

## WHAT'S INSIDE?

### FROM THE PRESIDENT

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**LAURA'S BLOG** New Year,  
New Legislature, New and  
Old Slate of Issues • page 6

## UPCOMING EVENTS

**2019 CAA EXPO AND  
MAINTENANCE MANIA**  
**APR 17 • 1:00 - 5:00 PM**  
Kasich Hall  
Ohio Expo Center  
717 E. 17th Ave.  
Columbus, Ohio 43211

**MAY GENERAL MEETING**  
Insight 2050  
**MAY 9 • 11:30 AM - 1:00 PM**  
Strongwater Food & Spirits  
401 W. Town St.  
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## UPCOMING EDUCATION

### SMARKETING

**MAR 20 • 9:00 AM - 12:00 PM**

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Discussion of market  
comparison studies, outreach  
methods, direct mailers,  
building value, resident  
retention, and lease-up.

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**GO FURTHER! LEASING 201**

**MAR 27 • 9:00 AM - 4:30 PM**

7 CEUs Available

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Justice, Haley Residential*  
Understanding your budget,  
market surveys, delinquency,  
evictions, debits, credits and  
escrow accounts, shopping  
competition, renewals, closing  
reports, conversion ratios,  
lease audits, and more.

### EPA CERTIFICATION

**APR 3 • 12:00 - 5:00 PM**

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Solutions*

EPA Refrigerant Technician  
Certification Testing for  
those who work on stationary  
equipment or use refrigerants.

## CAA Honors Hall of Fame Induction - Night of Recognition, Celebration

On Thursday, January 24 the CAA inducted four new honorees into its Hall of Fame during the CAA Honor's Reception at Scioto Country Club. Members celebrated Pat Igoe, Marlene Mahoney, Dana Moore and Rebecca Perry Damsen among a raucous crowd of their colleagues, family and friends.

Laura Swanson, Executive Director began night's activities by welcoming CAA Hall of Famers, inductees, and those in attendance to celebrate. Swanson took a moment to give a very special thank you to the event sponsors, The Affordable Housing Trust of Columbus and Franklin County, FABCO and Oakwood Management.

Following the announcements Swanson moved to the program with CAA President David Holzer to begin the induction of this year's Hall of Fame recipients. Swanson and Holzer set the tone by taking the audience back to 1969, recognizing history and events including the formation of the Columbus Apartment Association. Moving through the next thirty years, Swanson highlighted important dates impacting the honorees, women and the multifamily housing industry until reaching 1999 and honoring Pat Igoe, the first female President of the CAA.



Hall of Fame inductees show off their plaques

Holzer outlined Igoe's achievements which include the creation of the CAA Community Assistance Foundation and a focus on charitable giving, leadership and volunteering to move the CAA forward as a whole challenging each Board member to be more involved and active in their roles and the association.

Moving forward only four years, Swanson spoke about the accomplishments of the CAA's second female and first second-generation President, Rebecca Perry Damsen. With a unique perspective of following in her father Roger's footsteps, during her 2004 term Perry Damsen successfully negotiated the CAA's management of the Ohio Housing Council and celebrated the 35th anniversary of the organization.

In recognizing Marlene Mahoney, Holzer acknowledged her numerous CAA activities throughout the past two decades including the Expo, CAA Golf Outing and Bowling Events, and, of course turning a small rental collection agency in Columbus into a nationwide leader in the field.

Continuing the forward march in history, Swanson highlighted the successes of Dana Moore. Moore, the 2008 President of the CAA was also the first female President of the Ohio Apartment Association. During her tenure, the CAA created a nationally recognized Bed Bug policy and guidance and created the Bowling for Charity luncheon benefitting the Community Assistance Foundation.

• HONORS CONTINUED ON PAGE 2

## CAA Bowlers Throw Strikes for Charity

Nearly 200 CAA members took over the alleys at Sawmill Lanes on Friday, February 15, 2019. All came excited to bowl, have fun, eat pizza and raise money for a good cause, the CAA Community Assistance Foundation. Bowlers filled almost all of the 52 lanes during the Charity Bowling Luncheon for an afternoon of a little friendly competition and comradery.

Representative from the lane sponsors companies assisted the bowlers to help keep the pace of play moving so bowlers could make the most out of their two hours of bowling. They also provided built in cheering and took advantage of networking opportunities.

50/50 raffle tickets were available once again culminating in the largest pot of the year. As the bowling drew to a close, Megan Batty with The Sherwin Williams Company pulled the winning number. Alex Holzer with Commercial One won \$525 in the drawing with an equal amount being donated to the CAA Community Assistance Foundation. Following winners were chosen for a bowling ball donated by Sawmill Lanes and gift cards generously donated by the Prize



Members bowling at Sawmill Lanes

Sponsors. Sherry Kocheran with Plaza Properties, Inc. won the bowling ball. While Rohonda Rosenbraugh with CORT, Jeff Hatem with F&W Properties, Joe Lewis with Environmental Management, Inc., and Tom Newsome with Zinger Property Group each won a \$50 gift card.

The team and individual with the highest scores will be recognized that the March General Meeting at Lincoln Theatre on March 14th.

• BOWLING CONTINUED ON PAGE 2



## 2019 EXECUTIVE COMMITTEE



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Randy Palmer, Colonial American Development  
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Chris Rohrbacher, Schottenstein Property Group  
Deborah Rurik-Goodwin, Edwards Communities  
Brian Schottenstein, Schottenstein Real Estate Group  
Don Seager, REMAX Affiliates/Seager & Associates  
Neil Sethi, Landis Properties  
Andrew Showe, Showe Management Corporation  
Carrie Sitterley, Sentinel Real Estate Corporation  
Scott Solomon, Oxford Realty  
Mark Wagenbrenner, Wagenbrenner Development  
Brian Yeager, The Champion Companies

## • HONORS CONTINUED FROM PAGE 1

Following the recognition of the remarkable contributions and accomplishments Holzer officially inducted Igoe, Mahoney, Moore and Perry Damsen into the CAA Hall of Fame, welcoming them to the podium and presenting them with the commemorative plaques. Igoe, unfortunately, could not be present and her honor was given to her

granddaughter Meg Newcomb on her behalf.

