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2012 NEAHMA CONFERENCE:



FOLLOW THE YELLOW BRICK ROAD TO SUCCESS

While we can't promise you "Lions and Tigers and Bears, Oh, My!" we can promise that NEAHMA's Annual Conference & Trade Show will be one you don't want to miss this October.

This year, the theme is "Follow the Yellow Brick Road to Success." The conference will take place on October 24 & 25, 2012 at the Four Points by Sheraton, Norwood, MA.

The Annual Conference & Trade Show planning committee has been working hard all year to plan a conference that will top last year's successful conference. And that is no easy feat! Each year the conference gets better and better, making it very challenging for the team to come up with new ways to meet all the expectations and needs of our members.

At the end of every conference, the planning team collects the feedback from the surveys the attendees complete. Thank you to everyone who responded to the surveys. We did our best to incorporate your suggestions and ideas into the conference this year.

Some of the new changes you will see this year are:

- NEW VIP cocktail reception for Gold Level vendor sponsors to mingle and network with key senior-level decision makers from various management companies. During the reception, a NEAHMA board member will act as an ambassador to these sponsors to help facilitate communication with those whom they are interested in meeting.

REGISTER NOW FOR
NEAHMA'S ANNUAL
CONFERENCE & TRADE
SHOW, OCT. 24-25!

Register online today
via CVENT at
www.cvent.com/d/jcq2qs/1Q

WE HAVE MOVED!

NEAHMA has moved just down the hall. Please note our new offices are in Suite 201 instead of 210. Make the change in your email and smartphone contacts lists and on that good old Rolodex if you still use one. The full address is 400 Washington St., Suite 201, Braintree, MA 02184. Stop by any time!

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MESSAGE FROM THE PRESIDENT



The dictionary defines "SUCCESS" as the favorable or prosperous completion of an endeavor, event or project. That word can certainly be attached to the recent NAHMA Educational Foundation fundraising boat cruise held here in Boston on June 26th.

Noted in our last newsletter, our goal was to raise at least \$15,000 in net proceeds from the event to be presented to the NAHMA Educational Foundation. The committee that was in charge of this event far exceeded all expectations.

At the end of the evening, with the tally already in for the sponsorships and tickets sold prior to the event, plus the additional dollars raised from some on-board live and silent auction items and additional donations, NEAHMA was able to present Wayne Fox, Chair of the NAHMA Educational Foundation, with a check in the amount of \$75,000. A remarkable result for a very worthwhile endeavor!

We couldn't have done this without the dedication and commitment of our management firm members, associate members and vendor partners, our board members, staff and volunteers.

At this time, I would like to recognize Debbie Piltch, Melissa Fish-Crane, Nancy Hogan and Julie Kelliher for all the time invested to make this event such a great success. I would also like to thank Kristin Pine and her husband John for being the DJ's on the boat; Michael Clark for his talent as our Auctioneer Extraordinaire; and Ken Pagano for "working the room ... I mean, deck" for on-board pledges to boost up the auction.

As I look back at the initial challenge and now see our final result, it makes me very proud to say that I am a member of NEAHMA/NAHMA. As an organization, we take our mission very seriously. We can all be proud of the work we do each day that positively changes the lives of the residents we serve.

Have a wonderful rest of the summer, and we look forward to seeing you all at the NEAHMA Annual Conference on October 24th and 25th.

Scott Ployer, NAHP-e, CPM is Director of Facilities Management for The Community Builders, Inc.

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NEAHMA CRUISES ALONG WITH NAHMA

NEAHMA members had a great time showing off one of New England's great vistas — from Boston Harbor — to NAHMA members from around the country. As NEAHMA Board President Scott Ployer notes on the facing page, activities on board raised an astounding \$75,000 for the NAHMA Educational Foundation! Thank You, Sponsors!

