



**INSTITUTE OF REAL ESTATE
MANAGEMENT
MICHIGAN CHAPTER #5**

NEWS TRAK

FALL 2008

CALENDAR 2008

October 16-20 IREM's Education Conference – Chicago, IL

Nov. 11, 12 IREM's Course *MKL405 – Marketing & Leasing: Multifamily Properties

Nov. 13, 14 IREM's Course *HRS402 – Human Resource Essentials for Real Estate Managers

November 12 IREM Monthly Business Meeting hosted by Partner DMAA

December 5 Annual Inaugural Ball, Dearborn Inn

January 21 IREM Monthly Business Meeting

February 18 IREM Monthly Business Meeting

February 25 IREM's Course ETH800 - Ethics for the Real Estate Manager

March 12, 13, 19, 20, 26 & 27 IREM's Course RES201 - Successful Site Management - the Fast Track for the ARM® designation.

All events are subject to change. Please call Bea King at (248) 615-3885 for times and pricing.

* The State of Michigan has approved all IREM courses for six-hour continuing education credit.

IREM® MISSION STATEMENT

IREM's mission is to educate real estate managers and certify the competence and professionalism of individuals and organizations engaged in the management of real estate. IREM® serves as an advocate on issues affecting the real estate management industry, as well as enhancing and supporting its members' professional competence so they can better identify and meet the needs of those who utilize their services.

Message from the President

What a year we have had, and it's winding down fast, I can't believe it's almost over! We hope you feel that IREM has helped each of you to have an effective, productive and fun year. This year is not yet over and we have more events planned for you to participate in and enjoy!



In October we plan to have a joint event with IREM West Michigan Chapter 62 and CCIM. What a great opportunity to broaden your circle of friends and associates. We truly seek to reach out to all of our members and make your membership in IREM worthwhile. Our November Breakfast meeting will be a joint meeting with the DMAA (Detroit Metropolitan Apartment Association). As you know, the DMAA joins us at the IREM Trade Show and we have many common members so it is natural that we join together and take advantage of our shared interests during the year.

The Michigan Business Tax coalition is still very active. A real estate alliance specific to Southeastern Michigan has been formed ("Build Southeast Michigan") as a direct result of the owners' coalition that was formed in the spring. The web site is <http://buildsoutheastmichigan.org>. Check there for updates on our legislative efforts, press releases and upcoming events.

We will end this year with the Inaugural which will be a very classy event at the Dearborn Inn this year. More details are in this Newsletter. Be sure to get your reservations in early! Your Board of Directors and Special Events Committee have already started planning the 2009 and 2010 Trade Shows, and the 2009 Golf Outing! This, the 75th Anniversary year of IREM, has been a busy year for our Chapter. We are not just getting older, we're getting better! Thank you everyone for a fantastic year!

Jerry Moyer, CPM®, CCIM®
2008 IREM Chapter #5 President



To submit ideas, articles, or suggestions, please contact

Karlyne at karlyne@sbcglobal.net or



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Elizabeth Lane, CPM®
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...In principal and practice, the Institute of Real Estate Management values and seeks a diverse membership. There are no barriers to full participation in the organization on the basis of gender, race, creed, age, sexual orientation, national origin, or disability. Moreover, The Institute of Real Estate Management encourages equal opportunity practices among its membership.



NATIONAL DUES & LOCAL CHAPTER DUES

Beginning November 1st, Michigan Chapter 5 along with IREM National will be sending out separate annual dues invoices to all its members.

As a refresher, here is what it means:

- IREM National Dues must be paid every year. CPM® dues are *\$525.00 per year, CPM® Candidate dues are \$470.00 per year and ARM® dues are \$195.00 per year.
- Local Michigan Chapter 5 dues must also be paid every year. CPM® dues are \$155.00, CPM® Candidate dues are \$155.00 and ARM® dues are \$45.00 per year.

If your National dues and Chapter dues are not paid by the due date, a late fee is assessed.

Timely payment of both these fees is a requirement to maintain your designation

If you have any questions or concerns regarding dues and/or fees, please contact our local chapter offices at 248-615-3885.

