



IREM Institute of Real Estate Management

South Carolina Chapter

BENCH 72 MARK

Newsletter No. 1 2013

A MESSAGE FROM THE PRESIDENT:

Dear Members and Industry Partners:

Thanks for your membership in the Institute of Real Estate Management (IREM®)! Here are a few ways to take advantage of your membership....

- Enter income/expense data from one of your properties and secure the Income and Expense Analysis Report for the property type of your choice (a \$450 value), deadline April 1st.
- Participate in our Annual Golf Tournament Thursday May 16th. Bring a friend, sponsor a hole and enjoy the social and professional networking.
- Attend our next chapter meeting here in Columbia Wednesday May 1st at the Capital City Club; networking starts at 5pm.



Enjoyed seeing many of you at the recent Chapter meeting on February 6th at Edens' Swamp, where the 2013 IREM President, Beth Machen, CPM® gave us a comprehensive brief on IREM's many facets and benefits of IREM membership. Surf IREM.org to catch up on more detail related to what Beth discussed such as Shared Interest Communities, free webinars, and reports on best practices to name a few benefits.

Huge thanks to Anne Lively, CPM® and Bern DuPree, CPM® for hosting panel discussions in Charleston and Greenville in February. The thought provoking discussion from the panelists was a testimony to the professionalism of our members. There was a lot to learn from the shared experience of others in addition to the opportunity to catch up with friends.

And, just a note on IREM's greatest challenge, remaining relevant to you. The IREM leadership is working on it. I proudly serve our chapter with a great team of executive council members and committee chairs; find their contact information at the back of this newsletter. I hope you reach out and create a dialogue with at least some of your chapter leaders and let them know how we can continue to build opportunities for meaningful cost effective membership experiences. See you soon.

2013 CPM CANDIDATES

- Richard Allen
- Kathryn Ashley
- Brent Atwood
- Ira Banks
- Stephen Blanton
- Christopher Carter
- Rebecca Dixon
- Kent Eddy
- Carla Fix
- Aimee Glover
- Brandon Graham
- Jonathan Harvey
- Teresa Henderson
- Anne Hughes
- Brenda Lee Jones
- Elisabeth Jules
- Heyward Kibler
- Sarah Larsen
- John Leddy
- Charles Lowe
- Corey Myers
- Rick Owen
- Ashley Owens
- Donna Patterson
- Jim Roman
- Jamie Seehafer
- Anne Marie Smallwood
- Mary Smith
- Brian Sparks
- Amy Stuck
- Sharon Thompson
- William (Bill) Weede

2013 Executive Board, Officers and Committee Members with IREM National President
Beth Machen, CPM®



IREM Celebrates 80 Years: Looking Back with Pride, Looking Ahead with Confidence

The Institute of Real Estate Management (IREM®) is an international community of real estate managers dedicated to ethical business practices, maximizing the value of investment real estate, and promoting superior management through education and information sharing. An affiliate of the National Association of REALTORS®, IREM is the home for all industry professionals connected to real estate management – and the only organization serving both the multi-family and commercial sectors.

We believe that good management matters, and that well-managed properties pay dividends in terms of value and in the quality of life for residents, tenants and customers. We believe in professional ethics. We believe in the power of knowledge and the importance of sharing it.

IREM offers a variety of membership types for professionals of every experience level, from on-site managers to high-level executives. Our credentials, earned by meeting high standards of education, experience, and ethical business practices, include: Certified Property Manager® (CPM®), Accredited Residential Manager® (ARM®), Accredited Commercial Manager (ACoM), or Accredited Management Organization® (AMO®).

Since 1933, IREM has set the standard for best practices in real estate management. Today, IREM membership includes nearly 18,000 individuals and 550 corporate members. To learn more about IREM, call (800) 837-0706, ext. 4650 (outside the U.S. call (312) 329-6000) or visit www.irem.org.