PLATINUM LEVEL

ARS
Federal Management
Peabody Properties, Inc.
WinnResidential

GOLD LEVEL

Beacon Communities, LLC
Corcoran Jennison Management
First Realty Management
Indatus
Maloney Properties, Inc.
NEAHMA
Pilch Associates
The Community Builders, Inc.
Yardi

SILVER LEVEL

ApartmentSmart
Corcoran Management
Cornerstone Corporation
First Resource Management
Housing Management Resources
SHP Management
The Boston Land Company
Wingate Management

BRONZE LEVEL

A.B. Supply Company
Albert Risk Management
Downing and Flynn
Flooring Design
GE Appliance
Hallkeen Management
Home Depot
KNC Mechanical
MacDonald Cabinet &
Countertop Distributors, Inc
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RentalHousingDeals.com
R.M. Cochran
TrashPro
Trinity Management, LLC.
Turk & Quijano, LLP
Wilmar

IREM AND NEAHMA NETWORKING EVENT MAKES CONNECTIONS

WELCOME NEW NEAHMA MEMBERS

REGULAR MEMBERS

Capital Realty Group, Inc.,
Spring Valley, NY

Trinity Management, Boston, MA

ASSOCIATE MEMBERS

A-1 Foundation Crack Repair, Inc.,
Hudson, MA

Campbell Electric, Braintree, MA

Cox Communications, West Warwick, RI

Buyers Access, Denver, CO

Demtroys Technology, Sherbrooke,
Quebec

KNC Mechanical, Braintree, MA

Nizhoni Community Care,
Somerville, MA

Senior Whole Health, Norwell, MA

Strategic Energy Group, Portland, ME

Swerling Milton Winnick Public
Insurance Adjusters, Inc., Wellesley, MA

Wilmar, Mt. Laurel, NJ



NEAHMA and IREM Chapter 88 of Rhode Island joined forces again this year to co-sponsor a summer networking event at the Atlantic Beach Club in Middletown, Rhode Island.

This is the second year that the event has taken place at this beautiful venue, and it was a perfect day! Members had an opportunity to sit outside in the sun by the ocean, enjoy appetizers and network with vendor members from both organizations. We had 21 vendors participating in this year's trade show exhibit. We would like to thank the following vendor members for their support:

- Smoke Clean of New England, Inc.
- Enviro-Clean, Inc.
- MacGray Services
- Roto-Rooter
- Indatus
- ARS
- NexGen
- Sunshine Services/Eco Clean Systems
- Air Duct Services & Restoration
- CST, Your Link to Life
- Norfolk Hardware
- Simplex
- CertraPro Painters
- Proscape Landscaping Management Corp.
- Sherwin-Williams
- COX Communications
- BELFOR Property Restoration
- GEM Plumbing & Heating
- Barkan Compliance
- Signet Electronic Systems
- Charm Medical Supply

Guest speaker Andrew Botieri, founder of Total Peak Performance, conducted a presentation entitled *Whose Job is it Anyway?*, an informative presentation helping us understand what a team is really about and how to build accountability back into your organization.

The day's events were wrapped up with a wonderful clam bake dinner and lots of raffle prizes. If you were unable to join us, we hope you can make it to next year's event, which will take place on July 24, 2013.

Julie Kelliher is Executive Director of NEAHMA.

FOLLOW THE YELLOW BRICK ROAD TO SUCCESS

continued from page 1

- A later registration start time to allow for morning traffic.
- A new agenda that provides you with more time to visit the trade booth exhibitors.
- Fewer workshops sessions and longer time slots to allow our presenters more time to get through their presentations and provide you with valuable information.
- An opportunity to save time and dollars on registration fees! Attend the conference on Day 1, stay overnight at the hotel, and register for a substantial full-day or designation training on Day 2 at a deeply discounted registration fee. Choose from the follow three trainings on Day 2: Advanced LIHTC training, Fair Housing Compliance (FHC), and REAC training.

Stay tuned for more information and we look forward to seeing everyone at the conference!

Julie Kelliher is NEAHMA's Executive Director.

BOND COMPLIANCE FOR LIHTC PROJECTS

For a recent period of time, low-income housing projects financed by tax-exempt bonds were a rare occurrence in some areas. As the market starts to support these types of financings again, a little refresher on the compliance aspects of tax-exempt bonds is helpful.

