



Much to Celebrate During JAHMA's Spring Management Event



JAHMA's annual Spring Management Event (SME) was memorable for its lively participants, numbering more than 450, its wealth of substantive work sessions, and the celebratory mood engendered by events honoring Statesman of the Year, Pioneer in Affordable Housing,

properties that have earned National Recognition as Communities of Quality®, and poster/art contest winners. There are articles on all of these throughout this issue of JAHMA Talk.

Co-sponsored by JAHMA and the New Jersey Housing and Mortgage Finance Agency (NJHMFA) and held May 9-10, 2013 at the Revel in Atlantic City, the conference featured eight educational seminars, a general session, a luncheon keynote address, networking events and an awards ceremony. As is its tradition, the SME ran a food drive to benefit the Food Bank of New Jersey.

On the day before the conference opening was the JAHMA Educational Foundation's annual golf outing (see article on page 3).

Among the special guests introduced by JAHMA President Ken Pagano were James Beach (D), New Jersey State Senator; Michael Floyd, NJHMFA Chief of Property Management & Technical Services; Robert Sasso, NJHMFA Director of Property Management; Connie Loukatos, Director of the Philadelphia Multifamily Hub; Walter Kreher, Director of the Newark Multifamily Program Center; Gianna Solari, NAHMA President; Kris Cook, NAHMA Executive Director; John LaBarbera, New York City Fire Department Battalion 23 Commander, and Diane Johnson, HUD Newark Office Director.

Keynote addresses were given by Michael Clark, Business Development Manager, Complete Property Restoration, and John LaBarbera (see article on page 7).

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JAHMA's 2014 conference will be May 8-9 at The Borgata Hotel in Atlantic City. The Golf Outing will be on the 7th at Atlantic City Country Club.



P.O. Box 43 Riverton, New Jersey 08077
856-786-9590 Fax 856-786-6265
e-mail admin@jahma.org www.jahma.org

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Executive Director

Jo Ann McKay

JAHMA Talk Editor

Catherine A. Smith
Community-Based
Communications, LLC
cbc.smith@comcast.net

JAHMA Talk Design

Evelyn Powers
DesignPowers, Inc.
evelyn@designpowers.com

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2013 GOVERNOR'S CONFERENCE POSTPONED

The 2013 Governor's Conference on Housing and Economic Development, originally scheduled for Sept. 24-25, 2013, has been postponed to until March 11-12th 2014. This will enable the state to focus on Superstorm Sandy recovery. For more information on registering for the March event in Atlantic City, click here or go to <http://www.state.nj.us/dca/hmfa/home/conference/index.htm>.



JAHMA's Statesman's Award Goes to Coughlin Management

JAHMA recognized Coughlin Management for its many years of service and dedication to JAHMA and the Spring Management Event. Our fundraising, decorations and raffles during the evening reception could not have been as successful without the help of their entire team, who they bring down year after year and work so hard to make this such a memorable event.

More Than Par for the Course

The 15th Annual Golf Outing to benefit the JAHMA Educational Foundation was a great success. The weather was beautiful, the course pristine, and a sellout crowd of 120 golfers competed, raising more than \$100,000 for the foundation.

"This was an extremely beneficial outpouring of support from our members," said JAHMA Educational Foundation Chairman Ken Pagano. "It will give that little extra push to students who are struggling to pull together the funds they need for books, transportation and other essentials for success."

The golf outing was held at the Atlantic City Country Club in Northfield, NJ. Funds raised through the golf outing and the JAHMA's Spring Management Event fundraiser enables the foundation to supply scholarships to residents at JAHMA-member properties who are working hard to advance their careers for themselves and their families. (See article on page 4.)



Golfers enjoyed the beautiful view and the thrill of winning.



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JAHMA FOUNDATION SCHOLARSHIPS TOP HALF-MILLION MARK

JAHMA Educational Foundation President Ken Pagano recently announced that the JAHMA Educational Foundation was awarding 32 scholarships for the 2013/2014 school year. These awards are worth a total of \$51,750.