*This fee does not include your \$75.00 Affiliate (local real estate board) dues.

Note from the Editor

I am sure that in the current economically times facing our state and our region, that our organizations, firms, properties, clients, families, friends have been affected in some manner by financial challenges. Personally and professionally we have had to learn to be more creative, more conservative and fiscally responsible in our decision making, hiring practices, operational procedures, budgetary planning to assure that continued success and even the downright survival of the assets that we are responsible for.

Now more than ever we need to reach out to the IREM Organization, our local membership and our Industry Partners for economic solutions, continued training programs for our staff, and valuable networking opportunities that IREM provides to all its members. Just a part of the benefits that we have being members of IREM and the excellent tools that are available which offer us invaluable information. Take time to explore the IREM website at www.irem.org, and please take time to check out IREMfirst, and the valuable IREM webinar programs. Also another tool that we have at our disposal are the 2008 Income/Expense Analysis reports which you can order online, or by contacting IREM's customer service center at 1-800-837-0706.

Our chapter has two very informative and invaluable training classes approaching which will benefit your organizations, and provide your staff with the ability to be more capable in succeeding in a demanding market place. You should have recently received via mail information for "Marketing and Leasing" Course (MKL405) and "Human Resource Essentials" (HRS402) taking place in November. Please see front cover calendar for dates. We encourage you to participate by registering your key staff that would benefit from these classes.

If you have ideas for future NEWSTRAK Issues, would like to contribute an article, or for items you would like to see shared in the 2009 editions, please send an email to karlynnne@sbcglobal.net.

The statements and representations made in advertisements contained in this publication are those of the advertiser and as such do not necessarily reflect the viewpoints or opinions of the Institute of Real Estate Management or the chapters of the Institute of Real Estate Management. The inclusion of advertising in this publication does not, in any way, comport an endorsement of or support for the products or services offered.

Welcome New ARM®s and AMO®s



Tracy Brown is sworn in as a CPM® by Jerry Moyer at the August meeting.



Jerry Moyer also swore in two new ARMs at the September 17 business meeting. At left is Francine Murphy, ARM® from Amurcon Corp. Pictured at right with Jerry is Charlene Jones, ARM® from Midwest Management.



Jerry Moyer installed Lona Council, Amy Timbers (both from Midwest Management) and Melanie Zimmerman from McKinley as new CPMs at the September meeting.

Congratulations on your achievements!



"It is time for us all to stand and cheer for the doer, the achiever - the one who recognizes the challenge and does something about it." – Vince Lombardi

WELCOME OUR NEW IREM ASSOCIATION EXECUTIVE

We have a new IAE (IREM Association Executive) in the Michigan Chapter 5 office. Her name is Susan (Sue) Knowles! Susan will be working with me to increase our membership, promote our annual Trade Show and other various events. She comes to IREM with over ten years of marketing experience in various industries. She earned her Bachelor of Science in Business Administration from the University of Michigan in Dearborn. You can contact Susan at the chapter office and via her email sknowles_irem@att.net.

Please join me in welcoming Susan to our great Association.

*Bea King, Executive Director
IREM Michigan Chapter 5*



"The greatest challenge to any thinker is stating the problem in a way that will allow a solution" – Bertrand Russell

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by Elizabeth E. Lane, CPM®, NAHP-e®

No matter how you say it, this great city is packed down and over flowing with charm and southern hospitality! Louisville, Kentucky, home of the world famous Kentucky Derby, was the host city of the 2008 Midwest Regional Leadership Conference. Your IREM Chapter 5 leadership was in attendance and trained on how to deliver on the IREM promise of an exceptional member experience as we prepare for our new, upcoming officer roles. We participated in an intense, jam-packed three days of sessions geared toward continuously improving services for YOU...our membership!

