

PennDel News

**2017
Special
Edition**

By giving you, the PennDel AHMA members, a short personal bio of each of the Officers and Directors, telling you something about each committee in PennDel AHMA, and sharing our 2017 goals, the Board of Officers and Directors are hoping to encourage more members to become actively involved in this great organization.

Officers

President	Eric Naftulin
1st Vice President	Eileen Wirth
2nd Vice President	Michelle Storino
Treasurer	Jody Dimpsey
Secretary	Julieann Duca
Immediate Past President	William Brown

Directors

Judith Batchelder
Sharon Jacob
Marty Josephs
Jay Laff
Jane Lahage

Advisors

Lisa Case
Paul Cohen
Susan Eliason
Mark Morgan
Jim McGrath
Kenneth Penn
Michael B. Simmons
Nancy Twyman

Past President

Rich Skoczylas

Board Liaison

Andrew Goldberg

Executive Director

Jo Ann McKay

2017 Goals For PennDel AHMA

In November, the Officers and Directors of PennDel AHMA held the annual organizational meeting to review 2016, and propose both a budget and goals for 2017. We are pleased to report that PennDel AHMA is financially healthy. Based on the progress to date of the Strategic Planning meetings which have been held, our goals for 2017 include:

- Complete the Strategic Planning process with specific goals and having identified the parties responsible for meeting those goals
- Update Bylaws, Reimbursement Policy, Investment policy, and Nominating Process with emphasis on succession planning
- Finalize & Implement Student Internship Program
- Finalize & Implement Board Officer position descriptions & board commitment letter
- Create a web based Blog (or similar platform) for members to interact, exchange info, share ideas, Q & A, etc.
- Enhance member experiences via informal meet and greets sponsored by vendors, engage more members via direct committee involvement, newsletter spotlight, etc.
- Strengthen and expand collaboration efforts with other AHMA's and similar agencies including webinar participation
- Grow our membership base at all levels/evaluate various levels of membership
- Continue support of NAHMA scholarship program via Journal expansion
- Expand and strengthen our Delaware base via outreach, educational opportunities, etc.
- Continue to broaden our educational and certification opportunities
- Re-establish Task Force/Round Table discussions with our government partners ~ HUD, PHFA, DSHA, etc.

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Dates to Save!

Sponsored by
PennDel AHMA and IREM Del Val No. 3

Maintenance Matters!



June 15, 2017



Xfinity Live! Philadelphia, PA



Presenting Sponsor



Baseball Sponsor



General Event Sponsors

One Day of Extensive Training for the Maintenance Professional!

More details at www.PennDelAHMA.org

Sponsorship Opportunities are available! Contact Monica Pauro at 856-786-2183



September 27 & 28, 2017

**Dover Downs
Hotel & Casino**

Dover, DE

Watch our website
for coming details!

www.PennDelAHMA.org

Contact Monica Pauro at the chapter office if you
would like to participate on the planning committee.

1½ Days of Educational Sessions including a VENDOR EXPO

Pennsylvania Delaware Affordable Housing Management Association

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Presenting our 2017 Officers



President

Eric Naftulin, NAHP-e®

Eric D. Naftulin, NAHP-e, Federation Housing, Inc. (FHI) Executive Director since 2004 – recently celebrated 25 years of service with FHI. I grew up and raised our family in Northeast Philadelphia’s Somerton/Bustleton section where FHI’s corporate management office and several housing projects are located. My wife, Michele and I are happily married with two sons – our eldest son is a New Hope Borough Police Officer and his younger brother is attending Holy Family University, studying physical therapy. We enjoy family time at the Jersey shore, skiing, traveling and spending time outdoors.

I am proud of my long standing affiliation with the PennDel AHMA and look forward to continuing our tradition of supporting the affordable housing industry and its partners. I look forward to meeting YOU at a future PennDel AHMA event. Together — let’s explore the ways we can enhance your experience as a member of the PennDel family.



1st Vice President

Eileen Wirth, MBA, CPM®, HCCP, SHCM®

Incorporated in 1896, Octavia Hill Association, Inc. (OHA) developed, operates and manages approximately 400 housing units, both market rate and affordable, throughout Philadelphia. As the President & CEO of OHA, I am responsible for overall company operations, as well as new development, refinancing, sales, and major renovations.

