



# IREM Institute of Real Estate Management

## *Maryland Chapter No. 16*



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### President's Message

**Richard Henneberry,**  
**CPM® President, IREM 16**

#### [We Need Your Vote!](#)

Our nominating committee has been working diligently on our recommended 2018 Executive Committee, and polling was delivered to our members last week. Please take a few minutes to review our list of nominees for next

year and cast your ballot today. Our official team for 2018 will be formally announced at our [Annual Meeting & Boat Cruise](#) leaving Baltimore's Inner Harbor on September 21st. Registration for this event is now open on our IREM16.org website. If you haven't had the chance to take a look at our new website, please visit and update your profile.



We're very excited for our chapter's 26th Annual Charity Golf Tournament, scheduled for this Monday, August 21st and featuring guest golfer Chip Watts, CCIM, CPM, IREM International Senior Vice President. This event benefits The Baltimore Station, Habitat for Humanity, Folds of Honor, and Ronald McDonald House. A very special thank you to our golf committee which again has exceeded our expectations in making this our best year ever.

2018 budgets are upon us, and now is a great time to reach out to our Friends and Industry Partners to help

price those deferred maintenance and capital items. A complete list of partnerships can be found on our website; I know they'd love to hear from you. Please be sure to mention your association with our chapter and let them know how much we appreciate their support.

Our chapter will also host the Asset Management Track, September 18th - 22nd at the WPM Offices in Owings Mills, Maryland for those pursuing their CPM. Many more offerings are scheduled throughout Region 3, so please check out our website at [IREM16.org](http://IREM16.org) for a complete listing of courses and seminars.

And finally, many of your officers and executive council members will attend the annual IREM Global Summit in Chicago, Illinois from October 10th - 13th where our team will meet with other chapters from around the globe, sharing the ideas and best practices that keep us leaders in our industry.

On behalf of IREM Chapter 16, we hope you enjoy the rest of your summer, and please reach out if you need me. I'd love to hear from you.

[rheneberry@americanREpartners.com](mailto:rheneberry@americanREpartners.com)

#### Member Spotlight: Michael Denise, CPM®

### **Member Spotlight: Michael Denise, CPM®**

Congratulations to Michael Denise, IREM Chapter 16's newest CPM®! Michael was recently installed at our IREM Day at The Races, where he was lucky enough to pick the winning horse as well.

Michael currently works with the Capital Markets team at Cushman & Wakefield where he is responsible for developing and maintaining market and financial data for all Multifamily and Retail property in the Baltimore Market. Currently the third largest property manager of commercial property in the world, Cushman & Wakefield's Baltimore Capital Markets team is the largest Industrial and Office broker in the Mid-Atlantic region so far for 2017.



He entered the real estate market through property management in 2002 working for his parents' small multifamily properties in Silicon Valley. After finishing his service with the Marine Corps as an infantry officer in 2012, Michael moved to Baltimore and continued to pursue his career in commercial real estate.

After four years serving the local industry as a property manager through such well-known companies as Continental Realty Corporation, Michael went back to school and obtained his Masters' in Real Estate and Infrastructure through Johns Hopkins University. Having finished that degree earlier this year he is now working towards his M.B.A. in Finance and is set for graduation next year. In 2014 Michael also started consulting for multiple, single and multifamily owners throughout Baltimore and at the end of 2016 co-founded his own company Frederick Holdings LLC. The company specializes in the acquisition and management of multifamily property in the Mid-

Atlantic region.

Michael is an active member of his synagogue and is the Pack Master for a local Cub Scout pack. He has sought many mentors throughout the industry and believes that through hard work and developing a strong network, anyone can be successful in their endeavors. For this reason Michael is active in The Associated's real estate group and he has started his own networking group for Pikesville real estate professionals.

In his spare time Michael is an avid runner and enjoys the many trails and campsites throughout Maryland.