Students living in 14 different apartment communities managed by nine different management companies or nonprofit organizations received scholarships from the Foundation's annual program.

Some of the schools this year's group of scholars will attend include Burlington County Community College, Rutgers, Cornell School of Law, Mercer County Community College, Florida Memorial University and Ithaca College, among others. Almost all of the winners are involved in some sort of community service activity either at school or at their apartment community.

As the foundation board predicted, the 2013 totals took the amount of money awarded by the program over the half-million dollar mark.

"That the Foundation has been able to award more than \$528,500 to deserving students in our member communities is truly astonishing," Pagano said. "We can have an even more far-reaching impact across the state if more of our members and their site property managers encourage residents to take advantage of this opportunity."

Now in its 12th year, the JAHMA Foundation Scholarship Program has awarded 356 scholarships to 178 different residents of JAHMA member properties. Total awards have helped more than 50 JAHMA Scholars achieve their goal of graduating from their respective community college, university or trade/technical school.



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2013 JAHMA SCHOLARSHIP GRANTS

NAME	PROPERTY MANAGEMENT COMPANY	SCHOOL	MAJOR	AMOUNT
Dennis Burleigh	MEND, Inc.	Burlington County	Business Administration	\$1,000
Jacquelynn Chmiel	Princeton Community Housing	Rutgers University	Undeclared	\$2,500
Quatasia Cross	FNP Property Management	William Paterson University	Psychology	\$500
Jonas Daniecki	Princeton Community Housing	Norwich University	Engineering	\$1,000
Mary Ebony	Princeton Community Housing		Business	\$1,250
Anis Elezovic	Marshall & Moran			\$1,250
Zerena Elezovic	Marshall & Moran	Rutgers University	Neuroscience	\$2,000
Cynthia Fuentes	Princeton Community Housing	Middlesex County College	Undeclared	\$500
Toni Gilbert	MEND, Inc.	Burlington County College		\$1,000
Tiffany Gonzalez	Interstate Realty Management Company	Atlantic Cape Community College	Pediatric Nursing	\$2,500
Cindy Guzman	Princeton Community Housing	Rutgers University	Business & Communications	\$1,250
Vanessa Guzman	Princeton Community Housing	Undecided	Undeclared	\$1,000
Phoebe Hanna	Princeton Community Housing	Seton Hall University	Nursing	\$3,000
Destiné Harper	FNP Property Management		Psychology, Humanities, Social Sciences & Fashion Studies	\$1,000
Marcella Isaacs	PRD Management	Mercer County Community College	Nursing	\$2,500
Tori Julious	Princeton Community Housing	Rowan University	Sociology/Criminal Justice	\$2,000
Kumail Kazim	Princeton Community Housing	Rutgers University	Biology/Pre-Med	\$3,500
Patricia Kmita	Paulus Hook Community Housing	Rutgers University	Nursing	\$1,250
Roger Licairac	MEND, Incorporated	Rutgers University	Mathematics/Economics	\$3,500
Julio Lopez	Princeton Community Housing	Strayer University	Information Tech.	\$1,000
Christian Nazario	Princeton Community Housing			\$1,250
Allen Quinones	Interstate Realty Management Company	Arcadia University	Computer Science	\$1,250
Ebony Ray	Pennrose	Cornell Law School	Law	\$3,500
Syed Raza	Princeton Community Housing	Undecided	Engineering	\$1,250
Wilma Rutledge	Community Realty Management	Undecided	Cosmetology	\$1,000
Courtney Sackey	Princeton Community Housing	Haverford College	Political Science	\$1,500
Barbara Simmons	Moderate Income Management	Rutgers University - Camden Campus	Social Work	\$2,500
Melissa Smith	Princeton Community Village	Mercer County Community College	Nursing	\$1,000
Sequoya Taylor	Interstate Realty Management Company	Cumberland County College	Social Service	\$1,000
Andres Velez	Princeton Community Housing	Ithaca College	Business Adm.	\$1,000
Agnes Whitfield	Interstate Realty Management Company	Kean University	Phys. Ed./Health	\$1,000
Tiffany Williams	PRD Management	Florida Memorial University	Social Work	\$1,000