GOLF TOURNAMENT

PLEASE USE THE ATTACHED SIGN UP SHEET TO PLAY, SPONSOR OR VOLUNTEER FOR THIS ANNUAL EVENT ON THURSDAY, MAY 16TH WITH A SHOTGUN START AT 11AM. THERE WILL BE FOOD, BEVERAGE CARTS, SNACKS, A RAFFLE AND A POT TO BE WON! AND, WE ARE SUPPORTING A GREAT CAUSE - THE RONALD MCDONALD HOUSE AND OUR OWN LOCAL EDUCATIONAL SCHOLARSHIP FUND HELD THROUGH THE IREM FOUNDATION.

Registration fees are as follows:

\$75/person or \$300/foursome to play

\$175 - hole sponsorships

Beer, non-alcoholic beverages, lunch and snacks are all included with your registration fee or hole sponsorship.

If your company or a company you know would like to sponsor a hole, please sign up and let me know as soon as possible if you would like a particular hole, if you plan to attend the tournament and be present at your sponsored hole. Sponsors are also encouraged (but not required) to donate a prize to be given away as part of the tournament raffle.

Even if you are not able to sponsor a hole or sign up a team, please consider donating supplies, prizes, etc. or just donating your time as a volunteer. Whether you contribute with your time, talents or financial support - it is all very much appreciated!



1st Quarter Meeting- February 2013

Highlights By: Courtenay N. Brack, CPM®, PR Committee, IREM SC Chapter 72

IREM Chapter 72's 1st Quarter meeting was held at the ever popular Edens Big Lake House. It was great seeing so many of our fellow IREM colleagues at the start of the year.

We were happy to welcome Beth Machen, CPM®, our 2013 IREM National president and also shared several Chapter updates.

IREM Chapter 72 Recognitions and Updates

CPM Inductions-Ted Rausch

Congratulations to Brendan Gower and Nick Smith, our new CPM's!

Legislative Conference-Ted Rausch

April 7-10th is IREM's Legislative conference in Washington, D.C. Please contact our Chapter Administrator Ashley Owens at admin@irem72.org for more information on this conference.

Golf Tournament- Amanda Heitley

IREM Chapter 72's 6th Annual Golf Tournament is Thursday, May 16th at Golden Hills Golf and Country Club in Lexington, SC. The tournament is Captain's Choice with a shotgun start beginning at 11AM. Mark your calendars, sign up and bring your friends. The cost is \$75 per person and \$175 to sponsor.

If you are an Industry Partner, please also consider donating food, drinks and/or raffle prizes. We need all hands on deck to help make our golf tournament a success. For more information, contact Amanda Heitley at admin@irem72.org

Treasurer's Report-Billy Cantey

As a year-end financial report, the Chapter spent less than budgeted in 2012 and as a result, \$5,300.00 was moved to a savings CD.

Please pay your Chapter Dues.

Education Report-Veronica Lacy

This year, we are sponsoring an Ethics Course (October 23rd) and Management 402, Managing the Asset (October 21st and 22nd) at CBRE in Columbia, SC. Also, keep in mind there are scholarships available. For more information on scholarships, contact Ashley Owens at admin@irem72.org

Income and Expense Report- Nick Smith

Be on the lookout for more e-mail messages on turning in income and expense data. The deadline for submissions is April 1st and all participants will receive a free income and expense book for the property type of your choice.

1st Quarter Meeting February 2013 continued.....

PowerPoint Presentation from IREM National-Beth Machen, CPM®

Our new IREM National President Beth Machen joined us at Eden's Big Lake House for our 1st Quarter meeting.

Here are some key take-aways from her PowerPoint presentation:

- ◇ IREM touches thousands of members with the power of knowledge. We are 18,000 members made up of 540 Accredited Management Organization (AMO) firms, 80 U.S. Chapters and 13 International Chapters.
- ◇ IREM members are what investors and employers want in an employee because of our homesty, professional integrity, communication skills and our reputation.
- ◇ Go to www.irem.org and click on My IREM, and You, Inc to learn more on promoting your business. On My IREM, you can also find a "Stay Connected" page to find a member or AMO firm.
- ◇ Go to www.irem.org to find "Shared Interest Communities" through IREM's 18,000 members' brains or to participate in free "Webinars" to refresh your skills
- ◇ Consider refreshing your skills in a course such as "Marketing" at a 50% member discount.
- ◇ Go to www.irem.org for free downloads of educational resources like "Social Media for Real Estate Managers," "Best Practices of Real Estate Management Services," "Real Life Ethics for the Professional Real Estate Manager" and the [JPM](#) magazine.
- ◇ Go to www.irem.org to find "Income and Expense" data and use the tools to customize your data.

