.
PROFESSIONAL.
DEPENDABLE.



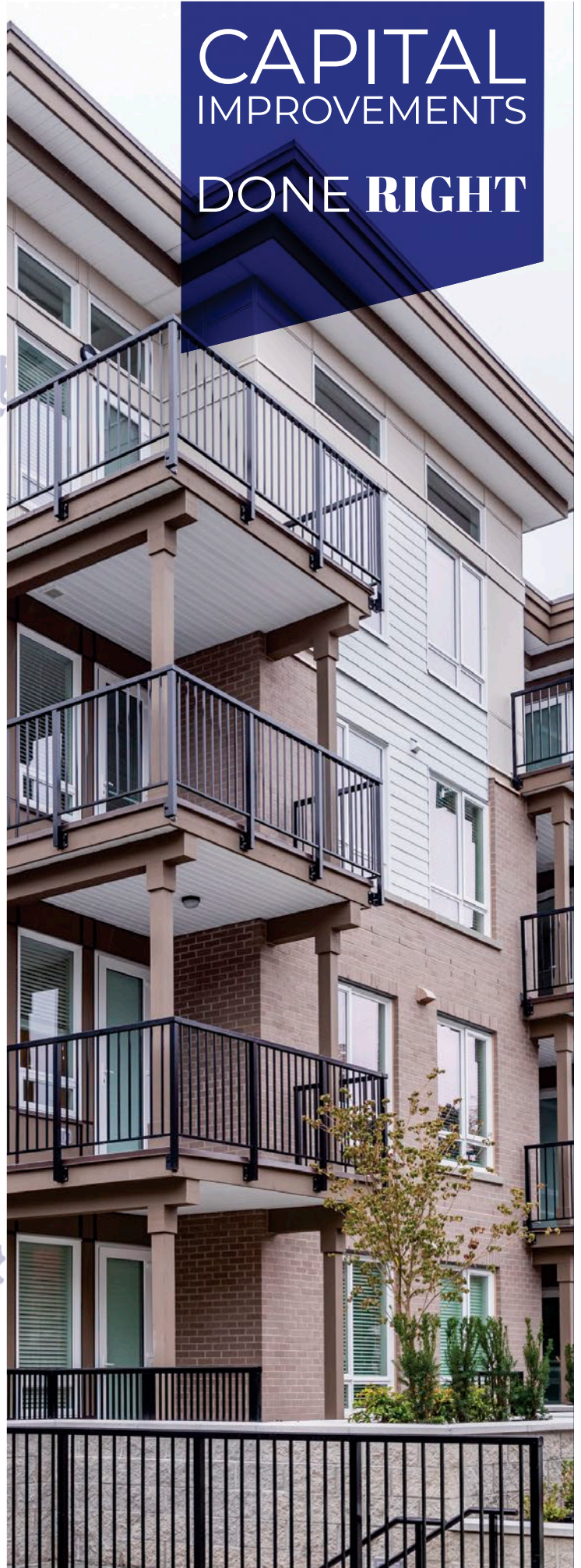
- Roofing
- Exterior Paint
- Siding
- Interior Repositions
- Amenity Updates

*RFP?
CONTACT
US TODAY*



866.792.8210
thsnational.com
sales@thsnational.com

CAPITAL
IMPROVEMENTS
DONE **RIGHT**





DINNER MEETING

Thursday, January 18, TAA embarked on a fresh start by welcoming our newest President, Berry Craven, and the 2024 Board of Directors at the Membership Dinner Meeting. **Over 300 members** gathered at the Raleigh Marriott Crabtree Valley to support and celebrate President Berry Craven. As a CAMT and Regional Service Manager with Ginkgo Residential, LLC, Berry specializes in acquisitions and renovations for assets in North Carolina, bringing 23 years of experience, with 15 years of active involvement in TAA.



2024 BOARD OF DIRECTORS INSTALLATION





Simultaneously, the **XCEL COMMITTEE HOSTED HAPPY HOUR HEADSHOTS, RAISING A RECORD-BREAKING \$1,030** for the Food Bank of Central & Eastern NC. The enthusiastic atmosphere at the Dinner Meeting undoubtedly set the tone for members, leaving them inspired and optimistic about the year ahead.



Government Affairs

GOVERNMENT AFFAIRS STAFF AND COMMITTEE

The TAA Government Affairs Staff has had a remarkably successful first quarter of 2024. We welcomed Irene Butler as the association's new Government Affairs Director. Our first **PAC Breakfast** of the year was a resounding success, with Durham Mayor Leo Williams as our esteemed guest. The event was not just well attended, but it also surpassed our initial expectations. We were honored to host Raleigh City Councilman Corey Branch and Knightdale's Mayor, Jessica Day, who provided invaluable insights and updates to the Government Affairs Committee.



TAA membership is a powerful, multidimensional approach to governance that works at all levels of the political system, uniting for a better outcome. Our participation in NAA's Advocate was a testament to this. We lobbied North Carolina's Congressional leaders, providing a platform for our members to speak directly to our federal legislators on housing issues and critical legislation under consideration. This included reforming the voucher system, eliminating barriers to development, and repealing the CARES eviction moratorium. We also held a virtual meeting to prepare members for **AANC's Educational and Legislative Conference**, where they advocated for essential housing issues at the North Carolina Legislature.





We initiated a series of **Duke Energy Informational meetings**, the first of which was fruitful. Their sub-team within New Construction, specializing in new large multifamily property development, met with our members to discuss supply chain issues, meters, inspections, pain points, potential areas of success, and any other concerns our members had.

The e-courts system in Wake County continues to face significant challenges, impacting the eviction process and failing to meet the statute's timeline. To address this, we participated in a meeting with the Wake County courts. The meeting led to a

grassroots campaign that other affiliates have taken up. Additionally, we coordinated a meeting with the Durham County court in advance of the e-court rollout in that county. TAA also worked with AANC to develop legislative language to address the challenges with the state's new electronic filing system for the judicial system.