Proud Princeton Community Village residents and others celebrate their scholarships. (left to right) Vanessa Guzman, Jonas Daniecki, Christian Nazario, Cynthia Guzman, Kumail Kazim, Dr. Bruce Johnson of the JAHMA Educational Foundation, Courtney Sackey, Phoebe Hanna and Mary Ebong. Note that all but Courtney Sackey and Mary Ebong received both the JAHMA and NAHMA scholarships. NAHMA winners not pictured: Jacquelyn Chmeil, Juan Polanco and Syed Raza.

JAHMA Students Win NAHMA Scholarships

The following 10 students applied for and received scholarships this year from the NAHMA Educational Foundation. Congratulations to all of them!

You might note that eight of the 10 are from one site, Princeton Community Village. Property Manager Susan O'Malley said that "Our site management team puts a great deal of time and effort into marketing the scholarship program to our residents. We do this because we believe that education is an important component of the nurturing community environment we provide for our economically and ethnically diverse residents."

Everyone at JAHMA and the JAHMA Educational Foundation hopes that more property managers will take Susan's advice and encourage residents to apply for JAHMA and NAHMA scholarships!

Jacquelynn Chmeil, \$2,500

Princeton Community Village, Princeton
Princeton Community Housing
Rutgers University
Major: History

Jonas Daniecki, \$2,500

Princeton Community Village, Princeton
Princeton Community Housing
Norwich University
Major: Mechanical Engineering

Cindy Guzman, \$2,500

Princeton Community Village, Princeton
Princeton Community Housing
Rutgers University
Major: Business & Communications

Vanessa Guzman, \$1,500

Princeton Community Village, Princeton
Princeton Community Housing
Major: Undeclared

Phoebe Hanna, \$2,500

Princeton Community Village, Princeton
Princeton Community Housing
Seton Hall University
Major: Nursing

Jasmin Harrison, \$2,500

Brights Villa Incorporated, Atlantic City
Community Realty Management
Morgan State University
Major: Nursing

Roger Licaira, \$2,500

Baylor Arms, Moorestown
MEND, Inc.
Rutgers University
Majors: Mathematics, Economics and Statistics

Christian Nazario, \$1,500

Princeton Community Village, Princeton
Princeton Community Housing
Mercer County Community College
Major: Fashion Merchandising

Juan Polanco, \$2,500

Princeton Community Village, Princeton
Princeton Community Housing
Franklin and Marshall College
Major: Undecided

Syed Raza, \$2,500

Princeton Community Village, Princeton
Princeton Community Housing
Undecided
Major: Mechanical Engineering

JAHMA Foundation's New Veterans Housing Initiative

The Foundation has a fundraising goal of \$100,000 for 2013.

The purpose of this program is to assist returning veterans who qualify in finding housing at JAHMA-member affordable apartment communities throughout New Jersey. The program is specifically looking to help wounded veterans. In order to assist these wounded veterans, many existing affordable apartment units would have to be made more accessible.

As a result, the Foundation has included in its fundraising budget money to assist management companies in making the necessary refurbishing changes needed to accommodate these veterans and their families. The Foundation has a fundraising goal of \$100,000 for 2013. These funds would support the Foundation's three main programs: the scholarship program, the IN TIME OF NEED furniture program and, now, the Veterans Housing Initiative.

One recipient of funds in support of the Veterans Housing Initiative is the Stephen Siller Tunnel to Towers Foundation. Heading up the Siller Foundation is John LaBarbera, a battalion chief in the New York City Fire Department, who was the keynote speaker at the SME luncheon.

The foundation was established in honor of Stephen Siller, a New York City firefighter who lost his life during 9/11. Over the last several years, the organization has been helping wounded veterans secure custom-built homes. "Mr. LaBarbera's remarks were both moving and inspiring as he encouraged JAHMA members to support the Veterans Housing Initiative," said Pagano.



John LaBarbera, battalion chief in the New York City Fire Department, prepares to address the audience at the SME. Seated to his left is Walter Kreher of HUD's Newark office.