With one final honor, Swanson welcomed Columbus City Councilmember Emmanuel Remy to the podium to present proclamations on behalf of Columbus City Council. Remy took a moment to appreciate the accomplishments of the night's honorees while

presenting each with a resolution.

Swanson ended the evening with one final tribute and a toast asking everyone raise their glasses in salute to the four newest CAA Hall of Fame members. Inviting everyone to stay, enjoy the music, food and comradery.

## • BOWLING CONTINUED FROM PAGE 1

**Highest Individual Score, 199**  
Columbus Newsome, Zinger Property Group

**Highest Team Score, 711**  
Alan Carr, David Holzer, Doug Baker and Owen Carr, Commercial One Realtors

Thank you to all who planned, participated and sponsored the event!

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Members gather before bowling.



## COLUMBUS APARTMENT ASSOCIATION STAFF

The Apartment Age is a quarterly publication of the Columbus Apartment Association.  
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Laura Swanson,  
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Executive Director



Audra Garrison,  
IOM  
Associate Director



Emily Cunningham,  
Membership &  
Events Director



Kathi Wilson  
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## Save the Date! Registration is OPEN

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**APRIL 17, 2019**

**1:00 - 5:00 PM**

**OHIO EXPO CENTER**

**KASICH HALL**

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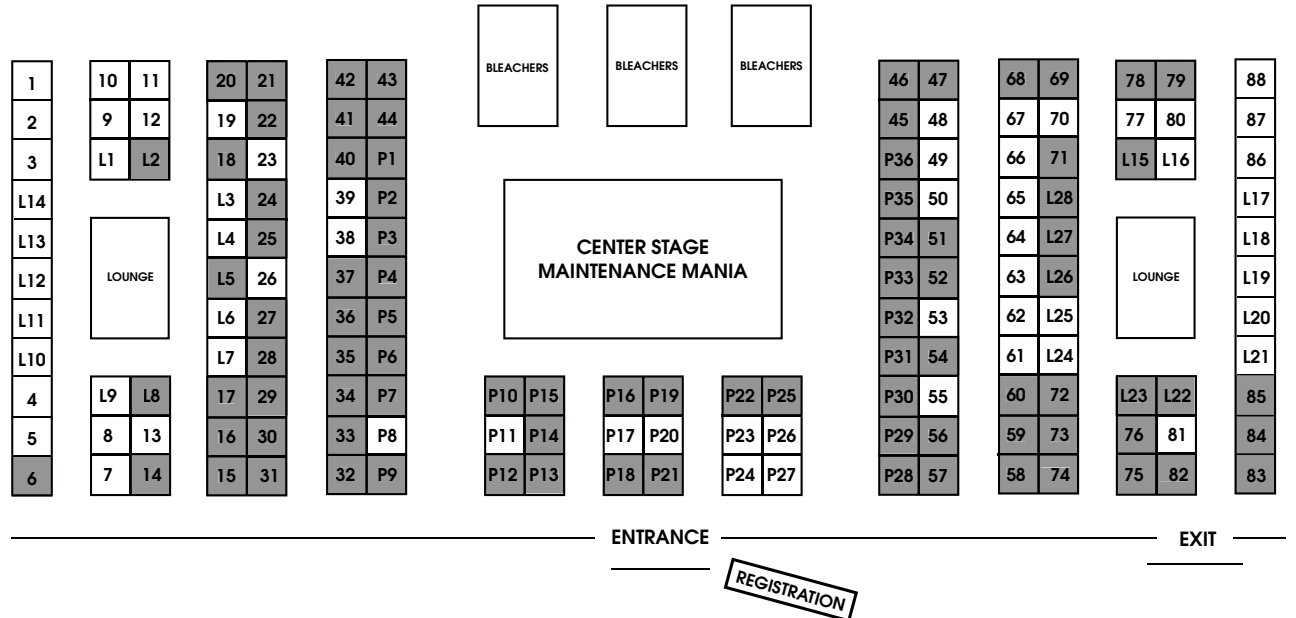
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SEE THE NEXT PAGE FOR

**MAINTENANCE**

**MANIA**

at the EXPO!





# REGISTRATION IS OPEN!

**April 17, 2019**  
**Ohio Expo Center • Kasich Hall**  
**2:30pm - 4:30pm**

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# MAINTENANCE MANIA!

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## FROM THE PRESIDENT

### My Fondest Memories

by David Holzer, CAA President

As the CAA celebrates its 50th Anniversary several of us who have been around the organization and the industry for a while (read, we're old), have been asked to reflect on our time, how we got our start and fond memories. I'm going to use this column to kick it off.



My first job in the multifamily industry was in the early 1970s when my parents built their first group of apartments on Folkestone Road near Kenny and Henderson Roads. It was just a short bike ride from our home and I was in charge of site maintenance including trash pick-up, mowing lawns, mulching beds and shoveling side-walks. I also had the good fortune to be the one changing furnace filters and taking care of minor repairs. As it was a family affair, my brother Steve and I would seal and stripe parking lots in the summer and, with my sister Lynda, we had the pleasure of cleaning units and preparing for new residents.

In college I had a landscaping business and serviced 50 plus properties on a weekly basis for a new management company, Real Property Management (now Associa). It's through this particular experience early in life that I feel a strong connection to our Associate Members.

Fast forward and I have now been involved in multifamily and the CAA for nearly 30 years. And am proud to be able to say that I am

President as the CAA celebrates its Golden Anniversary and reflects on its many successes and fond memories throughout the year.

When asked what the biggest change I have witnessed in our industry I can easily answer that it is the technology we now have. I graduated from college in 1983 and the first PCs were just starting to come to the market. It was a manual process for every aspect of our daily operations. I look back at where we were then and where we are now and I find it amazing how fast things change and how far we've come.

