



IREM Institute of Real Estate Management

Maryland Chapter No. 16



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President's Message

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

BRRRR, Ready for Spring!

Our chapter is off to a great start this year commencing with our annual FREE Member Benefit & CPM Candidate's Luncheon with a presentation on the Management Plan Skills Assessment (MPSA) process by our Past President and official CPM Mentor Leonard Frenkil, CPM, selling out with over 50 people in attendance.



Congratulations to Mary Millsap of American Real Estate Partners on earning her CPM designation.

Last month I reported 5.2% growth in chapter membership as of Q3. However, the final year-end figures have arrived, and our growth for 2016 is actually at 9% for 2016 thanks to the exceptional work by Amy Natoli, CPM, Ginger Catherman, CPM, and their membership team. THANK YOU!!

With all of our year-end work behind us and budgets in place, we can hopefully use these early months for self-reflection and improvement. I encourage you to assess yourself, your education, and your professional growth. Log in and review your transcripts from IREM.org and figure out today what you can do this year to further your education with IREM. Sign up for that next class or seminar. Everything is now posted on our local website at IREM16.org. You've worked hard and you owe it to yourself. Share this information, show it to your team back at

Professional Ethics

the office, and encourage them to join you on this journey with YOUR chapter.

IREM Resources

Upcoming seminars include HVAC Certification, hosted by our chapter on March 7th at our training facility on Clarkview Road in Baltimore. This is an excellent opportunity to get your engineering team involved. Register on our website or contact Lori Crook at lcrook@irem.org.

OTHER:

If you attended our annual CPM candidate luncheon, please take our brief survey!

Speaking of websites, have you seen our new look? Our chapter website was upgraded this month with many new enhancements and easier navigation for our members. Log in and check it out.

Next Friday, Chairman and CEO of Sage Policy Group, Anirban Basu, will return to join us at Ruth's Chris Steak House in Pikesville for a post-election look at the economy; and on March 8th, join us for an evening of food, wine, and laughter when Laurie Forster will return with Something to Wine About at Morningside Apartments and Clubhouse in Owings Mills. Tickets are still available for both events. [Click Here](#) to register.

On behalf of IREM Chapter 16, we wish you a very Happy Valentine's Day, and please reach out if you need me. I'd love to hear from you.

rheneberry@americanREpartners.com

CHAPTER 16'S NEW WEBSITE!

We are excited to introduce our new website! With an updated layout, easy-to-navigate menus, and the ability to add events directly to your calendar, this will give you all the information you need to keep up with what's happening with your Chapter. Check it out at www.irem16.org. You'll need to create a new account to access features such as event registration. Once you've logged in, you'll have the opportunity to create a robust profile with more information about yourself.

If you haven't been to our website in a while, spend some time on our new site and check out our recent pictures, upcoming events, courses, and seminars. When all the profiles are complete, you'll be able to search the Membership Directory by Area of Expertise so you can easily find the right Industry Partner to help with your next job!

If you have any questions or need any help navigating the new site, please feel free to contact Office Manager, Myles Crum at mcrum@irem16.org.

Submit Your Building's Data to Earn a Free Benchmarking Report!

Income/Expense Analysis® Reports provide precise and current real estate market data so you can benchmark, forecast, and compare your properties to the competition. Your contributions help ensure that Income/Expense Analysis data is as up-to-date and complete as possible.

Income/Expense Analysis Reports are among the most timely and accurate property benchmarking data in the industry - and we need your help to ensure that this year's edition will be better than ever. Contributing to the Income/Expense Analysis program has never been easier - and you'll reap the rewards.

When you submit your building information by April 1, you get:

- A FREE Income/Expense Analysis® Report e-book
- A FREE Individual Building Report for your property
- The knowledge that you're helping create timely, clean, precise data that will serve the industry

- Fast. Easy to use. Step-by-step guidance. Visit IE.IREM.org today to experience our convenient, user-friendly submission site.

Now accepting data for:

- Conventional Apartments
- Office Buildings
- Shopping Centers
- Federally Assisted Apartments
- Condominiums, Cooperatives, & PUDs

IREM 16 TOASTMASTER SPEAKS!

IREM Chapter 16 Speaks! held its International Speech contest on Tuesday, February 7. We want to send a big thank you to everyone who participated and helped make it a success!

A special congratulations to **Theresa Leatherbury**, who was crowned our first place winner! Theresa will go on to represent the club in the Area 52 Level International Speech Competition on March 5th in Owings Mills, MD.



**Theresa Leatherbury with Chapter 16 Speaks!
Secretary Sasha Flores**

Our panel of judges, which included members of IREM chapter 16, chose the winning speech based on how well it exemplified the Toastmasters requirements. We would like to thank Leonard Frenkil, Jr. and Toni Harris for being our guest judges.

To learn more about Toastmasters & Chapter 16 Speaks! as well as see highlights from the speech contest [click here!](#)

Our next meeting will be February 21 in Owings Mills. For more information, please contact Anjye Herrera at aherrera@wpmlc.com. We hope to see you there.

Member Spotlight: Mary Millsap, CPM®

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Congratulations to Mary Millsap, IREM Chapter 16's newest CPM®! Mary was recently installed at our January CPM Candidate and Member Benefit luncheon, where she spoke about her journey through the process, and inspired a roomful of Candidates and potential Candidates to follow in her footsteps.