JAHMA has already donated \$2,500 to the Stephen Siller Foundation and received the following acknowledgement from LaBarbera: "Thank you for all your help. This contribution will go towards Captain Ben Harrow, US Army Ranger, [and his] new smart home. Ben lost both legs and a good portion of his left arm [in service to his country]. Ben is from Long Island and a West Point graduate. He is a wonderful young man. You guys have made a difference in Ben's life."

Anyone wishing to make a donation can go on the JAHMA website or contact the JAHMA office for more details.



KEYNOTER MICHAEL CLARK ON STRESS

Michael Clark, keynote speaker at the Spring Management Event, both entertained and enlightened event-goers with his speech on "Learning the Truth About Stress." Michael is Business Development Manager, Complete Property Restoration

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OFF TO A STRONG START

In the cases of the three families, seven children who had slept on the floor the night before went to sleep in a bed the night of the installations.



Resident Helen Ruocco (second from left) shows off some of her new furniture to Michael Massood, CEO of Thomasville Home Furnishings of NJ; Stephanie Murray, Deputy Mayor of Middletown, NJ; Walter Kreher of HUD's Newark office; Dr. Bruce W. Johnson, ITON Program Administrator; and Janice Ochs, Site Manager at Luftman Towers.

After a record-setting year in 2012, the JAHMA Foundation's IN TIME OF NEED Furniture Distribution Program had already completed four installations on behalf of residents at JAHMA member properties by the end of April. Last year the program completed a total of eight installations.

Since the start of the program in May 2006, a grand total of 37 installations have been completed in conjunction with the Foundation's partner, Thomasville Home Furnishings of New Jersey, and a huge assist from AFR (American Furniture Rental). Residents in 27 different apartment communities in 26 different communities across New Jersey have been served by this program. Residents living in apartment communities managed by 16 different management companies have received furniture.

Residents who received furniture since the start of 2013 include Ronald Foster of Amity Heights Apartments (Interstate Realty Management) in Bridgeton. He and his two children lost all of their furniture in January when an adjacent apartment caught on fire. Helen Ruocco, an elderly resident at Luftman Towers (Coughlin Management) in Lincroft lost her home and all of her possessions during Hurricane Sandy while living on Staten Island. At Brigantine Homes (Interstate Realty Management) in Atlantic City, both Louisa Rodriguez and her three young children and Haylen Cosme and her two daughters also received furniture. In the cases of the three families, seven children who had slept on the floor the night before went to sleep in a bed the night of the installations.

"This program truly makes a difference in the lives of residents," said Dr. Bruce Johnson, who administers the program for the JAHMA Educational Foundation.

The IN TIME OF NEED Furniture Program is looking for residents currently living without furniture. If you have such a resident or resident family, why not nominate them today? The process is simple, and applications can be found on the JAHMA website at www.jahma.org by clicking on the IN TIME OF NEED icon. Anyone with questions can contact Dr. Bruce W. Johnson at bwjec@comcast.net.

Federici & Kreher Win JAHMA's Pioneer Award



*Fred Federici and
Walter Kreher with
their Pioneer Awards.*

Fred Federici and Walter Kreher were given Pioneer Awards at JAHMA's Spring Management Event.

Fred and his firm, Wesley Towers, Inc., have been instrumental in creating new housing throughout the central NJ area. It has been involved in the creation of over 2,000 units and the refinancing of another 1,000 units across the entire spectrum of housing, from Section 202 and Section 8 to private-issue bonds and tax credit-funded properties to first-time home buyers.

Walter Kreher directs HUD's Newark Multifamily Program Center and its portfolio of 725 multifamily properties. He helped establish the JAHMA Educational Foundation and is an advisor to its "In Time of Need" furniture program. Kreher also serves on the New Jersey Housing Mortgage Finance Agency Management Task Force.

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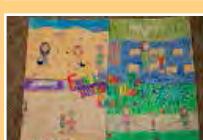


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POSTER CONTEST WINNERS REFLECT PLANNING

JAHMA Winners!