NOW FOR SOME PICTURES OF THE 1st QUARTER MEETING AT THE EDEN'S BIG LAKE HOUSE!!!!!!!







PANEL DISCUSSIONS

Bern DuPree, CPM: Greenville, SC

Our first Executive Panel discussion was a great success. The discussion was held Tuesday February 12th at the Poinsett Club in Greenville. Our panelist were Frank Hammond, President of Colliers International Greenville, Frank DuPree, CEO of Vista Capital Management Group and Bill Weede, President of Property Management with NAI Earle Furman. During our discussion, our panelist talked about their careers and the role that IREM has played for them personally and how they have used IREM to improve their business. Each of the panelist agreed that the IREM education as well as the resources that IREM provides have played an important role in their success. The second topic for our panel was the state of the current market. We asked about the great recession and how it affected the assets that our panelist and their companies manage. As a follow up we asked how are your assets performing today and what trends do you see in the future. First, each of the panelist expressed that they faced great challenges during the recession. Most notably, receivables and vacancies increased across all asset types (Multifamily, Office, Industrial, and Retail). Each of the panelist recognized that vacancies are decreasing in the current market. Frank DuPree, commented that Multifamily rents have seen strong increases over the past couple of years. The audience for our discussion was very engaged. This was a great opportunity for our members to have access to the leaders of three IREM Accredited Management Organizations. Attendees got the opportunity to ask our panelist about career advice, industry topics, and trends. Thank you to our panelist and thank you to all who attended.

Anne Lively, CPM: Charleston, SC

Market trends, the growing importance of technology, and the value of a CPM designation were among the hot topics discussed during the IREM Charleston Panel Discussion held on Tuesday, February 19.

The panel consisted of seasoned PM professionals including Elaine Fournier, CPM, President, Southern Real Estate Management; Dee Herman, CPA, CPM, Chief Financial Officer, Ziff Properties; and Bob Nuttall, Jr., SIOR, CPM, Principal, Lee & Associates Charleston.

Included in the discussion was a review of current Charleston market trends by sub-market and activity type. The West Ashley area continues to have the highest vacancy rate, but there are tenuous signs of uptick in other submarkets.

Also discussed was the increasing role of smart phones and tablets. These wireless technologies are liberating PMs from the confines of the office, allowing them to do instantaneous research and bid requests.

Finally, the panelists discussed the significance of the CPM designation. As real estate professionals, each commented that earning the designation reflects a commitment to excellence in the PM profession.

The event was attended by professionals from a variety of commercial PM providers. All agreed it was an informative session that provided invaluable networking opportunities.

EDUCATION

ATTENTION! ATTENTION! CALLING ALL CANDIDATES..... MOST OF YOU NEED THESE CLASSES...THAT IS WHY WE ARE HOSTING!!! SIGN UP TODAY!!

The following classes will be hosted by our chapter in 2013. Please make a note of these classes Candidates.

MGT 402

October 21st and 22nd
Office of CBRE
1221 Main Street; Suite 1000
Columbia, SC 29201

ETHICS

October 23rd
Offices of CBRE
1221 Main Street; Suite 1000
Columbia, SC 29201

You may register for these classes at anytime through National (www.irem.org) If you should have any questions please contact Ashley Owens at admin@iremnc72.org or aowens@edens.com.

For classes at nearby chapter locations, please visit www.iremnc40.com

CHAPTER MEMBER RECOGNITIONS:

KIM BUTLER, CPM

Colliers International has appointed Kim Butler to the position of Senior Property Manager. She has been associated with Colliers since 2006 and has worked in the commercial real estate business for 26 years. She earned her Certified Property Manager (CPM) designation from IREM in 2011.