Some of my favorite CAA memories are from the Legislative Outings that were held at Darby Dan Farms and hosted by the late, great John Galbreath. John was a fantastic host and it was a fantastic setting. (Side note: John once hosted the Queen of England at Darby Dan). It was a full day of golf and tennis followed by an evening of merriment. As they say, those were the good ol' days.

Throughout the years, the CAA has represented the interests of our members in so many ways. And, it continues to do so. While the Association has not always been successful, it will always be represented and always fight the good fight on behalf of the owners and management companies it represents. The legislative has always been the most important component to me personally. I've enjoyed getting to work more hands on with it over the past year and I look forward to continuing to do so during my final year as President.

I look forward to this year of reflection, to hearing what my fellow members have to say about their time in the industry, their biggest changes and fondest memories. What means the most to them in the membership with the CAA. It will be a year of celebration, no doubt, but, I also hope it will be a platform to the next 50 years and all of the great things that will happen in our industry, our city and our state.

### CAA Community Assistance Foundation Searching for Charity Recipients

Since 1999 the Community Assistance Foundation has been providing financial assistance to charitable organizations in Central Ohio whose missions support multifamily housing and its residents. As the philanthropic arm of the Columbus Apartment Association the Community Assistance Foundation thrives from the support and participation of the CAA members.

Past donations have assisted charities such as the Community Shelter Board, Patches of Light, the American Red Cross of Central Ohio, Serenity Street Foundation, Faith Mission and the Ronald McDonald House Capital Campaign.

Through its donations, the Community Assistance Foundation is able to provide aid to those individuals and families in need through rent assistance, utility payment assistance, food distribution, as well as providing additional assistance to support their needs.

Right now, the Community Assistance Foundation is accepting proposals from local charities to be considered a beneficiary in 2018. If you would like to recommend a charity, please submit the organization name and contact information to CAA Executive Director, Laura Swanson at [lswanson@caahq.com](mailto:lswanson@caahq.com)

The CAA Community Assistance Foundation is recognized as a 501 (c)(3) not-for-profit organization. Your donations are tax deductible. Contact the CAA today to make your donation or to learn more about the charities the Foundation benefits.



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## GENERAL MEETING CALENDAR

**Mar 14 • Rob Vogt's 2019 Industry Forecast\***

11:30 am - 1:00 pm • Lincoln Theater  
769 E. Long St. Columbus, OH 43203

**May 9 • Insight 2050\***

11:30 am - 1:00 pm • Strongwater Food & Spirits  
401 W. Town St. • Columbus, OH 43215

**Sep 12**

11:30 am - 1:00 pm • Top Golf  
2000 Ikea Way • Columbus, OH 43240

**Nov 8 • TBD**

11:30 am - 1:00 pm

**\*\$15/person, register at [www.caahq.com](http://www.caahq.com)**

# New Year, New Legislature, New and Old Slate of Issues

Four months ago you were probably sick of hearing about the Mid-term elections. I know I was. And, since then, you probably haven't thought too much about them, right? Of course you heard all of the news and stats in the week or two following, and, when the new Congress and Legislature was sworn in. Maybe you even heard about the battle for Speaker of the House in Ohio. But, I'm sure it all pales in comparison to seeing it on every billboard, and in all television commercials, hearing it on every radio station and receiving piece after piece of mail.



## Laura's BLOG

Even after hearing all of the updates following, many don't realize what that actually means for those who provide advocacy or monitor legislation. What it means is, we start all over, for the most part. All of the previously introduced legislation has been scrapped. It goes away with each new legislature. That doesn't mean it can't come back, and in many cases, bills that were previously modified or put on a back burner resurface with new traction. The battle starts all over again.

We start meeting with legislators almost as soon as they're sworn in. Introducing ourselves, letting them know we're a resource should they have any questions, informing them about our biggest issues and providing them information on what multifamily means to Columbus and Ohio. We revisit conversations regarding legislation or issues that may have been introduced and died or modified.

It is important to be there from the beginning, this way the relationship is established and we're a known entity should the need arise to speak further about an issue. Through the past few legislatures submetering, property taxes, AirBNB legislation, smoke detector regulations and many more have faced the multifamily housing industry. These are topics that we have worked hard to educate Representatives and Senators on each time they've been introduced. And, they're topics that we'll have to meet with new legislators to continue to explain to them our stance as well as revisiting previous relationships to let them know our opinions haven't

changed. The process is long and time consuming and continuous. But, without it we run the risk of not being a resource when needed, or, being in a reactive position instead of a proactive position.

Often, when our Primary Members are asked their biggest reason for being a member of the CAA it's just this, advocacy. It's being aware of legislation that's been introduced or could potentially be introduced and working diligently to be sure the industries needs are being met. It goes from establishing that initial relationship with a legislator to working with them to either move the legislation forward, find an adequate compromise that will work for everyone, or to work to be sure the legislation doesn't pass. Being at the forefront provides great advantages regardless of what position is necessary. That established relationship means we're one of the first they call to weigh in.

So, you see, just because a bill dies when a legislature ends, doesn't mean it's truly dead and that our job is done. It just means it starts over again with a blank slate. It truly is like Forest Gump said, "life is list a box of Chocolates, you never know what you're going to get," except in this case, "life" is the legislature.

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## NEW MEMBERS

### Primary

**DMO Investments**  
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mmally1@hotmail.com

**Link Real Estate Group, LLC**  
Allison Russell  
billing@linkapm.com

### Associate

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**RD Energy Inc.**  
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dbragg@rd-energy.com

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## LEGISLATIVE AND NATIONAL SCENE

by Steven Gladman, Senior Policy Analyst

### Local

#### Mandatory Registration

The last two months of 2018 were very hectic for CAA staff as members of the Public Policy Committee. After numerous meetings with members of Columbus City Council the proposed City of Columbus mandatory rental registration and registration fee were withdrawn. CAA agreed to contribute to a newly created Eviction Prevention Fund and supported a local retaliatory eviction ordinance as part of the compromise.