It can seem like, once the deal is closed and the bond attorneys have done their job, it's time to sit back and relax and work on the next deal. But failure to meet bond compliance requirements, beyond affordability requirements normally required under Section 42, could have devastating effects.

Residential rental housing bonds with an affordable nature are qualified private activity bonds, as they serve a governmental purpose. The investors of these bonds receive interest on a tax-exempt basis. A governmental unit issues the bonds, and the low-income housing project is the "conduit borrower." The conduit borrower is usually contractually responsible for maintaining the tax-exempt nature of the bonds. Sometimes the trustee provides reminders for compliance reporting requirements, but the responsibility needs to commence with the conduit borrower, the low-income entity.

The most overlooked compliance aspect is one that occurs normally on a five-year schedule, arbitrage and yield restriction testing. Most property management companies or general partners are used to reporting financial results on a quarterly or annual basis to the trustees. But the responsible party needs to conduct regular arbitrage and yield-restriction testing to maintain the tax-exempt nature of the bonds.

Simplified, arbitrage is created when issuers, or conduit

borrowers, take the proceeds of a bond issuance and invest them at a rate higher than what they are paying for debt service, or interest payments, on the bonds. This would create an investment profit for the conduit borrower. Among other reasons beyond the scope of this article, Section 148 of the tax code was created to minimize the arbitrage benefits that could be gained. To achieve this goal, it requires payment back to the federal government of any "profit" earned on the bond proceeds above the bond yield.

The payment back to the federal government is due 60 days after every fifth anniversary of the bond issuance, or upon redemption or refunding (refinancing). Therefore, testing needs to be started well before that date to make a determination of whether a payment is required. The mechanics behind the testing are generally conducted to ensure that the rate of return of invested proceeds does not exceed a computed yield on the bonds. Many factors come into play during the computations and testing, including examination of any hedges on variable rate bonds, review of construction spending schedules, and analysis of reserves and debt service funds.

The completed testing is to be provided to the trustee of the bonds and maintained in the project's records. The statute of limitation for the testing documentation is three years subsequent to bond redemption. If selected for IRS examination, the entity will need to provide proof of this testing at the required intervals. It will most likely be required to comment on the personnel assigned to tax-exempt bond due diligence and the efforts that have been made to comply with the code and regulations.

This Just in From NAHMA

The Government Accountability Office (GAO) recently sustained the protests filed against HUD's Project-based Section 8 performance-based contract administrator (PBCA) Notice of Funding Availability (NOFA).

Under the August 15 decision, GAO determined that HUD's use of a NOFA to award the PBCA contracts "was improper because the 'principal purpose' of the NOFA was to obtain contract administration services for HUD's direct benefit and use, which should be acquired under a procurement instrument that results in the award of a contract."

GAO recommended that HUD cancel the NOFA and award the PBCA contracts through a procurement instrument. GAO recommended that "HUD should address the other concerns expressed by the protesters to the extent appropriate." Finally, GAO recommended that HUD reimburse the protesters for their costs of filing

and pursuing the protests. Protestors' certified claims for costs—which must detail the time expended and costs incurred—must be submitted to HUD within 60 days of the August 15 decision.

Also within 60 days, HUD must inform the GAO of whether or not it will follow the recommendations. If HUD does not follow the GAO's recommendations, then the Office must provide written notice of that decision to several Congressional Committees. The issue then becomes a matter between the legislative and executive branches of government. The protesters also may have the option of suing HUD in federal court if HUD does not follow the GAO's recommendations.

To read GAO's decision in its entirety, go to <http://tinyurl.com/8vy9hw7>.



ARE YOU A “BUSINESS” OLYMPIAN?

By Andrew Botieri

I am sitting here on Sunday morning watching the 2012 Summer Olympics and am so proud of our Olympians. I have always been amazed at what it takes for an athlete and a team to succeed.

As a former amateur athlete and a successful business executive, I could really appreciate all the training, preparation and commitment it takes to be successful as an Olympic athlete. I have been fortunate myself to attend both the 1996 Summer and the 2002 Winter Olympics to see this first-hand. I always walked away with the feeling of what it takes to be an Olympic athlete ...“the best of the best.”