THE STATE

Sunday, February 17, 2013

Ted Rausch, CPM® has been elected president of South Carolina's chapter of the Institute of Real Estate Management, **Bern DuPree, CPM®** was installed as President Elect, **Billy Cantey, CPM®** elected treasurer and **Brandon Liles, CPM®** was installed as secretary.

go to <http://www.midlandsbiz.com/articles/13232for>
the full story.

www.thestate.com

SCHOLARSHIP FUND

A memorial scholarship fund was established in 2008 to honor the memory of William Wilson, the son of one of our past presidents. This fund is being held by the **IREM Foundation** in our South Carolina Restricted Fund.

If you sincerely believe that you need financial assistance in order to complete any of the courses towards your CPM or other IREM designations, please write a letter to the 2011 president of our chapter, Amanda Heattley. Be specific: identify how far along in the process you are and give the reasons you believe would qualify you for assistance from this Memorial Scholarship Fund. Please send your letter (no emails) to:

Courtenay Brack, CPM
c/o SC Chapter 72
Institute of Real Estate Management
P.O. Box 11005
Columbia, SC 29211-1105



IREM FOUNDATION
INSTITUTE OF REAL ESTATE MANAGEMENT



IREM

IREM[®] ED



FIVE STAR CHAPTER

Education. Ethics. Excellence.

www.irem.org

www.iremfirst.org

www.iremjobs.com



IREM[®] Industry Partner

Allied Barton Security Services

- *Suvankar Gaguly, SC District Manager*
140 Stoneridge Drive, Suite 140
Columbia, SC 29210
803.781.6260 (O)

Suvankar.gaguly@alliedbarton.com

Campbell Pavement Specialists

- *Johnny Campbell, President*
P.O. Box 3417
Sumter, SC 29151
803.720.6379 (Office)

- *Stro Prothro*
stro@campbellpavement.com

Carolina Asphalt

- *John Noe, Sales Manager*
622 E. Westinghouse Blvd.
Charlotte, NC 28273
704.405.0202 (Direct)

jnoe@carolinaasphalt.com
www.carolinaasphalt.com

Catastrophe Services, Inc.

- *Fred J. McCutcheon, Jr., CMR, VP Business Dev*
1965 Legrand Road
Columbia, SC 29223
803.788.1800 (Office)

fredmjr@catastropheserv.com

Century Glass/21st Century Waterproofing

- *Randy Wright, Owner*
5326 Bush River Road
Columbia, SC 29212
803.315.7276
803.256.4841 (fax)

rwright@centuryglassc.com

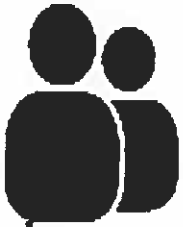
- *Jennifer Cannon*
803-466-1877
jcannon@centuryglassc.com

Control Management, Inc.

- *Glen Rutter*
3101 Carlisle Street
Columbia, SC 29205
803.765.9070
glennr@controlmanagement.com
www.controlmanagement.com

Epic Pavement Marking, LLC

- *Crystal Wallace*
P.O.Box 1029
Lexington, SC 29072
803.463.6851
epicpavementmarking@gmail.com
www.epicpavementmarking.com



IREM[®] Industry Partner

Exceed Landscape Solutions

- *Holcombe Smith, President/Owner*

P.O. Box 5153

Columbia, SC 29250

803.776.80889 (Office)

803.776.8063 (Fax)

Holcombe@exceedlandscapesolutions.com

Gregory Pest Solutions

- *Anne O'Halloran, Commercial Acct Exec*

400 North East Drive, Suite A

Columbia, SC 29203

803.771.6281 (Office)

803.309.6844 (Cell)

aohalloran@gregorypestsolutions.com

- *Tim Teague*

tteague@gregorypestsolutions.com

Interstate Contract Cleaning Services

- *Clay Ramsey, Sales Manager/SC Division Man*

509 Blairhill Road

Charlotte, NC 28217

704.522.7773 (office)

704-202.1889 (cell)

cramsey@interstateccs.com

www.interstateccs.com

Mid State Roofing

- *Larry Leitner, VP Operations*

205 Oak Drive

Lexington, SC 29073

803.356.1919 (Office)

ldleitner@yahoo.com

gofixit@midstateroofing.com

edna@midstateroofing.com

- *Dodie Teasley, Acct Manager/Admin Asst.*

dodie@midstateroofing.com

- *Michael Olmstead, Senior Estimator*

National Alert Security Systems

- *Charlie Miles*

245 Westlake Farms Drive

Blythewood, SC 29016

Charlie@nationalalarms.com

Neace Lukens

Betsy Porter, VP (Columbia)