Mary is a Senior Property Manager with American Real Estate Partners (AREP) and oversees a commercial portfolio of 1.8 million square feet of Class A Office / retail buildings in downtown Baltimore.

She began her commercial management career with Kimco Realty Corporation in 2004 as a Lease Administrator. In 2008 Mary was promoted to Property Manager with a portfolio consisting of 2.3 million square feet of retail centers, with over 300 tenants and an operating budget of \$5,000,000. While at Kimco, she also received the "Best in Class" award in 2014 and 2015 over the entire company. She was with Kimco Realty Corporation for over 13 years, and states it was one of the best experiences in her life to manage that many centers and still be able to provide customer service to the tenants.

One of her tenants writes about her from her time at Kimco:

During all my interactions with Mary she was always very professional and did an excellent job of addressing our needs while also representing the interests of Kimco and other tenants. I cannot think of a single issue during our rather long association that was not resolved by her. She was an asset to both Kimco and the tenants.

Mary says, "this is what makes property management very rewarding for me: to help tenants when there is a special need and I am able to accommodate them." She continues on about IREM: "I am extremely passionate about IREM. I have been with IREM for four years. That is how long it has taken me to obtain my CPM designation, and they supported me all the way and would not let me quit, even though I was so frustrated and really didn't have the time managing that many properties.

"Chapter 16 is just amazing. They provided me and others with tutoring on their own time. Nothing makes IREM happier than to see us all succeed. I hope someday to return their generosity and will continue to take advantage of IREM's educational opportunities."



Mary is already giving back, having recently joined the Golf Tournament Committee, where she is looking forward to helping make the tournament the Best Monday Ever!

IREM REME AWARDS

Good management translates into value, and well-managed properties improve the quality of life for people who live, work, and shop in them. Professional ethics is critical. Knowledge is powerful, and sharing it is important. The IREM REME Awards support these core values by recognizing and celebrating real estate management excellence through:

- Highlighting real estate management companies and individual practitioners for innovative, leading-edge, business practices and initiatives.
- Sharing successful initiatives and fostering further innovation within the real estate management industry, locally and globally.

Be among the best. Submit for a 2017 REME Award and...

Be Recognized. Gain exposure through media outlets, to other companies, and to the public.

Earn An Exclusive Honor. Show your owners, clients, employees, tenants, and residents that your company's reputation is top-notch and that you care.

Be a Champion of Industry Professionalism. Raise the bar and show the world that innovation and professionalism make a difference.

The finalists will be recognized and the winners announced at the Inaugural Gala and REME Awards during the [IREM Global Summit](http://www.irem.org/reme) in Chicago on October 13, 2017. Visit <http://www.irem.org/reme> for more information

Upcoming Events

2017 is off to a great start! Here are our upcoming programs that you won't want to miss:



February 17th:

[State of the Economy with Anirban Basu at Ruth's Chris, Pikesville](#)

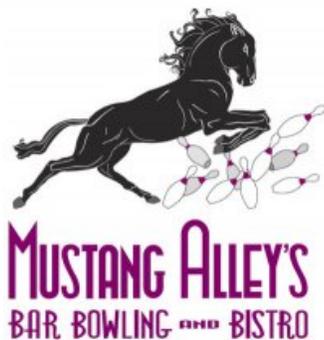
Mr. Basu is one of the Mid-Atlantic region's most recognizable economists, in part because of his consulting work for numerous clients, including prominent developers, bankers, brokerage houses, energy suppliers, law firms and business associations. On behalf of government agencies and non-profit organizations, Mr. Basu has written several high-profile economic development strategies. Find out what he thinks about the state of the economy in 2017!



March 8th:

[Something to Wine About with Laurie Forster at Morningside Clubhouse](#)

Laurie Forster is an award-winning sommelier, author, and media personality. This is a comedy show and wine tasting unlike any other you've experienced! Laurie demystifies wine in a way that harkens back to her Jersey roots, her previous career in software and exposes her hilarious life being a self-proclaimed "cool Mom."



March 29th:

[IYP \(IREM Young Professionals\) at Mustang Alley](#)

Whether you're young or young at heart, join the IYP group at Mustang Alley for a night of networking and bowling! This event is FREE for ARM, CPM, Associate and Student Members.



April 12th:

[Personality Matters! with Mary Abbajay](#)

Personality preferences and communication styles play a significant role in our interactions with coworkers, team members, supervisors and staff members. Working successfully with others requires developing self-awareness and an understanding of how we, as individuals, impact others-both positively and negatively. In this high-spirited presentation, participants will gain heightened awareness of their own distinctive personality type, communication style, and preferred ways of working with others.

BUCK\$

Don't forget that you earn \$500 Buck\$ for attending a meeting, and

if you come to every meeting in 2017, you'll earn \$5,000 bonus Buck\$! Additionally, everyone who attends nine meetings will be entered into a drawing to win an Apple Watch (or the Android equivalent) at our holiday party. Do you know a fellow property manager who is not an IREM member? Invite them to come at no cost and earn \$500 Buck\$!

Stay Connected:



IREM16.ORG

IREM Chapter 16, 1421 Clarkview Road, Suite 100B, Baltimore, MD 21209

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