Imagine, if you will, working on one goal, one dream every day for four years and having it come down to an event that in most cases only lasts for a few precious seconds. All that blood, sweat and tears to see if you get the gold medal, and either the glory is yours or you go home without the prize. Incredible, isn't it? Just look at what Michael Phelps achieved. In my view these athletes, whether they win or lose, are all Olympic champions for just having the talent and opportunity to represent their countries and show off their stuff in these Olympics.

While watching these Olympic events, it was apparent that each of these participants possesses the same key qualities: intense discipline, focus, world-class training, the will and determination to succeed, and a passion about their future. And these qualities are certainly the qualities that we need as business leaders within the property management industry.

The only major difference is that Olympic athletes have coaches around them every day, helping them keep these critical qualities in front of their minds as they shoot for the gold medal. In coaching my sales teams and property management clients over the years, I have always told them they were like athletes. The only difference is that as property management industry leaders, you wear a different uniform and play on a different field than an Olympic athlete.

But like the athlete, you need to incorporate the same use of discipline, focus, world-class training, the will to succeed and the ability to have fun. Learning your business, practicing your “art,” growing and executing will deliver the desired results and peak performance.

Let's look at the qualities of an Olympic athlete and see how you can incorporate these world-class qualities:

- ▶ **DISCIPLINE:** Discipline is such a key attribute for you to possess to be successful in the business world today. You need discipline in your work habits and in helping turn bad habits into productive habits. You need discipline in your vision of what you want and where you want to be.
- ▶ **FOCUS:** What are your goals? What are your company's goals? Are they compatible with each other? Are they attainable? Define your mission statement and the steps needed to help you achieve your property management company's success.
- ▶ **PROPER TRAINING:** The Olympic athletes train for a minimum of four years to achieve their ultimate goal. They train, train and then train some more. Can you apply this mind-set to your property management company and its training programs? The Olympic athlete goes over the same training techniques again and again and again. It's called learning “the basics” to develop their mental muscle. I'm sure you've heard “we need to get back to the basics” before, and there is a reason why. Are those on your property management team trained to perform like this? What are you doing to train and grow that “mental muscle” of your team?
- ▶ **HAVE FUN:** Let's face it, we spend more time at work than we do at home, so make sure either you love what you do (be passionate) or make your work environment a fun place to be. It is not that hard to do ... it's all about attitude and altitude!

TIP: Being an Olympic athlete is not much different than being an “Olympic” property management athlete. Just adapt these four principles to your business acumen and watch your success and property management company grow! Good luck till next month.

Andrew Botieri is the founder of Total Peak Performance®, a business coaching and sales training company with more than 50,000 hours of coaching and training of property management companies and their leasing professionals around the country. Botieri also publishes The New England Apartment Finder. He can be reached at 508-982-7523 or andrew@totalpeakperformance.com.

DAUBY O'CONNOR & ZALESKI, LLC CELEBRATES 25 YEARS

In 1987, Steve Dauby and Sean O'Connor formed Dauby O'Connor, a two-man firm located in Indianapolis, IN. A year later, Ted Zaleski joined the firm, and Dauby O'Connor & Zaleski, LLC ("DOZ") was born.

DOZ provides accounting and auditing, tax and consulting services to owners, sponsors, developers, managing agents and syndicators of multifamily housing communities. DOZ has continued to grow its reputation as a leader in multifamily housing professional services and currently has clients in more than 40 states. DOZ celebrated its 25th anniversary this summer.

DOZ will employ 150 professionals by January 2013, a benchmark that was difficult to comprehend in 1987. Steve, Sean and Ted built the firm on hard work, excellent client service and a strong understanding of the industry. Today, the founding members are still actively involved in firm management and client services to ensure those same principles are a focal point, the critical driver of the firm's high client retention rate and steady growth.