HOUSING AFFORDABILITY SUBCOMMITTEE

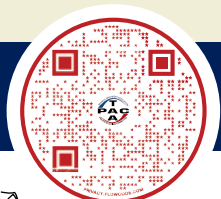
The Housing Affordability Subcommittee (HASC) was formed to provide guidance and recommendations to the Government Affairs Committee on issues related to affordable housing. HASC hosted the honorable NC Senator Natalie Murdock, who represents Durham and Chatham Counties, and Natalie Ortiz and Perry Dixon, representatives of Wake County's Housing Affordability & Community Revitalization. Discussion topics included incentives for expanded affordable housing and working together to help address the housing crisis. The subcommittee also coordinated a campaign to oppose the requested **42.2 percent insurance rate increase** **proposed** by the North Carolina Rate Bureau. The insurance commissioner, Mike Causey, agreed that the requested increase was untenable, calling it "excessive and unfairly discriminatory."

TAA-PAC NEEDS YOU!

Fundraising Progress

Due to political uncertainty at all levels of government, it is more important than ever to be part of TAA's PAC. The TAA PAC has raised \$12,235, about a third of our goal. The goal is \$36,300. This PAC helps build relationships with candidates who uphold integrity in the multifamily housing field and support housing quality, value, and choice.

PLEASE CONSIDER DONATING!



SCAN TO DONATE

For more information and to contribute, visit www.TriangleAptAssn.org/TAAPAC

Classes & Seminars

WEBINAR:

Renters and AI: To Bot or Not To Bot?

MAY 21, 2024
10:00 AM – 11:00 AM

Cost: Members \$40 | 1 CEC

Facilitator: Lia Smith, NAA Apartmentalize Education
Advisory Board Member

With the emergence of AI tools such as ChatGPT and Google Bard capturing the attention of companies across the globe, it's no surprise that multifamily operators are just as intrigued. So, how can these innovations be used appropriately to enhance the customer experience? Opponents to Artificial Intelligence say these tools are short cuts and will eventually cost real humans their jobs; while proponents say Artificial Intelligence is the key to efficiency, allowing employees to focus on more important tasks. While managing to overcome the challenges of virtual tours and centralized leasing, this session will answer on simple question: "To bot or not to bot?"

Certified Pool/Spa Operator (CPO)

JUNE 13 & 14, 2024
8:30 AM – 4:30 PM

Full Course Certification Fee:
\$385 Members | \$215 Non-Members (Two-Day)

5-Year Re-Certification Fee:
\$320 Members | \$370 Non-Members (One Day)

Re-Take Exam Fee:
\$165 Members | \$215 Non-Members (One Day)

Facilitator: Mark Peele, CAMT

Our member pricing minimum is set by the Pool and Hot Tub Alliance formerly the National Swimming Pool Foundation.

Please note! This is a one-day re-test and/or re-certification program offering instruction in swimming pool/spa maintenance and safety. Participants will need to bring a hand-held battery-operated calculator, pencil, and paper to both classes.

NAAEI Credentials Holders

CALP

Racheal Dinka
Solis Hills | Greystar

Autumn Cowart
CrossTimbers Apartments
Drucker + Falk

CAM

William Savage
The Mallory | TriBridge Residential

CAMT

Shaun Laney
Pine Ridge Apartments
Apartment Dynamics, LLC

Anthony Carr
Berkshire Ninth Street
Berkshire Residential Investments

Kevin Kupid
Clairmont at Brier Creek
KPM Carolinas Property Management, LLC

Herman Maycock
Berkshire Ninth Street
Berkshire Residential Investments

TAA'S DEI AND XCEL COMMITTEES PROUDLY PRESENT:

REIGNITE: STRATEGIES FOR BEATING BURNOUT

THURSDAY, MAY 23, 2024
9:30 AM – 12:00 PM

Cost: Members \$40 | Non-Members \$65

CECs: Two (2) CAPS, CAM, CAS, CALP, CAMT

Location: TAA Office

We often hear, "I am burnt out" and might even find ourselves saying it.

Burnout is a prevalent issue, and as our valued members, you've expressed a need for a session addressing this critical concern. You have shared a need for strategies to combat burnout, and we responded.

Invest in yourself and join us!

IN THIS SESSION, WE'LL EXPLORE:

- Identifying burnout signs and symptoms;
- The significance of setting boundaries and methods to implement them;
- Understanding self-awareness and its influence on those around us;
- The impact of burnout on various life aspects;
- Strategies to overcome burnout; and
- Potential resources available for assistance.

EVENT SPONSOR:

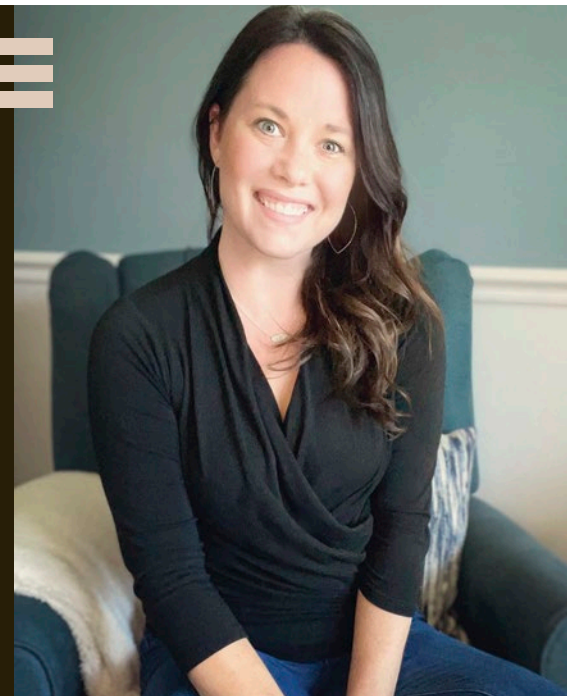


REGISTER HERE



FACILITATOR: **MEAGAN MCCABE, MS, LMFT**

Meagan is a licensed Marriage and Family Therapist and private practice owner in the Lake Norman area of North Carolina. In her work, Meagan is dedicated to practicing with the utmost integrity in order to create a safe, collaborative and supportive therapeutic relationship. She works from a strength-based and client-centered stance that focuses on helping clients create healthy and holistic relationships with themselves and others. To quote Brene Brown, Meagan believes that "owning our story and loving ourselves through that process is the bravest thing that we will ever do" and she sees her job as a therapist to walk with you and guide you through that process. Meagan holds a BA in Psychology from ECU and a MS in Marriage and Family Therapy from Valdosta State University, a COAMFT accredited program. She has been in the private practice setting since 2013 and has completed the Level 1 and Level 2 Training for EMDR, as well as RYT-200 hour Yoga Teacher Training and often uses breath-work, mindfulness, meditation & yoga in her sessions when she feels it would be helpful.



May Is Mental Health Awareness Month



Spring After Work Networking

TAA's Special Events Committee opened the 2024 event calendar with one of TAA's favorite events: After Work Networking. The event was held on March 12 at Carolina Ale House in Brier Creek. Over 165 members brought their St. Patrick's spirit and enjoyed free heavy hors d'oeuvres, swift bar service, fun activities, giveaway prizes and lots of networking.

Thank you Anvil Construction, LLC, Carolina Tree Care, JDS Consulting Services, PLLC, and Sasquatch Property Services for giving us a fantastic start to our year of events!



Save the Date!

June
11

**SUMMER AFTER
WORK NETWORKING**





TAA Multi-Family Housing Job Fair & Career Exploration

The Triangle Apartment Association (TAA) and the PR & Community Outreach Committee held their Job Fair & Career Exploration event on March 5th at the McKimmon Center in Raleigh. The event was held from 3:00 pm to 7:00 pm and had participation from 20 member companies and over 40 representatives who interacted with job seekers face-to-face.

This event was a huge success, as the number of job seekers doubled this year. To promote the event, TAA and the PR Committee collaborated with Curtis Media Group to host radio ads. The 15 and 30-second radio ads ran for a week during drive-time hours on 12 different radio stations.

WITH SINCERE GRATITUDE, THANKS TO OUR 2024 TAA MULTI-FAMILY HOUSING JOB FAIR & CAREER EXPLORATION SPONSORS AND PARTICIPATING COMPANIES.



SPONSORS

AJet Plumbing and Services
Quality Turn Flooring

PARTICIPATING COMPANIES

Bell Partners, Inc.
BGSF
Blue Ridge Companies
Bozzuto

Bridge Property Management
Camden Properties Trust
Cortland Management
CWS Apartment Homes, LLC
Drucker + Falk
Full House Marketing
Greystar
Grubb Ventures Services, LLC

Hawthorne Residential Partners, Inc.
KPM Carolinas Property Management, LLC
Lantower Residential
Mid America (MAA)
Rampart Property Management, LLC
RestorePro Reconstruction, Inc.
The Liberty Group
The RMR Group

LET THE
GAMES
BEGIN!

2024

TAA TRADE SHOW



INSPIRED BY THE 2024 OLYMPICS, THIS YEAR'S TRADE SHOW EMBRACED INTERNATIONAL PRIDE AND ATHLETIC EXCITEMENT THROUGH ITS THEME, "LET THE GAMES BEGIN!"

With more than **180 EXHIBITING BOOTHS** and over **900 OWNER/OPERATORS** in attendance, the show had just over **1,400 TAA MEMBERS** in total attendance! Exhibitors brought their *best game* to display and showcase their products and services while networking and engaging attendees in fun activities. Attendees enjoyed plenty of free exhibitor giveaways, international food, and opportunities to win prizes. The vibrant energy of the evening gave us an incredible show. At the conclusion of the trade show, the fun continued at the Trade Show Deluxe after-party offering more food, exciting games, live performers, and music.





BIG THANKS

to our Strategic and Premier Business Partners for their support and for providing our eight \$500 gift card grand prizes!

STRATEGIC BUSINESS PARTNERS:



PREMIER BUSINESS PARTNERS:



TAA TRADE SHOW AFTER PARTY

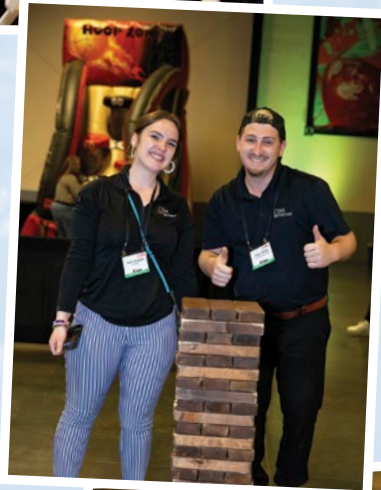
LET THE
GAMES
BEGIN!



Survey
Answers!

WHAT TAA MEMBERS SAID THEY LIKE THE MOST

- Attendance and the contact response after the show
- Great opportunities for networking – lots of foot traffic and engagement!
- Smooth check in and easy to make registration changes if needed
- Easy set-up, effective, diversity of vendors
- The theme, interactions, games and performers
- The welcoming atmosphere and happy energy
- The amazing food and incredible DJ
- The after party



SAVE THE DATE:
OCTOBER 4, 2024
TAA's Annual Golf Tournament



During TAA's annual Trade Show, the Education Committee held its 24th Battle of the Baskets fundraiser! There were a total of 14 diverse and creative baskets donated by members, including one from the Education Committee. Trade Show attendees were excited to purchase raffles tickets with the hopes of winning one or more incredible baskets – all for a great cause!