IREM defines a successful chapter as one which possesses **Sustainable Leadership, Supportive Administrative Structure and Enthusiastic Member Involvement & Worthwhile Member Services**. At the beginning of last year, we made a commitment to strive to become a true "member driven chapter". With the success of our mixers, meetings and special events we feel that we are certainly on the right track. We have looked for ways to improve communication and solicit input from our membership on issues and topics of importance to you. As we continue into the 2009 leadership year we remain focused on working with you to elevate Michigan Chapter 5 to become *the premier property management association in Southeast Michigan!*

With effective implementation of these three core elements listed above and continued involvement and growth from our membership, together our chapter will remain a thriving success!



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"He who finds diamonds must grapple in mud and mire because diamonds are not found in polished stones. They are made."
- Henry B. Wilson

2008 IREM Regional Leadership Conference

by Robert J. Daniels, CPM®

As a first time attendee of the IREM Midwest Regional Leadership Conference for our region, I was enlightened and gained a host of practical insights into leadership and management strategies and skills which I believe will be very beneficial for our future chapter growth. The conference focused on how chapter officers should sustain leadership for members, support our administrative structure, maintain enthusiastic member involvement and provide worthwhile member services. Additionally, I had an opportunity to network and exchange ideas with IREM officers from all of the other chapters in our Region. It was truly both a learning and a growing experience for me, in my capacity as incoming Vice President of Michigan Chapter # 5. I look forward to sharing the benefit of my experiences with all of our chapter members.



"Accept the challenges so that you may feel the exhilaration of victory."

- General George Patton

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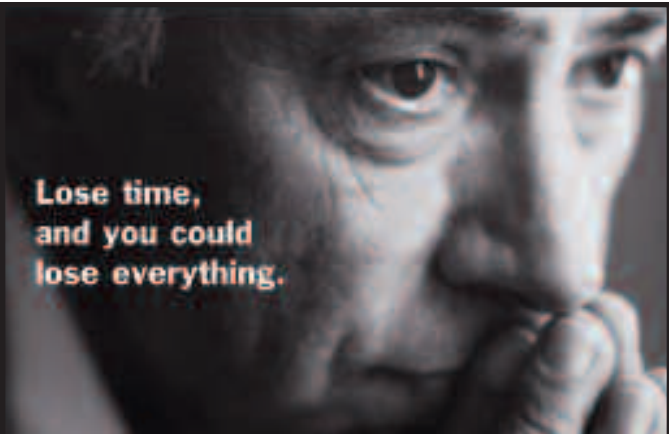
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**2008 IREM
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to be held on

Friday, December 5th

at the Historic Dearborn Inn. Dust
off your dancing shoes and get
ready to *Deck the Halls* with the
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Michigan Business Tax Discussion Group



The Michigan Business Tax Discussion Group spoke at an IREM meeting: (left to right) Brad Ward, Director of Public Policy & Legal Affairs for MAR (Michigan Association of Realtors®); Dan Gustafson from Scofes and Associates Consulting, a Lobbyist group; Paul Welday – former Chief of Staff to US Representative Joe Knollenberg, now a Candidate for the Michigan House of Representatives in the 37th District; Elizen C. Vallo, CPA, Senior Tax Manager, Virchow, Krause & Company, LLP.

Chapter 5 Members to Serve on IREM National Committees

IREM Chapter 5 has a pretty impressive list of members who will be serving on national committees for next year. They will have an impact on the future of IREM. All are members of the Governing Council. Congratulations!

- **Joe Thomas** - Chair of the 2009 Best Practices Advisory Board
- **Karen Colucci** - Membership & Credentialing Committee
- **Elizabeth Lane** - Membership & Credentialing
- **Marv Perlin** - Ethics Appeal Board and Ethics & Discipline Committee
- **Karlynne Tucker-Scaggs** - Diversity Advisory Board and National Federal Housing Advisory Board
- **Jerry Moyer** - Membership & Credentialing and Student & Academic Outreach Advisory Board
- **Robert Daniels** - Diversity Advisory Board
- **Glenn Pelot** - Ethics Hearing & Discipline Board, Ethics & Discipline Committee and Faculty & Grader Management Board
- **Ron Austin** - Legislative & Public Policy
- **Jim Evans** - Executive Committee and Senior Vice President
- **Sheila Austin** - Incoming Regional Vice President for Region 6
- **Anthony Barker** - Scholarship Committee, Legislative and Public Policy Committee and a Board Member on the IREM Foundation Board.