The City of Reynoldsburg introduced a mandatory rental registration ordinance in December of 2018. CAA members attended a Reynoldsburg Council Committee meeting to speak in opposition. A follow up meeting with the sponsor of the ordinance resulted in the ordinance being withdrawn.

#### Columbus City Council

In January City Council selected Shayla Favor to fill the seat vacated by Jaiza Page. Ms. Page was a Common Pleas Court Judge. Councilmember Favor has a similar background as Ms. Page. Both were Assistant City Attorneys working on vacant nuisance property issues. Councilmember Favor chairs the committee that oversees housing.

On February 25 Columbus City Council appointed Rob Dorans to fill the seat previously held by Michael Stinziano. Mr. Stinziano was elected County Auditor. Mr. Stinziano replaces the incumbent Clarence Mingo on March 11.

Rob Dorans is the Legal Counsel for the Affiliated Construction Trades Foundation of Ohio (ACT Ohio). At ACT Ohio he serves as the chief in house legal counsel to 137 building trades unions and their 92,000 members across Ohio. Prior to joining ACT Ohio Rob served as a Legislative Aide in the Ohio House of Representatives and managed targeted state legislative campaigns for the Ohio House Democratic Caucus. Rob earned his B.A. at Ohio University in 2008 and was received Departmental Honors in Political Science. He was awarded his Juris Doctorate from the University of Toledo in 2012. He is an Executive Board member of the American Constitution Society (Columbus Chapter), a member of the Columbus Bar Association, the Ohio State Bar Association, a member of the Executive Committee of the Franklin County Democratic Party, and a Political Partner with the Truman National Security Project. He is an active volunteer with Big Brothers & Big Sisters and the Legal Aid Society of Columbus. In his spare

## Reynoldsburg Pulls Rental Registry Proposal

This Week Community News reported that on February 25, Reynoldsburg City Council voted to remove the proposal which had been discussed last year and at the January meeting from the agenda. Council member Kristin Bryant, who introduced the proposed legislation indicated that the purpose was to “better track apartment owners and help ensure complexes are being maintained.” “It would have required all rental units within city limits to be registered and pay per-unit fees ranging from \$50 to \$100 annually.”

“The Columbus Apartment Association, which says the city has about 6,000 apartment units, also opposed the rental registry, pointing out that Ohio law already requires the owners of residential rental property to register a contact agent with the auditor of the county where the property is located.”

“The fine for not registering rental properties in Franklin County was \$50, but it was raised to \$150 -- the most the law allows -- beginning in December when property tax bills due in 2019 were mailed.”

time he competes in half marathons and follows the Cincinnati Reds with far too much interest. Rob lives in the Italian Village neighborhood of Columbus with his wife Lauren and their rescue dog Captain.

#### City of Columbus Announced Money for Affordable Housing

Mayor Ginther announced that \$50 Million for affordable housing would be included in a bond package that will be on the May 2019 ballot. If the bond package is approved, the city will have the authority to issue bonds in 2020. The City of Columbus has not determined how the \$50 million for affordable housing will be programmed.

#### Real Estate Conveyance Fee

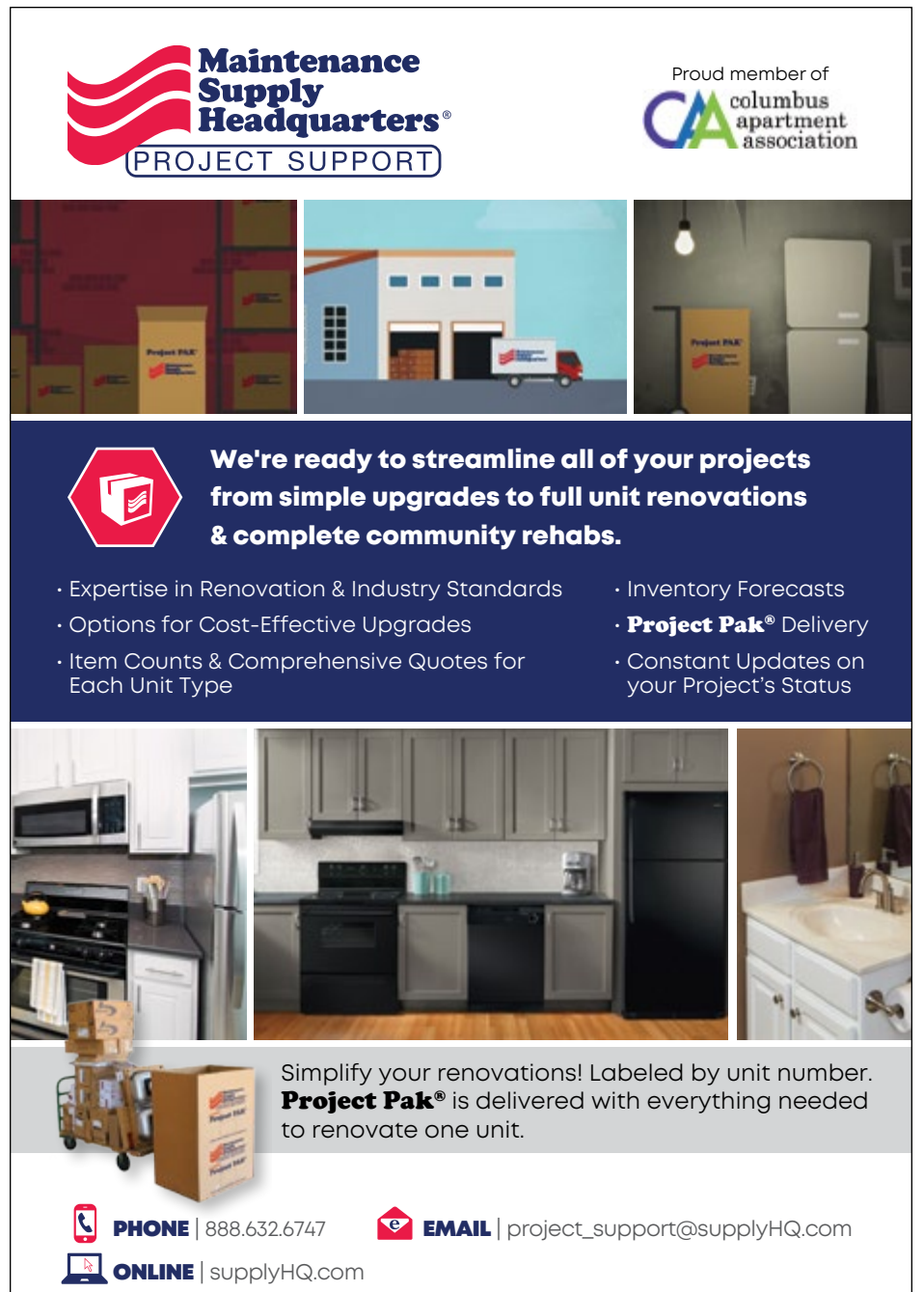
Franklin County Commissioners have discussed publically that they may raise the Real Estate Conveyance Fee by \$1 per \$1000. A one dollar increase would generate \$5 - \$7 million annually. If there is an increase in the conveyance fee it most likely will be programmed to address affordable housing.