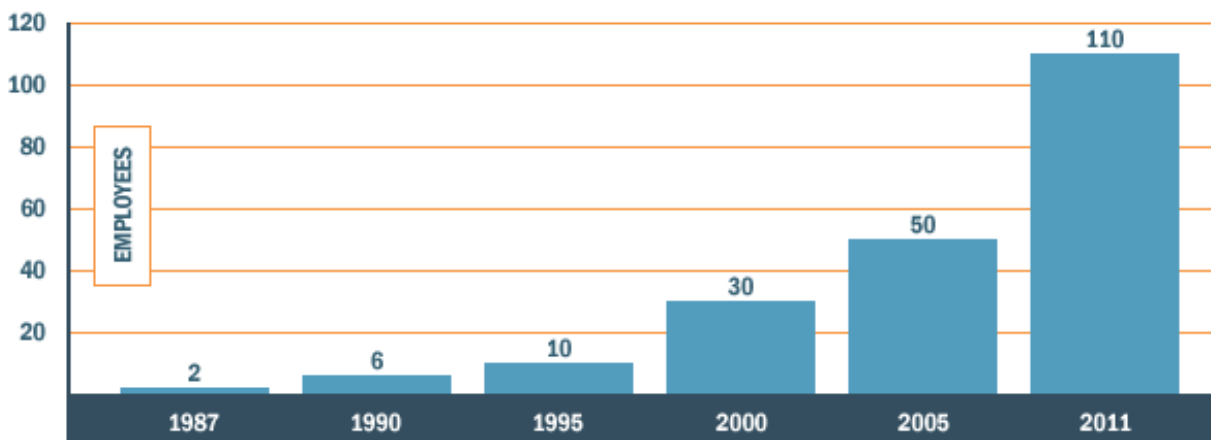
To complement the celebration of the 25th milestone, DOZ hosted its 2nd Annual Industry Conference in Indianapolis on July 19, 2012. A wide range of industry professionals joined DOZ members in speaking on various

topics impacting the multifamily housing industry. Topics included FHA financing, asset management, low-income housing tax credit (LIHTC) compliance and regulatory issues, tax-exempt bonds, valuation of partnership interests and asset management technology. In addition, NAHMA's Director of Government Affairs, Michelle Kitchen, provided a legislative update.

The conference concluded with an LIHTC update from expert professionals and developers, including the president of the Tax Credit Coalition, Jeffrey Whiting. This panel offered insights on the future of the 9 percent credit rate, the impact of the LIHTC on real estate tax assessments and Community Reinvestment Act (CRA) reform.

The conference was followed in the evening by DOZ's 25th Anniversary Celebration, which included recognition of all the firm's clients in attendance, a video walk down memory lane and a live band.

DOZ will continue to concentrate in the multifamily housing industry and work to grow at a consistent, measured pace. In 2013, the firm expects to build on the success of the conference, and further strengthen its team of professionals for the start of the next 25 years.



DOZ's growth over 25 years.

TEAM NEAHMA'S SUCCESSFUL SUMMER

By Sarah Kaufmann

CROSSROADS RHODE ISLAND

The "Click LIKE for Hunger Drive" for Crossroads Rhode Island has gone well. This is the first time we have done an event of this kind. Every new LIKE on our NEAHMA Facebook page is a canned good donated to Crossroads. This summer their emergency pantry has experienced scarcity due to an increase in their charity efforts.

The drive ends on August 31st. Please make an effort to find and LIKE us at www.facebook.com/nehma. The drive started in July and we have only reached 30 new friends. Please feel free to spread the word—tell your friends, colleagues, neighbors, residents, clients, etc.

ELIZABETH STONE HOUSE

We donated 75 summer toys to Elizabeth Stone House, as well as many used cell phones and ink cartridges.

We are always collecting canned goods, old cell phones, ink cartridges and toys at our trainings and meetings. Feel free to come say hi at our office as well and drop donations off. Please bring your toy donations for the Adopt a Family Holiday Drive. We will be collecting earlier this year at our conference to increase our success.

SUSAN G. KOMEN RACE

Team NEAHMA will be participating in the Susan G. Komen Race this year on October 20, 2012 in Boston, MA. We hope for no snow this year and even more participants. Every company that has five or more employees sign up to join us will have its logo added to our Team shirts. Our goal is 100 people this year. You can support our team by going to the website of the Massachusetts Susan G. Komen Race for the Cure at <http://tinyurl.com/99qv5pw>.