I hold the Certified Property Manager (CPM)® designation from the Institute of Real Estate Management (IREM), the Housing Credit Compliance Professional designation from the National Association of Home Builders (NAHB), and Specialist in Housing Credit Management from the National Affordable Housing Management Association (NAHMA). I currently serve as the President for NJ Chapter No. 1 of IREM, Vice Chair of the IREM Federal Housing Advisory Board, and am a member of the IREM National Membership and Credentialing Committee. I was Region 2 Regional Vice President with IREM for the 2007 – 2008 term.



2nd Vice President

Michelle Storino, ARM®, SHCM®, NAHP-e®

I have been a part of Community Realty Management’s team since October, 2008. With over 20 years of diverse experience in multi-family housing, I was previously responsible for managing a portfolio of CRM properties, including staff development and supervision, budget preparation, marketing, development of property and operating plans, rent recommendations, applicant screening, tax credit lease up, and lease enforcement. In June 2015, I became the Vice President of Operations, overseeing and directing all aspects of the company’s operational policies, objectives, and initiatives. Eight regional property managers report directly to me. I communicate directly with clients, oversee the property budget preparations, and analyze financial statements.

I was the recipient of the ARM of the Year for Chapter 101 in 2014, was the CPM Candidate of the Year for Chapter 101 in 2015, and received the Michael Fisher Award for Excellence in Property Management in 2012 and 2014. I serve on the ARM Committee for Chapter 101 of IREM and the Membership Committee for PennDel AHMA, and as Chairperson for PennDel AHMA’s Education Committee.

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2017 Officers *cont'd*



Treasurer

Jody Dimpsey, CPM®

I started JLD Property Management Group in 2005 and I have over 25 years in the property management field. My background includes a comprehensive understanding of Section 42 (LIHTC), Rural Development, HUD and other financing vehicles associated with affordable housing. I am recognized as an expert on Section 42 Compliance, am a Spectrum S.T.A.R. recipient, and am a Certified Tax Specialist C3P. I have served as President of IREM's Delaware Valley Chapter No. 3 Board, and as a Member of Council for Affordable Rural Housing (CARH). I currently serve as Treasurer on PennDel AHMA's Board of Directors.

I'm very active in my community of Hummelstown where I reside with my dog Henri (the wonder dog). I own an art gallery and studio and am Chair of Hummelstown Arts Festival, love the Godfather trilogy, and am an avid golfer.



Secretary

Julieann Duca, NAHP-e®

I have more than 20 years of leadership experience in the property and community management field. As Regional Property Manager at Interstate Realty Management Company, my current responsibilities include oversight of 17 communities consisting of 2068 units that have various financing, including mixed, Section 8, Tax Credit, market and third party client. I provide supervision for all financial and leasing activities, and am responsible for communicating residential issues to my team.

I hold several industry designations, including: HCCP, NAHP-e, FHC, SCHM, COS. I am an active member of PennDel AHMA, participate in ongoing training activities, and, as a new board member, look forward to serving on the Board of Directors.

I live in the Somerton section of the city of Philadelphia. I am married. I do not have 2 legged children. However, everyone who knows me will tell you my 4 legged family mean the world to me. When I am not walking "Lucky" I am training and socializing feral, stay cats and kittens, and visiting my nieces and nephew.



Past President

William P. Brown, Jr.

I live in Hatfield, PA and am President & CEO of Advanced Living Management & Development, Inc. I am a licensed Nursing Home Administrator in both PA and NJ. I have been on the Board of Directors of PennDel AHMA for many years, and have been President of the Board from 2014 to 2016. I have been working in housing with our senior population for 35 years.

I am married, and have seven children. I currently serve as Secretary for the Developers Council of Pennsylvania and serve as an Elder of the Shepherds Heart Church. I enjoy and still play the drums. I have a special interest in old cars.