### State

#### Ohio General Assembly

The General Assembly has now organized committees and bills are starting to be introduced. In addition to monitoring of bills that are of interest to the Ohio Apartment Association, the CAA has prioritized three issues:

- Real Estate Tax Issues
- Submetering
- Companion Animals



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# CAA EDUCATION

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Understanding your budget, Market surveys and what they really mean, Delinquency regarding evictions, debits and credits and escrow accounts and evictions, shopping competition and how it helps you, renewals, closing reports, leasing conversion ratios, lease audits, some advanced marketing for renewals and resident retention, inspections, staff meetings, noise complaints, reviewing the lease.

## EPA Certification

Apr 3 • 12:00 - 5:00 pm • \$119; \$139 after Mar 19

Instructed by Smart Apartment Solutions

EPA Refrigerant Technician Certification Testing is required by all individuals who open a system or container holding a controlled refrigerant. Persons who work on stationary equipment or use refrigerants designed for these systems can become certified by passing the Section 608 EPA Refrigerant Technician Certification Exam. The first half of the class is dedicated to learning and studying the material presented. The second half of the class is used to take the exam.

## Evictions

Apr 9 • 9:00 am - 1:00 pm • \$79; \$99 after Mar 25 • 4 CEUs Available

Instructed by Bill Willis, Willis Law Firm

This interactive course answers all of your legal questions about evictions, as well as handling other challenges.

## You Got the Job! Now What? Leasing 101

Apr 23 • 9:00 am - 4:30 pm • \$79; \$99 after Apr 8 • 7 CEUs Available

Instructed by Lisa Schmidjell-Justice, Haley Residential

Apartments 101 is a crash course for the apartment industry, teaching you all you need to know as an on-site leasing team member to stand out and make things happen.

## Bed Bugs 101

Apr 24 • 9:00 am - 12:00 pm • \$79; \$99 after Apr 9

Instructed by Bill Willis, Willis Law Firm

The science of bed bugs and Integrated Pest Management. Management challenges, treatment options and results. Discussion of resources available.

## SPECIAL OFFER EARLY BIRD DISCOUNT

REGISTER IN ADVANCE FOR ADDITIONAL SAVINGS

## GROUP DISCOUNT

4 for the price of 3

REGISTER 3 PEOPLE FOR ONE CLASS GET ONE FREE!

## New Online Learning Platform Available!

NAA recently launched a new online learning platform, VISTO. Through Visto you can earn industry designations such as CAM, NALP and much more.

You can brush up on topics such as Business Etiquette and Dealing with Difficult People. In addition, if you miss the annual NAA Education Conference you can access materials online. Visit the site today to learn more.



[www.gowithvisto.org](http://www.gowithvisto.org)



## EXPO

# the PRICE is always Right

April 17 • Ohio Expo Center  
Kasich Hall

National Speaker, Kate Good

11:00 am - 1:00 pm

\$59; \$79 after Apr 3

Yes, we do mean the TV game show. Relive Kate's experiences as a contestant on this classic shopper's duel over dollars, and take away sensible lessons that apply to successful pricing

strategies in our industry as well. When the price is not right for your property, you know it – but do you know what to do about it? Find out at this entertaining mash-up of game show and marketing gamesmanship. Kate made it to the "showcase showdown" during her appearance on the show; so clearly, this woman knows her pricing strategies. Once you determine the right price, you have to sell it. Join game show Kate as she presents a solid strategy for maximizing your property's income.

## Education Sponsors:



## Certificate for Apartment Maintenance Technician (CAMT)

- Processing work orders efficiently and to residents' satisfaction
- Electrical, plumbing, HVAC, mechanical, appliance, construction, and lock and key services and repairs
- Painting services
- Customer service
- Following company policy and procedures
- Minimizing personal and property damage
- Maintenance safety
- Fair housing regulatory compliance
- Environmental responsibility and regulatory compliance
- Documenting and reporting maintenance activities in compliance with company policy and regulation
- Curb appeal, property inspection, and daily maintenance
- Maintaining recreational facilities and common areas
- Implementing a preventive maintenance schedule
- Product repair and replacement decisions
- Professional behavior, communication skills, and personal appearance

Sep 17-20 and Oct 8-11 • \$800

**Contact the CAA at 614-488-2115  
or [caa@caahq.com](mailto:caa@caahq.com) to register!**

**Registration policy:** Seating is limited. Cancellations are required five days in advance. Substitutions are accepted. No shows will be billed.

# YOUR HELP IS NEEDED!

On October 17th, 2019 the CAA will host a 50th Anniversary party at Shadowbox. To help us celebrate, we need your help! Please send us any old photos or videos from the past so we can highlight them and incorporate them into events and announcements throughout the year.

Do you have old equipment or relics collecting dust? We may want those too! Let us know what you have and we might use it to help walk down memory lane on October 17th.