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– *B.C. Forbes*

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The Next Generation of IREM**FIRST** will be launched October 14, 2008.

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A Streamlined Look and Feel:

- Efficient navigation layout and content for a more proficient user experience.
- User-driven displays to create a better personal experience.

New Interactive and Dynamic Features:

- Home page that has constantly changing content such as “What’s Hot This Week”, new *JPM* headlines, and newest IREM**FIRST** users..
- Interactive user activities, such as the ability to rate and comment on content and track specific pages for the latest updates.

Community-Building Features:

- A user profile page that enables the owner to showcase his/her background and experience, as well as allowing others to post their endorsements and testimonials.
- A mechanism for registered users to post, edit and contribute to IREM**FIRST**, thereby enhancing the site’s sense of community.



October Webinars...

Get the education you need, right at your fingertips! IREM webinars are the perfect way to stay current on industry trends without even leaving your desk!

Delivered via Web and telephone on a variety of topics, you'll love the convenience of these learning opportunities!

Topic: Financial Analysis Spreadsheet Demonstration - Enhanced!

Presenter: Anthony Smith, CPM, CCIM, IREM Faculty Member

Date: Thursday, October 9, 2008

Time: 11:00 a.m. PT, 12:00 p.m. MT, 1:00 p.m. CT, 2:00 p.m. ET

Duration: 60 minutes

Member Price: FREE

Nonmember Price: \$50

This webinar is ideal for:

- IREM students who will be taking an upcoming Asset Analysis course (ASM603, ASM604, ASM605), the "Management Plan Skills Assessment" or CPM examination and would like a review of the basic functions and calculations of the financial analysis spreadsheet
- Individuals who would like an overview of the basic functions and calculations of the financial analysis spreadsheet
- Real estate managers or others who would like a review to refresh or reinforce their understanding of the financial analysis spreadsheet

You will learn how to:

- Analyze the financial impact of implementing property alternatives to determine the best course of action
- Perform a discounted cash flow analysis to help you determine whether or not your client should purchase a particular property
- Evaluate commercial lease proposals to help you secure the best tenant for your building

NOTE: Attendees should have working knowledge of financial concepts such as time value of money, IRR, cash-on-cash rate of return, and NPV.

Topic: The Case for Better Home Owner Associations - Part 2

Presenter: Ed Boudreau, CPM and past national IREM President

Date: Friday, October 10, 2008

Time: 11:00 a.m. PT, 12:00 p.m. MT, 1:00 p.m. CT, 2:00 p.m. ET

Duration: 60 minutes

Member Price: FREE

Nonmember Price: \$35

This webinar is ideal for:

- Real estate managers and others who manage or are interested in Homeowner Association.

You will learn about:

- Keys To Sustaining Community Associations
- "Tomorrowland"...The Future For Associations

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Topic: Financial Analysis Spreadsheet Demonstration - Enhanced!

Presenter: Leonard Frenkil, CPM, CCIM, IREM Faculty Member

Date: Monday, October 27, 2008

Time: 11:00 a.m. PT, 12:00 p.m. MT, 1:00 p.m. CT, 2:00 p.m. ET

Duration: 60 minutes

Member Price: FREE

Nonmember Price: \$50

This webinar is ideal for:

- IREM students who will be taking an upcoming Asset Analysis course (ASM603, ASM604, ASM605), the "Management Plan Skills Assessment" or CPM examination and would like a review of the basic functions and calculations of the financial analysis spreadsheet
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- Evaluate commercial lease proposals to help you secure the best tenant for your building

NOTE: Attendees should have working knowledge of financial concepts such as time value of money, IRR, cash-on-cash rate of return, and NPV.

Not an IREM Member? You could be taking advantage of these webinars for free! Apply now for Associate Membership and receive instant member discounts!