Now in its 27th year, the theme for NAHMA's (and JAHMA's) poster/calendar contest was *We Are One Family, Friends Make the World a Nicer Place*.

Nationally, the winning artwork is featured in NAHMA's 2014 calendar. Four JAHMA-member residents made it into this year's national calendar! They are Toni Gilbert, Kenny Camacho, Jamaurio MacMillan and Katherine Comacho.

The following students and seniors won the contest after being judged by JAHMA, and their artwork was then sent on to NAHMA. Congratulations to all the winners!

K-1

First Place - Blanca Emmett
Winteringham Village, Interstate Realty Management

Second Place - Alivia Hartman
Winteringham Village, Interstate Realty Management

2-3

First Place - Dion Larmonie
Winteringham Village, Interstate Realty Management

Second Place - Tinaya Calhoun
Winteringham Village, Interstate Realty Management

4-6

First Place - Orlando Torres
Woodbine Manor Apts, Community Realty Management

Second Place - Aniya Evans
Winteringham Village, Interstate Realty Management

Third Place - Nasir Jordan
Winteringham Village, Interstate Realty Management

7-9

First Place - Decoishia Bromell
Winteringham Village, Interstate Realty Management

Second Place - Jamaurio MacMillan
Winteringham Village, Interstate Realty Management

Third Place - Shymira Reeves
Winteringham Village, Interstate Realty Management

10-12

Marisol Hardy
Winteringham Village, Interstate Realty Management

Senior/Disabled

First Place - Toni Gilbert, Lenola School Apartments, MEND

Second Place - Kenny Camacho
Winteringham Village, Interstate Realty Management

Third Place - Katherine Camacho
Winteringham Village, Interstate Realty Management



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NAHMA created the COQ National Recognition program as a way to acknowledge a company that provides the highest-quality affordable housing to lower-income residents while adding value to its larger community. "Achieving this recognition demonstrates that a property does much more than provide housing," said JAHMA Executive Director Jo Ann McKay. "All of these properties are judged according to their physical standards, employee credentials; financial management, and programs and services, among other requisites that prove that they deserve this acknowledgement."

Below are the management companies and properties that recently received COQ National Recognition.

- Baltic Plaza Apartments, Community Realty Management
- Brights Villa North, Community Realty Management
- Brights Villa South, Community Realty Management
- Eggerts Crossing Village, Lawrence Non-Profit Housing
- Hall's Corner, Interstate Realty Management
- Lincroft Luftman Towers, Coughlin Management Co.
- Luther Acres, Community Realty Management
- Luther Arms, Community Realty Management
- New York Avenue Apts., Community Realty Management
- North 25 Housing, Community Realty Management
- Ocean Towers Apts., Interstate Realty Management
- South Village II, PK Management, LLC



Connie Loukatos Retires

Philadelphia Multifamily Hub Director Encarnacion (Connie) Loukatos retired on June 30, 2013 after 40 years of dedication and service to the U.S. Department of Housing and Urban Development. Instrumental since the formation of JAHMA, she has provided ongoing support and advice. She has spoken at most of our Spring Management Events, participating on the Share the Wealth panel. JAHMA wishes Connie much happiness and success in her new endeavors.

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		 High-Resolution Scanner	
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Recent JAHMA Educational Offerings Attracted Many

JAHMA presented the following educational offerings this past quarter and wishes to thank all of the presenters and attendees.