Please contact Audra Garrison at [asowash@caahq.com](mailto:asowash@caahq.com) or 614-488-2115 to share or for more information.



## BWC UPDATES

### New Ohio BWC Administrator: Stephanie B. McCloud

Governor Mike DeWine has nominated Stephanie B. McCloud administrator/CEO of the Ohio Bureau of Workers' Compensation. Administrator McCloud is a seasoned workers' comp professional who cares passionately about BWC and its mission. She is a former BWC staff attorney and has a strong legal resumé, including as principal of a small business in Reynoldsburg. After beginning her career at BWC, she served as legal counsel to both former Governor George Voinovich and the Ohio Department of Transportation. She later joined the office of former Attorney General Jim Petro, first as senior deputy attorney general before advancing to chief counsel. She is also a former Truro Township Trustee and active community leader. Stephanie is a graduate of Capital University Law School and Ohio University, where she earned a journalism degree and studied political science in graduate school.

### Good news: "Better You, Better Ohio!" Program expanded

The "Better You! Better Ohio!" office of the Ohio BWC has expanded this program to include all injured workers regardless of comorbidity status and any employer less than 150 employees. The BWC's goal is to support the Total Worker Health concept. Anything an employer can do to support a healthy workforce benefits both employees and the company. The On-Site Screening Events can be scheduled by going to the "Better You, Better Ohio!" website at: [Better You, Better Ohio! webpage](#)

### Need help with your OSHA Log?

Between February 1st and April 30th, 2019, all employers covered by the recordkeeping regulation must post a hard copy of their 2018 OSHA 300A Summary in a common area of their workplace so that employees can readily access and observe it. CareWorksComp and York have an OSHA Log Submission Service that is available to our clients. For more information contact John Valentine at 814.701.1834 or [john.valentine@yorkrisk.com](mailto:john.valentine@yorkrisk.com)

### OSHA Penalties Adjusting in 2019

OSHA's civil penalties for violations of workplace safety and health standards will increase in 2019 to adjust for inflation. The adjusted maximum penalty amounts will take effect upon publication in the [Federal Register](#). New penalties for willful and repeat violations will be \$132,598 per violation; serious, other-than-serious, and posting requirements are \$13,260 per violation; and failure to abate violations are \$13,260 per day beyond the abatement date.

### The Dangers of Lapsed BWC Coverage

It is very important for employers to understand the importance of timely premium payments. If BWC does not receive an employer's premium on time, the BWC places their account in a lapsed status. Lapsed coverage can be a very costly mistake for numerous reasons:

- Employer liability... If a claim occurs while coverage is lapsed the injured worker can either sue the employer for damages and expenses related to the injury or file a claim through BWC. If BWC allows the claim the employer must reimburse BWC for the total lifetime cost of the claim.
- Penalty assessments... BWC assesses penalties for late premium payments and lapses.
- Ineligibility for group rating programs... An employer with cumulative lapses in coverage in excess of 40 days during the policy year will be ineligible for group rating programs for the next policy year.
- Ineligibility for other BWC rating programs... Cumulative lapses in coverage in excess of 40 days within the preceding 12 months can result in the employer being ineligible for the Lapse Free Rebate, Drug Free Safety Program, One Claim Program and EM Cap Program.

# WHAT'S THE SCOOP?

## Oakwood VP Dana Moore Talks CAA Honor at River & Rich

Dana Moore, Vice President of Operations for Oakwood Management Company, was inducted into the Hall of Fame by the Columbus Apartment Association (CAA) last week. Dana was one of four women honored for their hard work supporting CAA and for their contributions to the multifamily industry. The Hall of Fame features a select number of industry leaders who left a lasting mark on multifamily development in Central Ohio.



Dana talks about this award at one of Oakwood's new communities, River & Rich, located in the Franklinton neighborhood. River & Rich represents a burgeoning new trend in multifamily development, a community that actively takes part in the neighborhood around it—so Dana was excited to spend time there to discuss her CAA honor.

Dana is a member of the Board of Trustees for CAA, where she sits on the Public Policy Committee and the 50th Anniversary Committee. She has been the Board President two times and has been a member of CAA for her tenure of over thirty years at Oakwood. Dana came to Oakwood as a property manager in 1986, when the company was still small. Today, Oakwood manages over 8,000 apartments around Central Ohio.

When asked what kind of impact CAA has had on her career, Dana said, "By being involved [with CAA] I interact with many other companies and we share our approaches to problems or situations. Since I as well as most of my immediate team have been at Oakwood for so long, it's important to have a resource to get a different perspective."

CAA has been serving the multifamily industry in Columbus since 1969. The association is comprised of 330 members, including Primary Members—apartment owners and property management companies—and Associate Members—companies that provide products or services for multifamily businesses. CAA represents over 104,000 rental units.

Oakwood is proud to have Dana as a team member and leader. Her advice for anyone starting their career in the multifamily industry? "Work hard and have fun!"

## Choice Property Resources Celebrates Its 20th Anniversary

Choice Property Resources reached a milestone this year, celebrating 20 years of business as a leading advisor and manager of telecom and ancillary service contracts for the multifamily housing industry.

The family-owned and operated business was founded in 1999 by Bob Coco, CEO. Since the beginning, Choice has steadily grown and thrived by taking an innovative approach to its operations, using leading-edge business technologies to connect an exceptional team working out of virtual offices. "I started this company by myself and quickly added two associates," said Bob. Today we have a staff of 22, working in five states. The digital age has made it possible to thrive and provide exceptional services to our clients from any location," he said. Among Bob's growing staff was his son Mike, who joined the company in 2001, and became president in 2013.

The early success of the company was based on finding and fulfilling a niche in the multifamily housing marketplace. Over the past two decades, Choice has kept up with technological advances, making significant technology investments including the early adoption of Cloud computing. The focus on people and technology has made it possible to expand the company's original Midwest client base to include clients across the U.S. who own properties in all 50 states, the District of Columbia Republic and Puerto Rico. Representing over 300,000 units nationwide, Choice has generated over \$50 million in revenue for their clients.