THE FUNDRAISER RAISED \$6860
with proceeds to benefit the **Copper Circle Education Scholarship Fund.**

CONGRATULATIONS TO THE BASKET WINNERS

- Angelo Azevedo
- Barry Bobbit
- Cindy Basuco
- Crystal Crosby
- Deneen Jasper
- Horatio Bird
- Kelli Lea
- Mark Womack
- MaryBeth Suarez
- Pam Booth
- Rob Clark
- Sam Amidon
- Stefan Hodgins
- Vicki Franciosi

Thank you TO THE TAA MEMBERS WHO DONATED BASKETS

- Bell Partners, Inc.
- Brownlee Whitlow & Praet, PLLC
- Drucker & Falk
- Ginkgo Residential, LLC
- Greystar
- Highmark Residential
- Impact Property Solutions
- Iron Fish Construction, LLC
- Leaf & Limb
- PRG Real Estate Management, Inc.
- Second II None Carpet Care, LLC
- Sherwin Williams Flooring
- The Shingle Master
- TAA Education Committee

*Congrats to the
2024 winners!*

*Most
Creative*



PRG Real Estate Management, Inc.

*Best of
Show*



Iron Fish Construction, LLC



Funds from the Copper Circle Education Scholarship Fund underwrite partial and full scholarships for TAA members to enroll in the NAAEI Credential programs such as Certified Apartment Portfolio Supervisor (CAPS), Certified Apartment Manager (CAM), Certified Apartment Leasing Professional (CALP), and the Certificate for Apartment Maintenance Technicians (CAMT).

Since 2001, more than 85 scholarships have been awarded.



MAXIMIZE

YOUR MEMBERSHIP



On February 15, we hosted the first of four Maximize Your Membership sessions in a sold out Education Center. Sixty-one (61) attendees learned how to make the most of their membership investment. Or, in other words, they learned how to GET STARTED, GET CONNECTED, and GET INVOLVED! A networking breakfast allowed everyone to settle in and meet some new people.

TAA President Berry Craven, Ginkgo Residential, LLC, kicked things off with a big welcome and some brief comments. Director of Membership, Vicki Franciosi served as facilitator sharing information and tips for navigating the Association. Our TAA Ambassadors and Volunteer Leaders then broke out into small groups with the participants.

JOIN US! YOU HAVE NOTHING TO LOSE AND EVERYTHING TO GAIN.

THESE FREE SESSIONS ARE HOSTED QUARTERLY

All are open to new member firms,
new employees to TAA member companies,
and those who want a refresher.

And remember, if your company is a TAA member, you are a TAA member!

REGISTRATION IS NOW LIVE

May 22 | August 27 | November 12

join our team

GET INVOLVED
GIVE BACK
GROW YOUR
NETWORK



Members with two years involvement and one year of committee service at TAA are encouraged to participate in this very important program. Our Ambassadors share their knowledge and experiences, build lasting relationships, and act as a “buddy” to our newer members. The goal is to ensure that newer members are finding their way and learning early on how to better navigate within the Association. In other words, we want to help people make the most of their membership.

Ambassador Expectations

- Work in a team of two (2) Ambassadors
- Be paired with no more than five (5) non-competing new members
- Make initial contact and introduce yourself
- Introduce new members to a minimum of 3 other members at the first event
- Check in monthly to remind new members about upcoming opportunities
- Relay any issues, suggestions, and ideas to TAA Staff Liaison
- Commit to 6 months once assigned a new member
- Attend an orientation session before serving
- Attend Maximize Your Membership quarterly information sessions when able

Criteria to Become an Ambassador

- Be a member in good standing
- Have a minimum of two (2) years involvement at TAA
- Have served on a TAA committee for a minimum of one (1) year

SOUND INTERESTING? READY TO JOIN?

Contact Vicki Franciosi, Director of Membership, at membership@triangleaptassn.org with interest.

ARE YOU A NEWER MEMBER? Interested in being paired with an Ambassador. It's FREE and one of your membership benefits. Email membership@triangleaptassn.org.

APARTMENT COMMUNITIES

1820 at Centennial

Contact: Collin Noble
preisstudent@tpco.com
Phone: (919)835-7835
Units: 50

900 Willow

Contact: Jeff Brasel
900willow@bellpartnersinc.com
Phone: (984)250-7577
Units: 253

Blue Light Living

Contact: Austin Glisson
info@bluelightliving.com
Phone: (984)219-1040
Units: 80

Brighton Pointe II LP

Contact: Lauren Bell
brightonpointe@druckerandfalk.com
Phone: (919)261-3707
Units: 88

Camden Durham

Contact: Nick Kilduff
durham@camdenliving.com
Phone: (984)464-4810
Units: 420

Centro at Pine Nash

Contact: Andrew Davies
centroatpinenash@druckerandfalk.com
Phone: (252)640-2428
Units: 240

Cleveland Green I

Contact: Angela Brown
clevelandgreen@lsamgmt.com
Phone: (919)662-0135
Units: 88

District at 54

Contact: Jason Clayton
jclayton@kapCorp.com
Phone: (919)827-4156
Units: 330

District Square

Contact: Zayn Hamad
districtcollection@greystar.com
Phone: (919)827-4156
Units: 114

Ellis Station

Contact: Jeannette Steele
ellisstation@druckerandfalk.com
Phone: (984)464-4678
Units: 428

GeerHouse

Contact: Lindsey Goodstat
geerhouse@bellpartnersinc.com
Phone: (984)920-0796
Units: 220