Stephen Porter (Columbia)

Drew Mood

P.O. Box 5168

Columbia, SC 29250

803.758.2550

Betsy.porter@neacelukens.com

Stephen.porter@neacelukens.com

Drew.mood@neacelukens.com



IREM[®] Industry Partner

Nubox, LLC

- *Chris Abel, Owner*
222 West Colman Blvd.
Mount Pleasant, SC
855-216-5560

chrisa@getnubox.com

www.getnubox.com

On Call Plumbing Heating & Air, LLC

Sam Freeman, Regional Development Director

3770 Fernandina Road
Columbia, SC 29210
803-781-4357

sammyvf@oncallsc.com

oncallsc.com

Otis Elevator Company

- *Burt Yankowitz*
101 Corporate Blvd., Suite 105
West Columbia, SC 29169
803.739.8013 (Office)

Burt.yankowitz@otis.com

Pressure Pros, Inc.

- *Rich Cunliffe, Operating Partner*
317 Karlaney Ave.
Cayce, SC 29033
803.781.1678 (Office)

rich@pressureproswash.com

- *Matt Dukes, Operating Partner*
7330 Kestral Trail
Hanahan, SC 29410
843.906.5051

matt@pressureproswash.com

Rainbow International Restoration & Cleaning

- *Reed Mattingly, Business Development Man*
100 Kaminer Way Pkwy
Columbia, SC 29210
803.781.5557
803.781.5515 (fax)

reed@rainbowcolumbia.com

www.rainbowintl.com/columbia

- *Carter Borton, Business Development*
10 Woods Lake Road
Greenville, SC 29607
864.268.2221
864.242.6708 (fax)

carter@rainbowrestore.com

www.rainbowrestore.com

Southern Elevator Company

- *Jim Williams, Regional Manager*
104 Corporate Blvd., Suite 412
West Columbia, SC 29169
803.939.7030

jimw@southernelevator.com

www.southernelevator.com

- *Lee Cox, Account Manager*
803-600-9057

leec@southernelevator.com



IREM[™] Industry Partner

US Lawns

- *Michele Keys, Owner*
P.O. Box 25674
Columbia, SC 29224
803.251.4333

Michele.keys@uslawns.net

www.uslawns.com

Valley Crest

- *Liberty Ray*
533-A Woodruff Road
Greenville, SC 29607
704.390.6336

lray@valleycrest.com

www.valleycrest.com

Visual Concepts Signs and Lighting

- *Matt Pennington, CEO/Owner*
136 Meander Lane
Lexington, SC 29072
803.767.1382

matthewapennington@yahoo.com

www.lightmysignnow.com

2013

SIGNIFICANT IREM CHAPTER 72 DATES

February 6, 2013

1st Quarter Meeting

5:00pm Networking /6:00pm Dinner & Program

"Big Lake" at Edens' Swamp- Columbia, SC

October 21-23, 2013

MNT 402 and ETHICS 800

Location: Office of CBRE, Columbia, SC

April 6-10, 2013

2013 Leadership and Legislative Conference

Washington, DC

October 24, 2013

Exec Council Teleconference

11:45am-12:15pm

2014 Business Plan Review

May 1, 2013

2nd Quarter Meeting

5:00pm Networking, Program TBD

Location: Capital City Club

December 4, 2013

4th Quarter Meeting

5:00pm Networking/6:00pm Dinner & Program

Capital City Club, Columbia, SC

May 16, 2013

6th Annual Golf Tournament

10am-5:00pm

Golden Hills CC, Lexington, S.C.