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Left to right are Jill Cheff of Newton Crane Roofing Company; Bea King, IREM Michigan Chapter 5; and Elizabeth Lane, CPM® of Volunteers of American Michigan and current chapter Vice President handled registrations.



Norm Newton of Conti Electric, Dave Fortune, Jerry Moyer, and Kevin Cole of Iron Mountain gather in the clubhouse.



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Michigan Chapter No. 5

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Resumes will be mailed or faxed to you.

CPM® Members, Candidates and ARM® Members:

Send your resumes to the Chapter Office at the above address. Resumes are kept on file for six months unless otherwise requested.

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IREM MICHIGAN CHAPTER 5 EDUCATION SCHEDULE 2008

DATES	COURSE	DESCRIPTION
November 11, 12	MKL405	Marketing & Leasing: Multifamily Properties
November 13, 14	HRS402	Human Resource Essentials for Real Estate Managers



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(586) 726-9931 – (586) 726-9932 Fax
Contact: Steve Olson/Dave Constantine
chris@constantinerooting.com

LANDSCAPE CONTRACTOR

Dynamite Landscaping Company
5460 Gatewood, Sterling Heights, MI 48310
(586) 978-1856 – (586) 978-1860 Fax
Contact: Steve Bonnell
steve@dynamitelandscaping.com
www.dynamitelandscaping.com

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Elizabeth L. Martin, P.C.
PO Box 1448, Birmingham, MI 48012
(248) 649-3300 – (248) 649-3302 Fax
Contact: Elizabeth L. Martin/Lisa R. Martin
elmartinpc@wowway.com

PEST CONTROL, LAWN CARE, HOLIDAY DECORATIONS & LIGHTING

Eradico Services, Inc.
41169 Vincenti Court, Novi, MI 48375
(248) 477-4800 – (248) 442-9671 Fax
Contact: Ray Hatherley
hatherlr@eradicoservices.com
www.eradicoservices.com

ARCHITECTS & PLANNERS

Fusco, Shaffer & Pappas, Inc.
28382 Franklin Road, Southfield, MI 48034
(248) 356-3400 – (248) 356-3403 Fax
Contact: James Pappas/Robert Shaffer
jpappas@fsparchitects.com
www.fuscoshafferpappas.com

MECHANICAL, ELECTRICAL, PLUMBING CONTRACTING & SERVICE

Goyette Mechanical Company, Inc.
3842 Gorey Avenue, Flint, MI 48506
(810) 743-6883 – (810) 743-9090 Fax
Contact: Morris Cummings/Tim Goyette
mccummings@goyettemechanical.com
tgoyette@goyettemechanical.com
www.goyettemechanical.com

ASPHALT & CONCRETE

Hutch Paving, Inc.
3000 East Ten Mile Road, Warren, MI 48091
(586) 427-7283 – (566) 427-7273
Contact: Michael Campbell
info@HutchPaving.com

TOTAL FIRE/WATER/FLOOD/WIND REPAIRS

Jarvis Construction Companies
41800 Executive Drive, Harrison Twp., MI 48045-1309
(586) 954-4700 – (586) 954-4707 Fax
Contact: Bill Jarvis
bjarvis@jarvisconstruction.com
www.jarvisconstruction.com

ROOFING – REPAIR, MAINTENANCE, RE-ROOFS

JD Candler Roofing Company
31111 Industrial Drive, Livonia, MI 48150
(734) 762-0100 – (734) 762-0669 Fax
Contact: Brad Pronek
bradpronek@jdcandlerroofing.com
www.jdcandlerroofing.com

CONCRETE CONTRACTOR

J & M Construction Company, Inc.
15450 Dale Street, Detroit, MI 48223
(313) 255-3847 – (313) 255-6189 Fax
Contact: Matt DeAngelis

REAL ESTATE CORPORATE LAW

Kitch, Drutchas, Wagner, Denardis & Valitutti
One Woodward Avenue, 24th Floor, Detroit, MI 48226
(313) 965-6676 – (313) 965-7403 Fax
Contact: Alan J. Taylor, Esq.
alan.taylor@kitch.com
www.kitch.com