Hudson Georgia's Landing

Contact: Jenifer Sterner
hudsongeorgiaslanding@bellpartnersinc.com
Phone: (984)849-1128
Units: 138

Inspire Briar Chapel

Contact: Courtney Baker
leasing@inspirebriarchapel.com
Phone: (919)355-0100
Units: 150

JJ Henderson Senior Apartments

Contact: Michele Skarada
jjhenderson@ccinvest.com
Phone: (919)287-4949
Units: 177

Medley at Northwood Landing

Contact: Regina Mason
manager@medleyatnwl.com
Phone: (919)777-4112
Units: 312

Method Townhomes

Contact: Collin Noble
preisstudent@tpco.com
Phone: (919)832-7835
Units: 26

My Door Communities at Brier Creek

Contact: Rachel Weaver
briercreek@wellingtonadvisors.com
Phone: (855)959-1285
Units: 39

Oak Forest Pointe

Contact: Tousha Fowler
oakforestpointe@druckerandfalk.com
Phone: (984)296-5783
Units: 120

Pines at Wake Forest

Contact: Sean Vaughan
pinesatwakeforest@bellpartnersinc.com
Phone: (984)250-7578
Units: 99

Preston Ridge

Contact: Gina Spychalla
prestonridge.pm@kettler.com
Phone: (984)352-0402
Units: 425

Raleigh Exchange

Contact: Rebecca Sullivan
re@provencere.com
Phone: (919)205-3335
Units: 305

Sweetwater Town Center

Contact: Kristie Bunting
sweetwater@druckerandfalk.com
Phone: (919)249-7008
Units: 230

The District at North Hills

Contact: India Daymon
districtnhmgr@willowbridgepc.com
Phone: (864)918-3220
Units: 144

The Keaton at Brier Creek

Contact: Kelli Lea
thekeaton@greystar.com
Phone: (919)296-5085
Units: 264

The Tower at Carraway Village

Contact: Jamie Turner
carraway@nwrafin.com
Phone: (919)475-8404
Units: 207

Town Triangle Crossing

Contact: Victoria Moore
towntrianglemgr@relatedgroup.com
Phone: (919)568-3449
Units: 384

Vance Senior Housing Apartments

Contact: Asia Broadway
manager@vanceseniorhousing.com
Phone: (252)492-3967
Units: 31

MANAGEMENT COMPANIES

AGPM NC LLC

Contact: Debby Jordan
djordan@agpmanager.com
Phone: (407)435-6633

Blackwell Street Management Company, LLC

Contact: Jeanne Stroud
pheivly@cbc-raleigh.com
Phone: (919)433-1560

California Commercial Investments

Contact: Eileen Lewandowski
propertymanagement@ccinvest.com
Phone: (804)495-8400

Denstock Management LLC

Contact: Joy Farnsworth
joy.farnsworth@denstockmanagement.com
Phone: (434)987-6649

Liberty Senior Living

Contact: Courtney Baker
cobaker@libertyseniorliving.com
Phone: (910)705-3925

KRE UP Management LLC

Contact: Dominique Anthony
danthony@universitypartners.com
Phone: (469)242-6411

Mayroad

Contact: Kim Cariker
kimberly.cariker@themayroad.com
Phone: (505)235-8183

Provence Real Estate

Contact: Rebecca Sullivan
rsullivan@provincere.com
Phone: (678)228-0953

Vivo Living

Contact: Emily Gordon
mgibbon@vivoliving.com
Phone: (310)606-9822

INDEPENDENT RENTAL OWNERS

Adarian Dewberry

Contact: Adarian Dewberry
adarian.dewberry@gmail.com
Phone: (919)633-1715
Units: 15

AMH

Contact: Dustin Engelken
dengelken@amh.com
Phone: (703)475-8504
Units: 2,000

House of Hall NC

Contact: Melinda Hall
houseofhallnc@gmail.com
Phone: (919)740-6412
Units: 2

Patrick Realty Group

Contact: George Patrick
patrickrealtygroupcre@gmail.com
Phone: (984)212-6468
Units: 14

SUPPLIERS

Aaxon Laundry Systems

Contact: Brittany Pettineo
brittanyp@aaxon.com
Phone: (954) 772-7100

Laundry Services

AmbianceiQ

Contact: Candy Foust
cfoust@ambianceiq.com
Phone: (303)909-6082

Audio/Visual Installation

Big Blue Restoration

Contact: Holly Johnson
hjohnson@bigbluerestoration.com
Phone: (919)323-3600

Emergency Service/Restoration Contractors

Blue Valley Cabinets, Inc.

Contact: Ethan Zheng
ethan@bluevalleycabinets.com
Phone: (720)557-6329

Building & Construction Supplies; Cabinetry: Repairs, Resurfacing, & Refinishing

BoxProtect

Contact: Andrew Miller
andrew@boxprotect.com
Phone: (757)672-8562

Moving & Storage

Capitol Investment Consultants

Contact: Danny Cameron
capitolinvestmentconsultants@gmail.com
Phone: (804)310-1345

Cabinetry: Repairs, Resurfacing, & Refinishing; Concrete Service Contractors; Dryer Vent Cleaning/ Inspections; Fences/Fencing; General Contractors; Gutter Cleaning & Pressure Washing Contractors

Charge OnSite

Contact: Jim Swain
sales@chargeonsite.com
Phone: (888)343-2688

Electronic Vehicle Charging Stations/ EVSE

Cox Landscape Management

Contact: Samatha Widman
Ron@CoxServicesInc.com
Phone: 704-596-4488

Landscapers/Landscaping Contractors

Docuverus

Contact: Brooke Pate
sales@docuverus.com
Phone: (856)886-8843

Resident & Employment Screening

Doin' Work NC Inc.

