

A Message from the Regional Vice President:
Jesse Holland, CPM®

I used to hate Politics - until I learned why I need to know.

I used to avoid politics like the plague. It just seemed like a complete waste of my time to even try and follow what these crazy people were up to. Local politics seemed like

it was just people complaining about everything, State politics just seemed so remote and distant, and National politics was just a different planet – so far away from everyday life that it just didn't matter.

What I have come to realize is that politics aren't about the game, but about the rules. Real estate, in fact most things in life, don't really change that much, what changes are the rules. For example in real estate we have tenants, owners, and properties, and generally speaking those pieces of the puzzle haven't changed much. However, building codes, tenants rights, depreciation schedules are constantly changing and they are all driven by – you guessed it – politics.

In fact, decisions are being made everyday that will affect life as we know it for years to come. Health care, financial reform, cap and trade, foreign policy the list goes on. If you aren't part of the discussion you may wake up one day with a puzzled look trying to figure out what happened.



A Message from the President:
Nicholas J. Harris, Jr.
CPM®
April 2010

Chapter 58 begins a busy year with a great start! In February we held our first event, an ARM® luncheon hosted by guest speaker: Anne Peterson – D&C Columnist, who served as Executive director of The

Housing Council from 1996 to 2007 with her areas of expertise being in foreclosure, prevention, landlord/tenant issues, fair housing, and demographic change. Member turn-out was terrific and everyone who attended took part in the honor of installing 3 new ARMS and 1 CPM:

- ERIN SCHMIDT, ARM® – Fairport Baptist Home
- DONNA SMITH, ARM® – Rochester Housing Authority
- BRIAN ZAKRZEWSKI, ARM® – Kenmore Development
- CHRIS BURGESS, CPM® – Tri City Rentals

On March 17, 2010 the chapter held the SRM001 Sustainable Real Estate Management course covering such topics as property operations, increasing energy and water efficiency, improving indoor environmental quality and recycling.

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NEWSLETTER

The IREM® INSIDER is published quarterly by the Rochester - Western NY Chapter 58 of The Institute of Real Estate Management, PO Box 202, North Chili, NY 14514. Submissions and Comments should be sent to the same address, or via e-mail to: iremchapter58@irem58.org Publication of advertising or contributing articles are not an endorsement by IREM® or Chapter 58.

New ARM®s

Erin Schmidt
Fairport Baptist Homes

Donna Smith
Rochester Housing Authority

Brian Zakrzewski
Kenmore Development



New CPM®

Chris Burgess
Tri City Rentals



Please visit our website:
www.irem58.org

CPM® ANNIVERSARIES

J. Michael Smith – 35 Years
Jay Birnbaum – 25 Years
Richard Rainaldi – 25 Years
William Haggerty Jr. – 25 Years
Sharon Marx – 20 Years
Carol Oster – 15 Years
Peggy Taylor – 15 Years

ARM® ANNIVERSARIES

Clayton Cloen – 25 Years
Barbara Greenbaum – 25 Years
Betty Avery – 20 Years
Pamela Berger – 20 Years
Wenda Glatz – 20 Years
Maggie Hennigan – 15 Years
Teresa Rockwell – 15 Years
David Allen – 10 Years
Jennifer Fordham – 10 Years
Brenda Race – 10 Years
Christine Stuver – 10 Years
Craig Welker – 10 Years

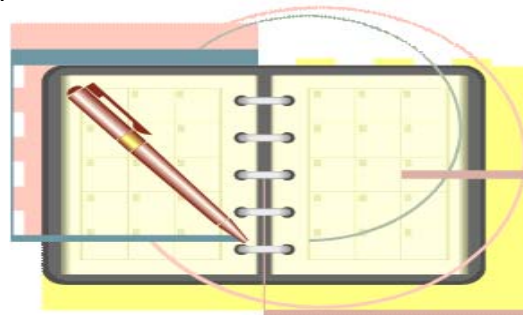
Please Save the Following Dates:

FIN 402

May 19 & 20, 2010
Democrat & Chronicle Training Center
301 Long Leaf Blvd.
Instructor - Enis Hartz, CPM

7th Annual IREM Golf Tournament

July 20, 2010
Shadow Lake Golf & Racquet Club
1850 Five Mile Line Road
Penfield New York





**IREM CHAPTER 58 7TH ANNUAL GOLF TOURNAMENT
TUESDAY, JULY 20, 2010
SHADOW LAKE GOLF & RACQUET CLUB**

SPONSORSHIPS AVAILABLE

RALPH HONDA HAS SECURED THE CAR SPONSORSHIP

A DONATION WILL BE GIVEN TO Flower City Habitat for Humanity (FCH) Chapter



\$1500 EAGLE SPONSOR INCLUDES

4 Golfers with Cart, Snack Bar Lunch, Dinner, Hole In One Sponsor, Company Name on Welcome Banner and Sponsor Board.

\$1200 BIRDIE SPONSOR INCLUDES

4 Golfers with Cart, Snack Bar Lunch, Dinner, Double Hole Sponsor, Company Name on Sponsor Board.

\$1000 PAR SPONSOR INCLUDES

4 Golfers with Cart, Snack Bar Lunch, Dinner, Hole Sponsor, Company Name on Sponsor Board

- Cart Sponsor: \$500.00**
- Bag Sponsor: \$400.00**
- Hole Sponsor: \$ 75.00**
- Closest to the Pin (2): \$ 50.00 ea.**
- Longest Drive (2): \$ 50.00 ea.**
- Lunch Sponsor: \$ 400.00 (Company Name on Ticket for Lunch)**
- Beverage Sponsor: \$ 350.00 (Company Name on Ticket for Beverage)**

NAME _____ SPONSORSHIP _____
 COMPANY _____ DATE _____

Our company would like to donate the following Door Prize:
 Door Prize: _____
 Company: _____

Door prizes or other sponsorships can also be made by contacting:
 Nanette Stubbe
 By phone: (585) 889-8040 or via email
 iremchapter58@irem58.org

FIN 402
May 19 & 20, 2010

Name			Title		
Company					
Address					
City		State		Zip	
Phone		Fax		e-mail	

Registration Fee For member discount please include
IREM # _____

\$570 Premier Member-CPM, Candidate, ARM, AcoM, AMO Firm Employees

\$660 Classic Member – Associate Member, Student Member, Academic Member

\$715 Non Member

Total Payment \$ _____

Payment method: Check , Money Order,
Credit Card – Visa, Mastercard, Discover
Credit Card Number _____
Expiration Date _____
Signature on Card _____



PLEASE MAKE PAYABLE TO: IREM#58

Send check to: Nanette Stubbe
IREM Chapter 58
P.O. Box 202
North Chili, N.Y. 14514-0202

DATE: May 19 &20,2010

TIME: 8:00am – 8:30 am
Registration

8:30am-5:00pm
Course

Qualifies for 13 Hrs
NY State CE

PLACE: Democrat & Chronicle Training
Center at Canal Ponds Park
301 Long Leaf Blvd.
Rochester, NY

FIN 402
Investment Real Estate Financial Tools

See www.irem58.org for more information.