- **A Certified Professional of Occupancy (CPO) Course** was held March 20-22, 2013 at The Enterprise Center at BCC in Mt. Laurel, NJ. The course is a comprehensive program offered by NAHMA for property management staff in affordable developments, including LIHTC. It is the only occupancy course that covers the HUD 4350.3 Handbook in its entirety, with specific handbook references cited in the margins of the course text. The instructor was Janice McNally of Interstate Realty Management Company in Marlton, NJ.
- **A Maintenance Technician's Workshop on Disaster Planning** was held June 12 at the Holiday Inn & National Conference Center in East Windsor, NJ. Instructor Michael Goldberg of RestoreCore covered such topics as crisis communication planning, types of disasters, business continuity and information technology (IT) recovery.
- **EIV and TRACS Training** was held June 25 at The Edison Hotel in Edison, NJ. The course spent half of the day identifying EIV Discrepancies with a New Perspective on Repayment Agreements and The Rollout of TRACS 202b. The instructor was Jeanette Claus, CPA, COS, TaCCs, Director of PMCS.
- **A Comprehensive Fair Housing Compliance (FHC) Course** was held on June 6 at The Enterprise Center at BCC, in Mt. Laurel, NJ. This is NAHMA's course to train managers to understand complex fair housing regulations. The instructor was Frank C. Bangor, President of Frank C. Bangor and Associates.



JAHMA is pleased to partner with our colleagues at AHMA of Washington to provide JAHMA members with online course options. This is a great training opportunity designed by experts in the multifamily housing industry. The following link will direct you to the AHMA of Washington website where you can register for these online training courses. Identify yourself as a JAHMA Member with the discount code jahma2013 to receive a \$10 discounted price. <http://ahma-wa.org/trainings/online-training/>.



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CONSIDERING GOING SMOKE FREE

On April 12, 2013, JAHMA held a breakfast meeting at the Maplewood Country Club in Maplewood, NJ so that its members could learn more about putting smoke-free policies into place at their properties.

The program was led by Steve Tancer, Director of RPM's Property Management Group, who spoke on why and how RPM Development Group puts into practice smoke-free policies at many of its private affordable housing developments.



Karen Blumenfeld and Steve Tancer promoted smoke-free multifamily housing at recent JAHMA event.

Also speaking was Karen Blumenfeld, Esq., Executive Director of Global Advisors on Smoke-free Policy (GASP), a nonprofit organization that promotes smoke-free air and tobacco-free lives. She gave an overview of smoke-free multifamily housing, the financial incentives of having a smoke-free housing policy (from development financing to tax credits), HUD's policy on smoke-free multifamily housing, and resources to help property developers, owners, managers and residents.

Across the country, smoke free policies are an emerging and popular trend in multifamily housing. Smoke-free policies reduce operating expenses by lowering maintenance costs, and help to prevent fires started from smoking. Smoke-free policies also provide healthy environments for residents and employees, and help to comply with state laws on smoking in common areas of multi-unit housing, as well as disability laws.

Across the country, smoke-free policies are an emerging and popular trend in multifamily housing.



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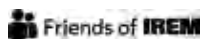
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This Just In
from NAHMA

NAHMA Announces 2013 Affordable 100 List

NAHMA recently announced the release of its Affordable 100, a list of the 100 largest affordable multifamily property managers, ranked by affordable unit counts. The list is available at NAHMA's website, www.nahma.org/affordable100.html, as well as the June issue of Affordable Housing Finance magazine and June issue of Units magazine.

The Affordable 100, created in an effort to accurately determine the size of the portfolio of affordable multifamily units receiving federal subsidy in the United States, lists affordable units containing at least one of following federal subsidies: HUD Project-based Assistance, Section 42 LIHTC, HOME funds, bonds and USDA Section 515.

"If the affordable housing industry is to successfully contend that more federal funds are required to address the rental housing needs of our country, we need the data to make our case," said NAHMA Executive Director Kris Cook, CAE.

"In most government reporting, a unit that receives a HUD project-based subsidy is counted as an affordable unit by HUD. If that same unit was built or rehabilitated using tax credits, it is again counted by the IRS or the state allocating agency as an affordable unit. Add HOME funds to the financing mix and it is counted a third time. NAHMA believes that overstating the supply of affordable housing leads

policymakers to believe that more units are available than there truly are."

NAHMA has taken steps to determine the degree to which layering is overstating the supply of safe, sanitary, affordable housing through its annual Affordable 100 list. The goal of this survey is to produce a list of the 100 largest affordable multifamily property managers, ranked by affordable unit counts.

For more information, contact Brenda Moser at 703-683-8630, ext. 112, or Brenda.moser@nahma.org.