POSTER CONTEST WINNERS

NEAHMA will have three Poster Contest Winners in the NAHMA calendar for 2013. The winners are:

- Aileen Cosme, Grade 11, Market Mill Apartments, Lowell, MA, Peabody Properties, Inc.
- Dion Price, Grade 8, Hillside Village Apartments, Providence, RI, Preservation Housing Management
- Sethbonyem Quire, Grade 10, Oxford Gardens, Providence, RI, First Realty Management

All of NEAHMA's regional poster art winners can be found at www.nehma.org/wp-content/uploads/2012-Winners-for-13-Cal2.pdf. Congratulations to all who participated.



ANNUAL KID'S DAY

NEAHMA's Annual Kid's Day this year was a great success. We had 526 attendees at Canobie Lake Park in New Hampshire. This was a great day to celebrate those who submitted artwork for the Poster Contest. There will be an award ceremony and dinner reception for all regional winners at our Annual Conference on October 24, 2012.

NEAHMA would like to thank the following companies for participating in our Annual Kid's Day event:

- Corcoran Management
- Cornerstone Corp.
- Dimeo Properties
- Federal Management
- First Realty Management
- Flagship Management
- Mountain View Terrace
- Peabody Properties, Inc.
- S-C Management
- SHP Management
- Preservation Housing Management
- The Community Builders, Inc.
- WinnResidential

Sarah Kaufmann is Office Manager at NEAHMA.



First Realty's 20th Anniversary Olympians.

FIRST REALTY HOSTS 20TH ANNUAL OLYMPIAD FOR KIDS

Spirited competition, world class Olympic-style sportsmanship and some surprise visits by local sports figures were the highlights of the 20th anniversary of the First Realty Management Olympiad. Children from 10 affordable and mixed-income apartment communities in Massachusetts and Rhode Island competed on Friday, August 3, 2012 at Bridgewater/Raynham High School in Bridgewater, MA.

Teams comprising children aged seven to 15 participated in a variety of contests, ranging from the more traditional running events to a colorful football toss and tug of war. All the youngsters are residents of apartment communities managed by First Realty Management Corp., which manages over 6,000 apartments and condominiums in New England.

Massachusetts participants included children from Battles Farm Village and Davis Commons in Brockton, Brandywyne Village in East Boston, Stony Brook Commons and Cummins Towers in Roslindale, Broadway Glen in Chelsea, Taunton Gardens in Taunton, Bay Village in Fall River, and The Fairways in Worcester. The state of Rhode Island was represented by a team from Oxford Gardens in South Providence.

The Olympiad is intended to build a sense of community among children who live in the same apartment communities but may attend different schools at distant locations, making it difficult to connect in a positive way with the other kids in the neighborhood. With practices throughout the summer, children learn valuable teamwork and cooperation skills, plus have an opportunity to develop confidence and self-esteem.

At the Olympiad, children earned recognition for successfully completing events; won trophies for sportsmanship, outstanding effort and team spirit; and received gold, silver and bronze medals for both individual and team accomplishments. A special "President's Cup" trophy was presented to the smaller or younger team that best embodied the spirit of Olympic achievement, but whose sizes and/or ages rule out a highly competitive medal finish.

One interesting byproduct of the competition is that previous participants, who now exceed the age limits, often

come back to act as coaches for their younger neighbors. Two years ago the age limit was raised to 15 to accommodate some older teens who still wanted to compete. The sports Olympiad has been so successful that in 1999, First Realty initiated its first Academic Olympiad, which now takes place every November at Harvard. Both events have become traditions that the kids look forward to with great enthusiasm.

First Realty Management has been conducting activity and enrichment programs for the residents of the properties it manages for nearly 40 years.

