

**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**

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## 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](http://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

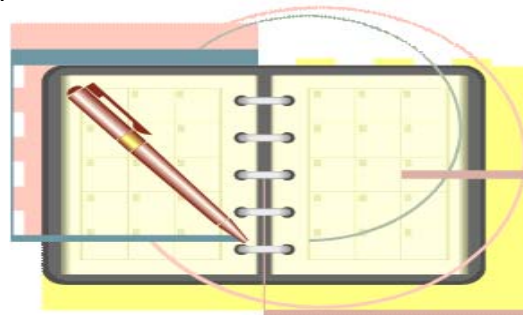
## Please Save the Following Dates:

### 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 7<sup>TH</sup> 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](http://www.irem58.org) for more information.