## Two of the the Top 10 Multifamily Completions in the Midwest in 2018 located in Central Ohio

With more than 35,000 new units, multifamily development in the Midwest closed a very active 2018, on par with national trends. Ranked number two and number six on the list are both local developments:

### #2 - The Greyson

Located at 4460 Mountain Laurel Drive in Hilliard, Ohio, The Greyson is part of Champion Real Estate Services portfolio. The current owner bought the property from Village Communities in September 2019, covering part of the acquisition price via a \$54.5 million loan with TPG Capital. The community totals 492 units and had an occupancy rate of 56 percent at the end of 2018. Layouts vary from 659 to 1,190 square feet while the average monthly rent is \$1,023. The Greyson is comprised of 22 buildings and features a parking lot accommodating up to 1,000 vehicles.



### #6 - Tuller Flats

Casto completed the 420-unit community at 4272 McCune Ave. in the summer of 2018 and by the end of the year, the property was more than 86 percent occupied. Tuller Flats provides a mix of one- and two-bedroom apartments at an average monthly rent of \$1,374, a fitness center, clubhouse, swimming pool and grade-level parking. Direct-access garages are available for certain units as well. The majority of apartments come with private balconies or patios and range between 650 and 1,300 square feet. The property is subject to a \$47 million construction loan with U.S. Bank secured in 2015.



### RENTING FURNITURE MAKES SENSE IN SEVERAL DIFFERENT INSTANCES, SUCH AS:

- You need a furnished residence.
- You have permanent furniture at another location that has not yet arrived.
- You are on a temporary assignment and need a furnished apartment for a short or long term period of time.
- You have suffered a loss due to flood or fire, and are in a temporary rental until repairs are made.

### WHO RENTS FURNITURE?

- Temporary Job Assignments
- Military
- Traveling Nurses
- Change of Marital Status
- Company Expansions
- Professional Athletes
- Relocating Executives
- Home Stagers
- Owners of Rental Properties
- Students - International/US
- Short-Term Medical Care
- Fire/Flood Victims

### WHY CHOOSE CORT?

CORT enables flexibility, efficiency and productivity by providing customers with the furniture they need precisely when they need it - turning empty space into beautifully furnished space within 48 hours.

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## ASSOCIATE ANGLE

### Get to Know Your New Associate Council Member! Damien Cassell – Tidwell Group

Damien Cassell is a Principal in Tidwell Group's Columbus office with more than 18 years' experience in public accounting. Prior to joining Tidwell Group, he worked at two regional public accounting firms providing audit and tax services to a variety of industries including affordable housing, not-for-profit, manufacturing, construction and real estate.

Over the past 11 years, Cassell has specialized in construction and real estate with an emphasis in affordable housing. His passion is to help leverage his experience to provide consulting services to assist his clients in maximizing returns while maintaining compliance with HUD, RD and IRS regulations.

One of his proudest accomplishments is helping the Good Neighbors of Central Ohio achieve their 501(c)(3) status. Cassell serves on the board and is the treasurer for the organization, which helps provide the homeless population of Central Ohio with clothing and supplies to get through the winter season.

He received his bachelor's degree with an emphasis in accounting from Capital University and is a licensed certified public accountant in Ohio.

Cassell lives in Columbus with his wife and two children, Jasmine and Rosalynn. In his spare time, he enjoys playing golf and spending time with his family and their five cats. Cassell is looking forward to many things in 2019 including the finalization of the opportunity zone rules, weekend getaways with his wife, seeing Frozen 2 and Toy Story 4 with his kids and the final episode of the Big Bang Theory.

### 2019 Associate Council

Chair - <i>Mike Lange</i> ABLE 444-Roof	<i>Brooke Large</i> RedEnergy
Co-Chair - <i>Megan Batty</i> The Sherwin-Williams Company	<i>Scott Lloyd</i> The Waterworks
<i>Damien Cassell</i> Tidwell Group	<i>Christina Mollenhoff</i> Ferguson Facilities Supply
<i>James Glass</i> Terminix	<i>Dan Overmyer</i> Overmyer Hall Associates
<i>Trisha Hendrickson</i> Chadwell Supply	<i>Linda Richer</i> AmRent, Inc.
<i>Matt Huggins</i> FABCO	<i>Travis Smith</i> Valet Living
<i>Tammy Hunter</i> Choice Property Resources, Inc.	<i>Tracey Thrush</i> RentPath



### Home Fire Campaign

Fire experts agree you have about two minutes to escape a burning building before it is too late to get out.[1] That is why it is essential to make quick decisions and to have a great working knowledge of fire safety. Test yourself with this timed 2-minute quiz: "[Escape a Burning](#)

[Building](#)." This quiz is just one of many resources the American Red Cross offers to help keep you and your family safe from home fires.

On average, every 7 minutes your Red Cross responds to a home fire. But the Red Cross also works to prepare and educate people. One way this is accomplished is by installing free smoke alarms. Red Cross volunteers, fire departments and partners mobilize to install free smoke alarms, replace batteries in existing fire alarms, teach fire safety tips, and fundraise for the cause. By Sounding the Alarm through this Home Fire Campaign, nationally more than 1.5 million smoke alarms have been installed and 520 lives saved – including 177 children.

The Home Fire Campaign has even had an amazing local impact here in Ohio. Just this past October, Nicole Simmons, and her son Shamar escaped a fire in their apartment after Nicole was awakened by the sound of a smoke alarm. The smoke alarms in her apartment had just been installed by Red Cross volunteers as part of the Sound the Alarm campaign.

"If I didn't have the American Red Cross install smoke detectors, there's no telling what would have happened to me and my son," said Nicole. "They have saved our lives and I am very thankful for that." As the Red Cross gears up for this year's Sound the Alarm event, April 27-May 12, the goal is to install another 100,000 smoke alarms in over 100 cities nationally. The American Red Cross needs your help to make this a reality. For more information on how to get involved and for an installation event near you, visit [www.SoundtheAlarm.org/OhioBuckeye](http://www.SoundtheAlarm.org/OhioBuckeye) or contact Patty Hiatt, [patricia.hiatt@redcross.org](mailto:patricia.hiatt@redcross.org), 614-251-1444. This is a rewarding way to spend a few hours and help save lives.