Contact: Seth Smalling
Seth@doinworknc.com
Phone: (919)964-5012

Grills & Grill Servicing; Landscapers/ Landscaping Contractors; Masonry/ Stone/Pavers; Snow Removal Contractors; Tree Service

Dump Dawgs Junk Removal

Contact: Patrick Walters
contact@dumpdawgsjunkremoval.com
Phone (919)710-9386

Trash or Recycling: Bulk Removal/ Apartment Clean Out

Effortless and Key

Contact: Renee Phillips
renee@effortlessads.com
Phone: (336)608-7805

Advertising; Telecommunications and Cable Services

Elevated Facility Services

Contact: Bryson Campbell
CustomerService@EFSTeam.com
Phone: (844)464-7887

Elevators: Installation, Repairs, Parts & Sales

Entryway

Contact: Jackie Campbell
Jcampbell@entrywaytalent.org
Phone: (704)282-3224

Staffing & Personnel Services

Everon

Contact: George Malarchik
georgemalarchik@adt.com
Phone: (336)816-6708

Fire & Safety Equipment Supplies

Greenlink Incorporated

Contact: Mark Shekletski
markjr@greenlinkinc.com
Phone: (240)454-4122

Landscapers/Landscaping Contractors; Snow Removal Contractors; Tree Service; Water/Soil Testing

Guardian Water & Power, Inc.

Contact: Tricia Ricchino
sales@guardianwp.com
Phone: (877)291-3141

Utility Management & Sub-Metering

(Continued on next page)

New Members

(Continued from previous page)

Humble Brothers Facility Service LLC

Contact: Erika Torres
ntorres@hbfacilityservice.com
Phone: (919)519-4861

Bathtubs, Countertops, Tile: Repairs & Refinishing; Cabinetry: Repairs, Resurfacing, & Refinishing; Carpet Cleaning Services; Cleaning: Trash Bin/Dumpster Cleaners; Painting Contractors; Turn Service Contractors

Johnson Fitness & Wellness

Contact: Jessica Bangia
jessica.bangia@johnsonfit.com
Phone: (608)839-1240

Fitness Equipment (Indoor or Outdoor)

Labor Finders Staffing Services

Contact: Timothy McLaughlin
raleigh@laborfinders.com
Phone: (919)637-4082 x

Staffing & Personnel Services

Lodge Life Pressure Washing

Contact: Steven Lombana
steven.lodgelife@gmail.com
Phone: (919)633-0114

General Contractors; Gutter Cleaning & Pressure Washing Contractors

Logomotion Specialties

Contact: Alliene Maples
logomotionspecialties@gmail.com
Phone: (919)523-1766

Promotions & Apparel

Make It Happen Property Services LLC

Contact: Angela McGhee
angela@makeithappen-ps.com
Phone: (919)730-1213

Carpentry Contractors; Design Services (Renovation, Interior, & Exterior); Gutter Cleaning & Pressure Washing Contractors; Painting Contractors; Turn Service Contractors; Welder/Welding

Night Owl Electrical, LLC

Contact: Jim Stuart
jims@noncelectric.com
Phone: (888)283-6303

Electrical Contractors; General Contractors

Penske Truck Rental

Contact: Geno Harris
geno.harris@penske.com
Phone: (919)467-8211

Moving & Storage

Pest and Mosquito Authority

Contact: Bobby Rycroft
brycroft@bugsbite.com
Phone: (336)575-3460

Pest Control Contractors

PPG

Contact: Taylor Sparrow
TSparrow@ppg.com
Phone: (919) 412-8083

Paint and Wallcovering Supplies

Progressive Commercial Services

Contact: Meredith Newell
mnewell@callprogressive.com
Phone: (984)275-9201

Electric Contractors; HVAC Contractors; Plumbing Contractors

Sasquatch Property Services

Contact: Eli Murrell
eli@sasquatch.biz
Phone: (919)812-2329

Concrete Service Contractors; Paint and Wallcovering Supplies; Painting Contractors; Parking Lot Contractors

Shepherd Response, LLC

Contact: Amber Ward
amber@shepherd-response.com
Phone: (336)269-7530

Design Services (Renovation, Interior, & Exterior); Electric Contractors; General Contractors; HVAC Contractors; Plumbing Contractors; Turn Service Contractors

Smith & Stevenson

Contact: Mark Leonard
mleonard@smithandstevenson.com
Phone: (919)866-0761

Lighting Supplies; Plumbing Supplies

Southern Shine NC LLC

Contact: Gunnar Carrigan
gunnar@southern-shine.com
Phone: (919)841-7207

Gutter Cleaning & Pressure Washing

Stand Up Guys Junk Removal of Raleigh

Contact: Ross Lawrence
ross@standupguys.biz
Phone: (404) 543-3666

Cleaning: Trash Bin/Dumpster Cleaners; Trash or Recycling; Bulk Removal/Apartment Clean Out; Trash or Recycling: Doorstep Collection; Waste/Recycling

STAG Partners

Contact: Susan Dupont
sdupont@stagpartners.com
Phone: (980)378-2789

General Contractors; Painting Contractors; Renovation & Capital Improvement Contractors; Roofing; Turn Service Contractors

Sundek of North Carolina

Contact: Brett Schwalbach
sales@sundeknc.com
Phone: (919)670-1550

Concrete Service Contractors; Pool Service: Repairs & Supplies

Trash Butler

Contact: Brittany Berry
customerservice@trashbutler.com
Phone: 813-500-7291

Trash or Recycling: Bulk Removal / Apartment Clean Out; Trash or Recycling: Doorstep Collection

Trash and Purpose Junk Removal

Contact: Adam Cartwright
support@trashandpurpose.com
Phone: (919)230-1447

Waste/Recycling

Trenic Management Group

Contact: Temika Amerson
tamersonsr@trenicmgmt.com
Phone: (919) 592-2107

Renovation & Capital Improvement Contractors

WithMe

Contact: Kaileen Santos
kaileen.santos@withme.com
Phone: (714)476-6059

Printing & Signs; Resident Retention & Events

WxTite LLC

Contact: Sarah Willis
swillis@wxtite.com
Phone: (919)909-5763

General Contractors; Gutter Cleaning & Pressure Washing Contractors; Painting Contractors; Renovation & Capital Improvement Contractors; Roofing; Roofing Vent Repair Contactors

Yard-Nique, Inc.