August 4, 2013

Executive Council Teleconference

11:45am-12:15pm

Nomination Committee Report

September 11, 2013

3rd Quarter Meeting

5:00pm Networking, Industry Partner Spotlight Meeting

300 Senate, Columbia, SC

October 15-19, 2013

2013 Fall Leadership Conference

Scottsdale, AZ

2013 Chapter 72 Officers & Committee Chairs

President Ted Rausch, CPM
Arnold Companies
720 Lady Street
Columbia, SC 29201
803-731-4321
ted@arnoldfamilycorp.com

President-Elect.... Bern DuPree, CPM
Vista Capital Management Group
207 Whitsett Street
Greenville, SC 29601
864-404-3500
bdupree@vistacm.com

Treasurer... Billy Cantey, CPM
Cantey & Company, Inc.
3300 Harrison Road
Columbia, SC 29204
803-256-7150
billy@cantey.com

Secretary... Brandon Liles, CPM
EXIT Midlands Realty
P.O.Box 807
Chapin, SC 29936
brandon@scexit.com

Chapter Admin.. Ashley Owens
IREM SC Chapter 72
P.O. Box 1005
Columbia, SC 29211
admin@irem72.org

Executive Council Members at Large:

- Tommy Tapp, CPM... 803-401-4277
Tommy.tapp@collters.com
- Elaine Fournier, CPM... 843-766-5566
elainef@sorem.com
- Amanda Heaitley, CPM, LEED GA.. 803-744-2420
aheaitley@edens.com
- Leon Terry, ARM
leon.m.terry@us.army.mil

Committee Chairs:

Candidate Guidance: Elaine Fournier, CPM
elainef@sorem.com

Education: Veronica Lacy, CPM
vlacy@reitmr.com

Industry Partners: Corey Myers, Candidate
corey@palbaymgt.com

Legislation: Tommy Tapp, CPM
Tommy.tapp@colliers.com

Public Relations: Courtenay Brack, CPM
Courtenay@charlestongreenccommercial.com

Golf Tournament: Amanda Heaitley, CPM
aheaitley@edens.com

Income and Expense: Nick Smith, Candidate
nsmith@naiearlefurman.com

Member Recruitment & Retention: Ted Rausch, CPM
ted@arnoldfamilycorp.com

Historian and Photographer: Luanne Thomas, Candidate
Luanne@kahndevelopment.com

IREM Foundation: Anne Lively, CPM
alively@lee-associates.com

Programs: Amy Stuck, Candidate
Amy.stuck@cbresc.com

Corporate Outreach: Ted Rausch, CPM
ted@arnoldfamilycorp.com

Student Outreach: Brendan Gower, Candidate
bgower@naiearlefurman.com



IREM Institute of Real Estate Management

South Carolina Chapter No. 72

Education. Ethics. Excellence.

6th ANNUAL GOLF TOURNAMENT

THURSDAY, MAY 16, 2013 - 11:00 A.M. - CAPTAIN'S CHOICE

GOLDEN HILLS GOLF & COUNTRY CLUB - LEXINGTON, SC

4 PERSON TEAMS OR SINGLE GOLFERS TO MAKE UP A TEAM

\$75 PER PERSON OR \$300 PER TEAM

BEER, NON-ALCHOLIC BEVERAGES, SNACKS AND BOX LUNCH PROVIDED ON COURSE

DEADLINE FOR REGISTRATION IS May 1st, 2013:

Golfer #1 (or single golfer to complete a foursome):

Golfer #2

Name _____

Name _____

Phone number: () _____

Phone number: () _____

Email: _____

Email: _____

Golfer #3

Golfer #4

Name _____

Name _____

Phone number: () _____

Phone number: () _____

Email: _____

Email: _____

SPONSORSHIP PER HOLE INCLUDING SIGNAGE: \$175

Sponsorship by: _____

Contact Name _____

Phone number: () _____ Email: _____

Sponsor plans to donate the following raffle prize: _____

Please return this sign-up form to the attention of Amanda Healtley at: admin@iremnc72.org

Please make payment in form of checks, paid by May 1st to IREM Chapter 72 and mail to:

SC Chapter 72

Institute of Real Estate Management

PO Box 11005

Columbia, SC 29211-1105

(803) 744-7513 or 744-2420

Proceeds to benefit the Ronald McDonald House, SC IREM Chapter 72 and the SC IREM Foundation Educational Scholarship Fund