**Keep your family safe!** The Red Cross also shares guides on how to create a fire escape plan and provides tips on how to prepare in the event of a home fire. The following are a few basic guidelines the Red Cross recommends:

- Install the correct number of smoke alarms in your home and test them monthly
- Ensure children know what a smoke alarm sounds like and what to do when they hear it
- Make sure every member of the household knows at least two ways to escape from every room of the house

- Set up an emergency communications plan and know who to contact if you can't find one another
- Practice your home escape plan at least twice a year
- Ensure every member of the household knows how to dial 9-1-1
- Teach and practice STOP, DROP, and ROLL in the event someone's clothes catch fire

### LONG TIME MEMBER FEATURE

The CAA will be highlighting long time members (20+ years!) in the AGE newsletter throughout the year.

#### 25+ year members

Able Roof  
AmRent  
Armstrong Mortgage Company  
Ashton Square Apartments  
Baker Rental Company  
Buckeye Parts Services  
CASTO  
Gorsuch Management  
Guardian Water & Power  
Jetz Service Company, Inc.  
Kinman Real Estate Co., LLC  
Laneco, Inc.  
M & D Blacktop Sealing, Inc.  
Michaels & Kohl, Inc.  
Ohio Housing Finance Agency  
Pella Company  
PPG Paints  
Provident United, LLC  
Reilly Rentals  
Roger C. Perry & Co.  
Schottenstein Property Group  
Spring Creek  
TGM Associates LP  
The Barcus Company  
Village Green Management  
Wallick Communities

#### 20+ years

Newbury Properties  
CORT

# YOUR ASSOCIATION, YOUR EVENTS, YOUR PHOTOS



*Laura Swanson Welcomes Attendees to the Honors Reception*



*2019 CAA Hall of Fame Honorees*



*Dana Moore and John Wymer*



*Colleagues from Willis Law Firm*

## Honors Reception



*Matt Huggins, Steve Hess and Marlene Mahoney*



*Scott Dowling chats with fellow members*



*Honoree Dana Moore and fellow Oakwood Colleagues*



*David, Emily, Leslie and Beth Holzer*

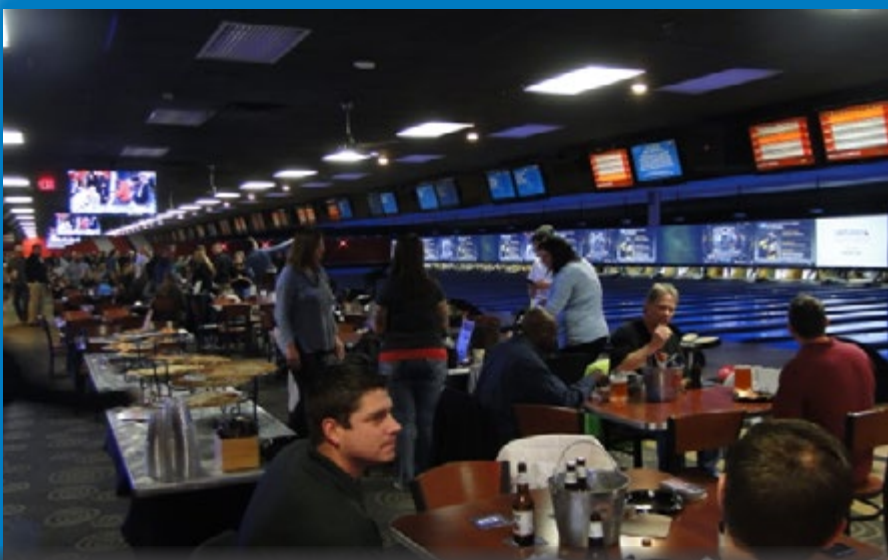
# YOUR ASSOCIATION, YOUR EVENTS, YOUR PHOTOS



*Members participate in the Bowling for Charity Event*



*Bowlers getting into the spirit of the event*

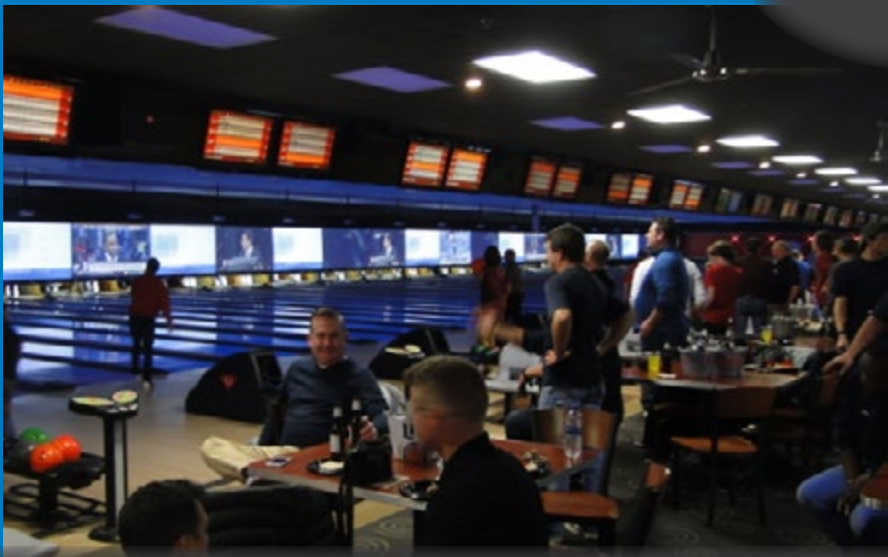


*Mingling and bowling in full swing*



*Denizen Management bowling team*

## Bowling for Charity



*Taking a break to check the scores*



*Laura Swanson and Megan Batty Draw the 50/50 winner*



*Prize Sponsor winner showing off her winnings*



*Alex Holzer and his winning 50/50 pot*