Contact: Brian Phillips
bp@yardnique.com
Phone: (919)703-5334

Landscapers/Landscaping Contractors

TAA-PAC Second Quarter Membership Breakfast

Guest Speaker
Congresswoman Valerie Foushee



Friday, June 7

 **8:30 AM - 10:00 AM**

 **McKimmon Center**

Register now



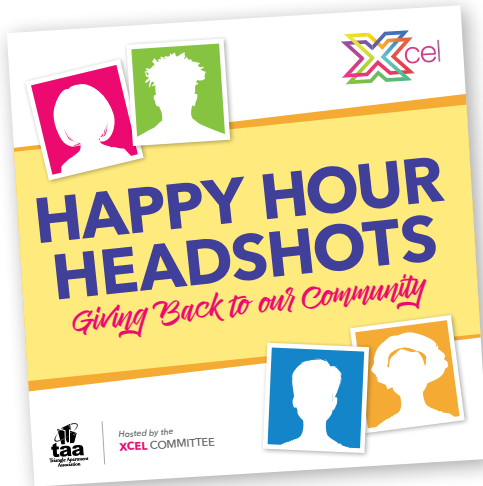


TAA's *New* Leadership Lyceum Program

TAA kicked-off its new Leadership Lyceum Program on February 29. The TAA Leadership Lyceum Program was created to unite individuals from diverse backgrounds and equip them with the skills needed to become successful leaders. It's a four-month program that aims to help participants understand the key attributes that make a leader effective, explore different leadership roles, improve their leadership styles and abilities, and gain the confidence to become a better leader in their organization, community, industry, and achieve personal and professional growth.

The program includes the John C. Maxwell DISC and StrengthsFinder leadership assessments and four seminars, "Leverage Your DISC Style," "Leverage Your Strengths to the Leadership to Be a More Effective Leader of Self and Others," "The Five Dysfunctions of Team," and "The Leadership Game." Additionally, legislative/advocacy, association management/leadership sessions, and attendance at a TAA Board meeting. The program has 30 candidates going through the program currently fulfilling the requirements to graduate on June 12.





Happy Hour Headshots

The XCEL Committee hosted its first of two 2024 fundraisers immediately before the January Membership Dinner Meeting. In a short 90 minutes, the group raised \$1,030 for the Food Bank of Central and Eastern North Carolina. Forty-six (46) members took advantage of this opportunity and with a minimum donation of \$20, received their professional headshot. A special thank you to Megan Kime Photography and all who supported this effort!



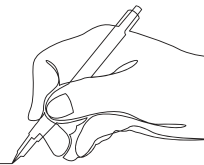
New



Hey TAA... *Check it out!*

The XCEL Committee recently kicked off its very own Podcast titled The XCEL Effect. Our goal is to provide thoughts and information on a variety of topics that are relevant and important to our members. Access the podcast by visiting www.triangleaptassn.org/the-xcel-effect-a-taa-podcast

The XCEL Mission is to **ENGAGE** with the Association, **DEVELOP** your career, and **SERVE** our community. And, if you are interested in being a part of this, please visit a committee meeting and learn how you can get involved.



(Continued from page 4)

encouraged me to get involved. Through just being in the building, I learned about opportunities I had no idea about. I found out there was a certification for maintenance folks called the CAMT. Julie suggested I apply for a scholarship for this course. I did just that and earned the scholarship through TAA's Education foundation (Now Copper Circle).

I had been in the industry for 13 years at this point and felt I would not gain much from this course. I still laugh when I think back about how wrong I was! The CAMT helped me see things from a much larger viewpoint. What owners and investors are looking for. How to train your employees and employers at the same time. How to diagnose parts as opposed to just changing the part and seeing if it repaired the problem. It was one of the best courses I have ever attended, and I still share things I learned in CAMT with my employees today. My next course was the Leadership of Excellence course (Now the leadership lyceum), and this really took my career to the next level. This course gets you outside of your comfort zone and helped me understand, as good as I thought I was at speaking in front of others, I had a long way to go to be the person and speaker I am today! And today I still know I have a LONG way still to go.

During this journey I realized I wanted to get more involved but was not sure how. Julie said to attend some different committee meetings and see if one of them interested me. I always enjoyed meeting new people and helping others feel comfortable in new environments, so I thought the Membership Committee might be for me. I was right and really enjoyed the people I was interacting with. During my time on Membership one of the Co-Chairs moved out of the area and now that seat was void. I watched the remaining chair doing the best she could but knew she needed help. A call to action went out for anyone willing to step up and be Co-chair. I had no clue what that meant but I was happy to answer that call.

During my early years in this industry, I stayed with people from my company when I attended association events like Tradeshow. Getting involved and becoming Co-chair of Membership allowed me a different view. I was now seeing all the diverse types of trades and people that support this industry besides just us onsite folks. I was listening to discussions that showed me how passionate people are at supporting and furthering our industry. I was learning how our interests aligned and that we had a voice with our local, state, and national government through our association. I was hooked and wanted to do more. TAA gave me the opportunity.

I next attended an AANC Lobby days, at Julie's request, and once again had low expectations. Politics has never been something that interested me. When I realized the politicians on the other side of our vote are just like you and me it changed my perspective. To know the people that decide our fate have only the information they learned or have been told by others to make the decisions they make, quite frankly

scared me. The truth is if you are not having your voice heard by our government officials, somebody else's voice is being heard. TAA allowed me the opportunity to have my voice heard.