First Realty is also known for the quality of their properties. Two of the communities represented at the Olympiad, Brandywyne Village and Battles Farm Village, were among NAHMA's Exemplary Family developments, one in 1999 and the other in 2002, in its Communities of Quality® (COQ) awards program. Davis Commons, Brockton, achieved regional and national recognition as a COQ Best Turnaround Property in 2006. Last year First Realty received the top COQ award for managing the nation's best housing for the elderly at The Meadows in Smithfield, RI. This year, the company won the Paragon Award from the National Apartment Association (NAA) for its management of Camelot Court Apartments in Brighton, Mass.



STRONGER BY ASSOCIATION

NAHMA was recently awarded an American Society of Association Executives' (ASAE) Power of A Award (PWRA). NAHMA won a Silver PWRA Award for its Communities of Quality® National Recognition and Awards program.

There are 312 NEAHMA-member properties listed in the National COQ Registry!

The Communities of Quality® (COQ) National Recognition program acknowledges the best multifamily affordable housing communities across the country for excellence in the way they manage the physical, financial and social condition of the properties. The COQ Awards contest, now entering its 20th year, is a competitive part of the COQ Recognition Program whose winners are honored for the quality of life they offer residents, the level of resident involvement in community life, the properties' financial stability, the certified quality of their staff, and the nature of collaborations with other organizations and agencies.

Other COQ components include listings in NAHMA's National COQ Registry and the national COQ Corporate Partner Designation, which is earned by management companies that have at least 50 percent of their property portfolio accepted into the COQ National Recognition program. This designation was created specifically to honor management companies that successfully maintain a significant portion of their properties to the high standards of the COQ National Recognition program.

Current COQ Corporate Partners include:

- *American Apartment Management Company, Inc.*
- *AIMCO*
- *American Baptist Homes of the West (ABHOW)*
- *CSI Support and Development Services*
- *First Realty Management*
- *Metropolitan Associates*
- *Peabody Properties, Inc.*
- *PRD Management*
- *Spear Management*
- *TESCO*
- *The Community Builders, Inc.*
- *Walton Community Services*
- *Wesley Housing Corporation of Memphis, Inc.*
- *Westminster Company*
- *WinnResidential*

The PWRA awards recognize association programs, activities and initiatives that advance America and the world, and are part of a larger Power of A awareness campaign launched by ASAE in 2009 to educate and inform policymakers in Washington and others about the wealth of resources and expertise in the association community. The PWRA awards are made to programs that move beyond an association's "everyday" best practices to truly generate some public benefit.

ASAE received nearly 100 entrants for its 2012 PWRA awards, with 14 associations, including NAHMA, receiving the ASAE Silver Award.

More information on the Power of A Awards can be found at www.thepowerofa.org/awards.

DATES TO REMEMBER

NEAHMA/IREM

Networking Event

September 27, 2012

NAHP of the Year

Submissions Due

to NEAHMA

September 25, 2012

Conference and

Trade Show

October 24 & 25, 2012

NEAHMA/IREM

Networking Event

November 14, 2012

EFFICIENCY MAINE'S MULTIFAMILY ENERGY PROGRAM OPENS

Efficiency Maine will build upon the highly successful Home Energy Savings Program to develop and deploy an energy retrofit program targeted to the under-served multifamily housing sector. This market sector is defined as small to medium multifamily housing with between five and 20 apartment units per building.

By providing comprehensive retrofit services to a total of 1,800 units, this initiative aims to reduce energy consumption by 20 percent or greater, while establishing a sustainable program with an enduring financial model to ultimately reach the large majority of such buildings in the state.

Multifamily buildings selected for program participation will be benchmarked and audited by approved program partners. Building owners will receive specific project quotes with estimated financial incentives and payback calculations so they can make informed retrofit decisions. In addition, Efficiency Maine will establish a loan loss reserve fund to further enhance the financing opportunities for qualified multifamily building owners.

For additional questions, one of NEAHMA's Associate Members located in Maine is an Approved Program Partner. Please contact Ben Todd of Strategic Energy Group @ Btodd@strategic-energy-group.com or 207-317-1897 to learn more about the program.

neahma
NEW ENGLAND
AFFORDABLE HOUSING
MANAGEMENT ASSOCIATION

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