KITCHEN & BATH CABINETS, FORMICA

Kurtis Kitchen & Bath
12500 Merriman, Livonia, MI 48150
(734) 522-7600 – (734) 522-9987 Fax
Contact: Marty Kuretzky
mkuretzky@kurtiskitchen.com
www.kurtiskitchen.com

COMMERCIAL HVAC SERVICE CONTRACTOR

Level One HVAC Services, Inc.
29226 Lyon Oaks Drive, Wixom, MI 48393
(248) 486-6500 – (248) 486-6988 Fax
Contact: Scott Stanley
scott@levelonehvac.com

CONSTRUCTION, INSURANCE & RENOVATION CONTRACTOR

M.J. White & Son Inc.
P.O. Box 166, Farmington, MI 48332-0166
(888) 992-4404 – (248) 763-3146 (cell)
(248) 476-3122 Fax
Contact: Audrey White-Jones
audreyjones@mjwhiteandson.com
www.mjwhiteandson.com

PAINT CONTRACTOR

MasterCraft Coatings, Inc.
31376 Industrial Road, Livonia, MI 48150
(800) 390-6351 – (734) 266-1616 (fax)
Contact: Chris Schmidt
chris@mastercraftcoatings.com

JANITORIAL SERVICES

Mr. Kleen Maintenance, Inc.
750 Stephenson Hwy., Ste. 105, Troy, MI 48083
(248) 577-3789 – (248) 577-2925 (fax)
Contact: Neal Hopkins
nhopkins@mrkleenmaintenance.com

GENERAL CONTRACTORS

O'Brien Construction Company, Inc.
1735 Highwood East, Pontiac, MI 48340
(248) 334-2470 – (248) 334-0210 Fax
Contact: Timothy O'Brien
tobrien@obrienc.com
www.obrienc.com

COMMERCIAL CLEANING & JANITORIAL

Omni Facility Services/CBM
24300 Southfield Road, Southfield, MI 48075
(248) 483-3170 – (248) 483-3176 Fax
Contact: Ron Zacharias
ronz@ofs-na.com
www.ofs-na.com

ASPHALT CONTRACTOR

Orion Construction Company, Inc.
52195 Van Dyke, Suite 2, Shelby Township, MI 48316
(586) 739-8690 – (586) 739-8691 Fax
Contact: Gary J. Williams
orionconstco@aol.com

OUTDOOR MAINTENANCE – LANDSCAPING, etc.

R & M Contracting Corporation, Inc.
PO Box 5008, Dearborn, MI 48128
(734) 595-3884 – (734) 595-6570 – Fax
Contact: Russ Tackett
rustackettrandm@aol.com
www.r-minc.com

BACKGROUND SCREENING, COLLECTIONS

Resident Data, a Choicepoint Service
22211 Michigan Avenue #515, Dearborn, MI 48124
(313) 429-3021 – (313) 447-4600 Fax
Contact: Amanda Howard
ahoward@residentdata.com
www.residentdata.com

FLOOR COVERING SALES & INSTALLATION

SCI Floor Covering, Inc.
21440 Melrose Avenue, Southfield, MI 48075
(248) 359-3500 – (248) 359-3722 Fax
Contact: Jim Robinson
jrobinson@scifloorcovering.com
www.scifloorcovering.com

ASPHALT PAVING & MAINTENANCE

Spartan Sealcoating Inc.
PO Box 1645, Clarkston, MI 48347
(248) 625-1575 – (248) 625-1576 Fax
Contact: Kevin Westlake/Diane Blake
spartansealcoating@yahoo.com

DISASTER RECOVERY SERVICES

Statewide Disaster Restoration
22310 Telegraph, Southfield, MI 48033
(888) 822-9500 – (888) 822-9701 Fax
Contact: Wayne Elliott
welliott@statewidedisaster.com
www.statewidedisaster.com

MAINTENANCE/JANITORIAL SERVICES

Stathakis
19250 Allen Road, Trenton, MI 48183
(734) 642-0080 – (734) 479-0492 Fax
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