I then got involved through NAA and joined their CAMT oversight committee (Now CAMT advisory group). This was my first step into truly giving back to the service side of our industry where my true passions lie. Through this committee I work to ensure the CAMT stays current and fair across all platforms and performs to design by increasing the quality of service technicians in our industry. TAA allowed me the opportunity to help improve our industry.

Opportunity is a two-way street. There are many people that walk past opportunities all day long. Some people do this because they are unsure or scared of the change an opportunity may bring. Others walk past them because they are blind to seeing them even though they are right in front of their eyes. On the other hand, there are some people who seem to earn all the opportunities. The latter are people more like me. I am more afraid of missing an opportunity than I am of the change it may create. I am terrified of staying in my comfort zone because I want it to continue to grow. I know there are opportunities for everyone out there because I see some people earning them. If it exists, I want to find the opportunity. I do not wait for opportunities I look for them. If I cannot find them, I keep looking and create opportunities along the way.

Many of you reading this have friends, co-workers, relatives, neighbors who are already in this industry. How many of them are active in their association? Do they need help finding the building? How many of you are active in your association? Do you need help figuring out how to best engage or re-engage?

How many of us will keep walking past these opportunities?

Through my 45 years in life and 23 years in this industry I have not found any one place that is the epicenter of opportunity like TAA. I may have needed help finding the building, but once I was there, I was always treated like family. The simple equation to success is getting active and staying involved with TAA and success will follow.

TAA equals opportunity and we are here to help you make the most of your career and your impact on this industry. The time you spend supporting TAA will gain you more than you know. Not just from a professional level but on a personal level. I am a better employee, father, brother, husband, son, friend, and overall person than I was before I started enjoying these opportunities. The growth I have experienced through my time at TAA is something I hope you get to experience as well. Please come enjoy an opportunity with me and TAA soon!

Upcoming EVENTS & CLASSES

MAY

- 8 Legal Issues
- 15 Leadership Lyceum Program
- 16-17 Certified Pool/Spa Operator (CPO)
- 21 Webinar: Renters and AI: To Bot or not to Bot?
- 22 Maximize Your Membership
- 23 Rise & Grind Series: Reignite: Strategies for Beating Burnout

JUNE

- 7 TAA-PAC Second Quarter Membership Breakfast
- 11 After Work Networking
- 13-14 Certified Pool/Spa Operator (CPO)
- 17-21 NAA ApartMentalize Conference, Philadelphia PA
- 19 Juneteenth – TAA Closed

JULY

- 4 Independence Day – TAA Closed

AUGUST

- 6 After Work Networking
- 20-23 Certified Apartment Portfolios Supervisor (CAPS)
- 27 Maximize Your Membership
- 28-29 Low Income Housing Tax Credit (LIHTC) Training

2024

Welcome Our Newest Team Members!



IRENE R. BUTLER

GOVERNMENT AFFAIRS DIRECTOR

Irene joined the staff in January, and is a seasoned government and political affairs executive with extensive experience in directing campaigns to influence policy for corporations, associations, trade unions and nonprofit organizations.

Since 2011 she worked for the American Society of Echocardiography (ASE), where she was Vice President, Health Policy and Member Services. In this role, she was the principal advisor to the over 17,000 members on policy and advocacy. She worked closely with the board of trustees and Advocacy Committee to shape the policy and communications, ensuring ASE had a proactive voice in driving federal and state initiatives. For 8 years, she worked as a Lobbyist with Robinson & Cole, in Hartford, CT. Her responsibilities involved lobbying the state legislature, agencies, and the Governor's office on behalf of a variety of clients and issues pertaining to utilities, a municipality, private corporations, professional and trade organizations, and nonprofit entities. She was also responsible for press, public relations and coordinated grassroots campaigns. Prior to that work, she served for 4 years as Legislative Aide to Senate Majority Leader Senator George Jepsen in Hartford.

Irene earned her Bachelor of Arts in Political Science and Master of Arts in Public Policy from Trinity College in Hartford. She resides in Apex with her husband son, daughter and 2 rescue dogs.

We look forward to Irene leading the Advocacy arm of the TAA and building on the great work accomplished over the years,



MCKENA CADAWAS

COMMUNICATIONS MANAGER

McKena joined the TAA staff in November 2023 as the Communications Intern and served in that capacity until March of this year. She transitioned to her new role, Communications Manager, due to the great work accomplished and her understanding of the non-profit sector and association management. We are excited to have McKena join the team and look forward to working with her as a full-time staff member.

McKena is a 2022 graduate of UNC-Chapel Hill, where she received her bachelor's degree in media and journalism. After graduation she worked at Eats2Seats, a venue and stadium staffing company, and Camellia Forest Tea Gardens. At Camellia Forest, her responsibilities included overseeing social media activities, fulfilling media requests, establishing a brand guideline across digital platforms, developing marketing materials for events and workshops, designing, and drafting newsletters, and creating video content for their Patreon account.

In the Communications Manager role, she will oversee all social media, design and manage graphics & marketing pieces – including member E-news blasts, serve as the official staff photographer, manage all aspects of *the ApartMentor* magazine, coordinate all in-house room rentals, oversee website design and marketing, oversee all TAA publications, and serve as staff liaison for the PR & Community Outreach Committee.

We know you join us in welcoming both Irene and McKena to the TAA team!



7920 ACC Blvd, Suite 220
Raleigh, NC 27617



RENTAL SPACE

PERFECT FOR BUDGET CAMPS AND TEAM MEETINGS.

Contact us at taa@triangleaptassn.org for more
information on pricing & availability.