"While I loved growing up on the West Coast, I find that Baltimore is living up to its name Charm City more and more every day. This is why I hope to consider myself a Baltimorean for the foreseeable future."

In addition to his CPM Michael also holds the CAM designation through MMHA.

## Upcoming Events

### August 21st - [The BEST Monday of the year!](#)

IREM Chapter Sixteen's 26th Annual Golf Tournament: The BEST Monday of the Year! If you don't golf, join us for happy hour and dinner. This year our tournament benefits four charities: [The Baltimore Station](#), [Habitat for Humanity](#), [Folds of Honor](#), and [Ronald McDonald House](#).



### September 24th - [We're on a Boat!](#)

IREM 16 Invites all of our members & Friends to join us for an evening of networking & fun aboard RAVEN to celebrate a fantastic year!

\$95 Members  
Price includes open bar  
& buffet dinner



## Cocktails and Mock Hearing - an OPEN EVENT for ALL IREM Members and Friends!

If you hold the CPM or ARM designation, you've taken "the pledge": IREM's [Code of Professional Ethics](#). Many organizations have an Ethics Code; however, a study by the American Society of Association Executives found that only one-third fully enforce their codes. IREM is committed to ethics as one of its core values and therefore strictly enforces its Codes, providing due process for all parties from beginning to end. IREM has jurisdiction over its members' adherence to the Code of Professional Ethic, and anywhere from 10 to 20 complaints are filed with IREM each year. Typically, one-third to one-half are moved through

the full ethics process - others are found to be contractual disputes or otherwise not issues that are covered by the Code of Professional Ethics.

Join Chapter 16 as we present a real-life case that was brought before the Ethics Hearing and Discipline Board. For all our Industry Partner Friends of IREM, this is a great opportunity to see first-hand what exactly the Code of Professional Ethics is all about and why it is so important. It sounds serious, but we'll be sure to have fun too! Our audience can ask questions and you'll be able to see if you agree with the outcome. Held at the University of Baltimore's new Town Hall, we'll follow it up with networking, cocktails and snacks at the Learning Commons.

All levels of Industry Partner Friends are invited as this is an OPEN event and not a regular meeting. Save the date and plan on bringing a friend! It'll be just like being in a live studio audience of Judge Judy! (well, almost...)

**Wednesday, October 18 from 4 PM - 7 PM**  
**University of Baltimore [Town Hall](#)**

**[REGISTER NOW!](#)**

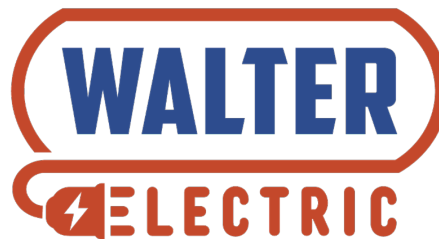
### Beating Burnout

Did you know that IREM has a monthly blog? A July post by John Salustri covers some tips from Monique Valcour of Harvard Business Review. In the article there are noted three primary symptoms accompanying burnout: exhaustion, cynicism, and inefficiency. Does it sound familiar and you're struggling with what to do about it? Taking care of yourself first is at the top of things to do. Sounds simple, but we all know how hard it can be with what seems to be the never-ending demands of work and family. Check out the blog here for some good advice: [Beating Burnout](#).

### Best of Baltimore Winner: Walter Electric

#### Congratulations to Walter Electric!

[Walter Electric](#) has won Baltimore Magazine's Readers' Poll for Best Electrician! Walter Electric is a Silver Industry Partner Friend of IREM, and we are proud to support them. Check out the full list of winners [here](#).



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- Listen effectively.



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Join us for our next meeting!

**August 22nd, 2017**  
**6:00 - 7:30 PM**  
**WPM offices in Owings Mills.**

Contact Anjye Herrera for more information at [aherrera@wpmlc.com](mailto:aherrera@wpmlc.com)

**Stay Connected:**



**IREM16.ORG**

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