Presenting our 2017 Directors



Judy Batchelder, ARM®, FHC

I have worked for the Boston Land Company as Property Manager of Quaker Hill Place since 1992, and added the responsibilities of Software Advancement & Compliance Manager (Yardi super-user) in 2009. I have served on the PennDel AHMA Board of Directors for several years and love chairing the e-newsletter committee (thanks to the influence of my mother who was an English teacher in area high schools and Del Tech Community College). I am a third generation native of Wilmington, Delaware – and none of my immediate family members worked for DuPont! In June of 2013, I married Dave, who I met when he conducted HUD MHQS inspections at QHP a few times as part of his job with the Wilmington Dept. of Real Estate and Housing. Our blended family includes a 30-something son, two daughters in their 20s, and a grandson who is very excited to be a teen. We love entertaining, and are both active members of Emmanuel Orthodox Presbyterian Church.



Sharon Jacob, CAPS, BOS

Danny and I have been married for 7 years with 6 sons between us, 2 grandchildren. I live in Middletown, Delaware and consider myself to be a locavore! My personal interests are cooking (I'm a recent achiever of baking bread!), gardening and politics.

I've been in the property management field for 31 years, with the last 5 being at Pennrose as a regional manager. Besides being a PennDel AMHA board member I'm also on the NJAA Education Committee and have been since 2005. I have a CAPS designation as well as a BOS.



Martin (Marty) Josephs

In over 20 years of senior level management experience in the real estate industry, I have worked in the commercial, residential, retail and healthcare sectors. This experience includes operations management, marketing and sales, development, and acquisitions. I joined Ingerman, a company which develops, constructs, and manages affordable apartments, in 2007 as Vice President of Property Management and was promoted to President in 2011. My portfolio includes oversight of Operations, HR, Compliance, Marketing and Leasing, Maintenance & IT at 70 properties totaling 6,220 units located throughout NJ (35 communities), PA, DE & MD.

Prior to joining Ingerman, I was with Pennrose Management Company as Vice President, The Shelter Group as Regional Vice President of Operations, and managed a mixed use commercial and retail complex for Jones Lang LaSalle.

I currently serve as a Board member of PennDel AHMA and the New Jersey Apartment Association. I am married and reside in Villanova. I have two fully launched daughters, one of whom lives in Buffalo and the other in Boulder. My outside interests include golfing, running, gardening and home renovation projects.

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2017 Directors *cont'd*



Jay Laff, NAHP-e®

I have been President/CEO of Sencit Properties, Inc. in Harrisburg, PA since 2000. Sencit is a multi-state developer and manager of affordable, senior, and market-rate multi-family housing. For 36 years preceding my involvement in the housing industry, I was involved in health care administration in Pennsylvania, New Jersey, and Michigan. I was President of the PA Chapter, American College of Health Care Executives for four terms and was a licensed Nursing Home Administrator in PA, NJ, and MI. From 1975-1979, I served as Director of Long Term Care for the PA Dept. of Health, Harrisburg.

PennDel Chapter service includes membership, Officer, Director, and Charitable Donations Committee Chairperson. Current licenses include Real Estate Broker in PA and NJ.

My wife, Linda, and I live in Lebanon County, PA and recently celebrated our 50th wedding anniversary with our son and daughter, their spouses, and our six grandchildren.



Jane Lahage, NAHP-e®

Jane Lahage has more than 20 years' experience in the affordable housing industry. Her career has included work for the federal government and two not-for- and profit organizations.

For the past twelve years, Jane has served as the Director of Operations for Federation Housing Inc. a not-for-profit real estate management and development company located in Northeast Philadelphia. She previously served as a Project Manager for the U.S. Department of Housing and Urban Development in the Philadelphia Multifamily Office. Jane began her career in affordable housing at Presby Homes & Services.

Jane earned her B.A. from Villanova University. She has received the professional designation NAHP-e, National Affordable Housing Professional – Executive. She also has Quadel and NAHMA certifications in Fair Housing and as a Tax Credit Compliance Specialist.

Jane has been a public speaker on affordable senior housing and has made numerous presentations that have included the U.S. Department of Housing at HUD Headquarters, Washington DC, HUD Philadelphia Field Office, the PHFA Annual Conference and the PennDel AHMA Annual Conference.

She lives in Phoenixville, PA with her husband and her two yellow Labrador retrievers. Her son and daughter-in law live locally. Jane loves to garden and has an amazing spring and summer garden. Photography is one of her hobbies. She loves to sit on the beach on the Outer Banks, NC.



Our Mission Statement

PennDel AHMA serves as a vital resource for technical education and information, fosters strategic relations between government and industry and recognizes those who exemplify the best in affordable housing.

The mission of PennDel AHMA is to support the National Affordable Housing Management Association's (NAHMA) efforts with legislative and regulatory policy that promotes the development and preservation of decent and safe affordable housing.

NAHMA is the leading voice for affordable housing, advocating on behalf of multifamily property managers and owners whose mission is to provide quality affordable housing.

Presenting our 2017 Board Liaison



Andrew Goldberg, CR, WLS, AIT

I have been working in the Disaster Restoration Industry for the past 20 years and in the construction industry for over 30 years. A 5th generation contractor, a Certified Restorer (CR), and a Certified Water Loss Specialist (WLS), I am the founder and owner of RestoreCore and SecureCore. RestoreCore is a full service disaster restoration contractor that specializes in restoring businesses and homes after disaster strikes. SecureCore provides clients with disaster planning tools, onsite disaster management and online disaster plans. I have an extensive background teaching others about restoration and disaster planning.

I hold the National Apartment Association Educational Institute Faculty's Advanced Instruction Trainer (AIT) designation. I have taught numerous courses to the commercial and residential property management community, am an approved instructor for the Commonwealth of Pennsylvania Insurance Department as well as the State of New Jersey Department of Banking and Insurance. I am a founding member of the Pennsylvania Apartment Association (PAA) Educational Review Committee.

I serve on the Board of Directors for the New Jersey Apartment Association (NJAA) and chair the Associate Members committee for the Pennsylvania Delaware Affordable Housing Management Association.



Executive Director / Assistant Director



Jo Ann McKay / Monica Pauro

Jo Ann McKay, who is certainly no stranger to PennDel AHMA, is currently acting Executive Director. As Assistant Director, Monica Pauro will be working closely with JoAnn while she learns all the details which Gerri handled to keep everything running smoothly for PennDel AHMA.



Committees



There are nine very active PennDel AHMA committees made up of excellent teams of dedicated professionals who volunteer their time to deliver the best results for the membership of PennDel AHMA, but all committees would welcome more volunteers.

Grassroots members are strongly encouraged to participate on committees.

Associate Member Committee

Chairperson Andy Goldberg

Provides a voice in PennDel AHMA for our associate members.

The committee is instrumental in formulating educational courses — most notably the Maintenance Matters! event — and assists in the membership drive initiative. Our associate members' sponsorship during our conference and programs have made it possible for PennDel AHMA to avoid inflating member costs.



Charitable Donations Committee

Chairperson Jay Laff

Enables PennDel AHMA to give back to the community through several venues including Toys for Tots, Food Bank of DE, and Wounded Warriors

The most significant of PennDel AHMA's contributions is our annual donation to the NAHMA Educational Foundation partially funded by the production and distribution of the commemorative journal at the annual conference.



Fall Conference Committee

Chairperson Eileen Wirth

Orchestrates the annual management conference

By popular demand, this year's conference will be at Dover Downs on September 27-28, 2017.



Education and Training Committee

Chairperson Michelle Storino

Plans and executes numerous courses and workshops during the year





Committees cont'd

Programs committee
Co-chaired by Sharon Jacob and Julieann Duca
Offers four member meetings which include a meal, updated PennDel AHMA news, and an informational session



Legislative Affairs committee
Chairperson Paul Cohen, Esq.,
Monitors and reports on legislation both nationally and on the state level which may directly affect the housing industry



Membership Committee
Chairperson Rich Skoczylas
Strives to ensure continued membership of our current members as well as increasing our regular and associate membership and our affiliate properties
The committee are working on introducing a new student membership, which proves to be very exciting!

E-Newsletter Committee
Chairperson Judy Batchelder
Distributes 2-3 regular editions of the newsletter to all members
Articles include updates from the NAHMA and Penn Del AHMA organizations, reports on events and accomplishments from PennDel AHMA members, and valuable information from our associate members. The PennDel AHMA e-newsletter is sent electronically to the contact person for each member company and of each affiliated site. We hope that it is being shared with other staff members of member companies and sites.



If you are interested in joining a committee, please get in touch with the chapter office at 856-786-2183 or penndelahma@comcast.net