



Maine Real Estate Managers Association

Happy July 4th!



Election of Board Members

It is once again time to elect new board members. The process is quite simple; during the next few months a committee headed by the President will be nominating members to be put on the ballot for the board. That number will be equal to at least the number that is presently on the board. The final slate of nominees will be presented to the members for final vote at the quarterly meeting in September. The terms are for two years with the out going President included on the new board as an ex-officio. All the officer positions will be selected by the newly elected board members

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President's Corner by John Desjardins

The final touches are being applied to the annual convention that is being held this year at The Sunday River Convention Center. The dates are September 18th, 19th and 20th be sure and mark your calendar for this year is shaping up to be an informative and fun convention. Susan Michaud-Bosse has been chairing a hard working group of housing professionals who have been putting together what I think is an exciting and timely agenda.

The web site as most of you know is up and running, I hope you all find the site to be a useful tool. We are always looking for input to the site, please if you have anything that you would like to contact me or one of the board

share or would like to see on the site, members.

This time of the year is always a very busy time for us all what with all that needs to be done on the properties and in such a short period of time. I hope all of you are taking the time to enjoy the wonderful weather that we have during this time of the year. The upcoming June quarterly meeting is just around the corner and I hope to see you all there.

COMING SOON - Rural Housing Services/Rural Development MODEL LEASE

The MREMA Board of Directors voted to hire Shankman & Associates to create a "Model Lease" for our members with RD properties. With the help of Bob Nadeau from Rural Development, who was kind enough to review the new Rural Housing Services (RD) handbook and highlight the changes that were required, we are in the process of creating a "Model Lease". Comments were solicited via e-mail and a meeting with MREMA Members was held to review the draft lease (thank you Joe Murphy, Sue Michaud-Bosse, Linda Poland, Cindy Bland, Cathie Whitney and Rosemary Moeykens). We made our changes/additions and will be sending the draft back to Shankman & Associates for their final legal approval and opinion letter. This Model Lease and Legal Opinion Letter will be available to all paid MREMA Members at no charge - a fee will be charged for Non-Members. Please note that any property specific changes you wish to make to this lease will need to be reviewed by your attorney and an additional approval letter obtained. Watch our website www.MREMA.org for details on how to access this lease.



Pine Tree Legal

by David J. Van Baars, Esq.
Shankman & Associates

HEEEERE'S PINE TREE....

With apologies to Ed McMahon, I wanted to know if you have noticed the District Court Judges introducing a Pine Tree Legal Attorney before he or she calls the forcible entry and detainer docket. The Judge will say something along the lines of:

We have with us Attorney _____ from Pine Tree Legal Assistance. For any tenant that would like some information on your rights, please feel free to speak with him/her. You may qualify for free legal services if you meet their financial guidelines.

Not every announcement tracks this exact language, but the results are the same. Your evictions are becoming much more expensive and time consuming.

A number of tenants show up for court without counsel, and are now being given the opportunity to have their case reviewed, and possibly to obtain representation at no cost to them. This works to eliminate any incentive they might otherwise have to settle a case. If they were paying for their own legal representation, they would be less inclined to push a case to trial if there was a strong possibility that they would lose, and in addition, they would have to pay their attorney. Every tenant now has the chance to get free legal advice. Of course they will take it. While you sit and wait in the hallway, a Pine Tree attorney meets with a parade of tenants and eventually comes to talk to you or your attorney.

If you are representing yourself, you now face the distinct possibility that the Pine Tree attorney will try to poke holes in your case in areas of the law that you might not be familiar with. As a property manager, you would most definitely have legal counsel, and you are faced with paying his or her hourly rate to sit and wait for the Pine Tree attorney to interview all of his or her new "clients". At the time I wrote this article, I had not yet determined how or why these Pine Tree attorneys are being introduced to the public, and why the tenants are being invited to take advantage of this free legal service. I had heard it mentioned that these introductions were part of a program aimed at reducing homelessness. If that is the case, I think the program is misdirected.

By making evictions more expensive, landlords will be forced to raise rents to cover the additional operating expenses. This in turn makes it harder for the tenants to pay the increased rent, and leads to more evictions, and more displaced tenants. If the goal is truly to reduce homelessness, a better use of these funds would be to teach the tenants some responsibility, and perhaps to assist them in paying their rent.

In any event, I think it would be extremely beneficial to MREMA to investigate how and why Pine Tree Legal's services are being marketed in the courtrooms on the day of eviction hearings, and if appropriate, try to put a stop to it. Alternatively, the best thing you can do is to try and reach an agreement with the tenant before court. Preferably in the days before the hearing, but at the very least, try to arrive at court at least 15 minutes before the hearing time and, with your attorney, speak to the tenants before they are introduced to free legal service.

MAINE LANDLORD TENANT BOOKS AVAILABLE

The 2006 edition of the *Maine Landlord-Tenant Statutes and Commentaries* by Neil S. Shankman, Esquire and David J. Van Baars, Esquire of Shankman & Associates Legal Center is the latest compilation of Maine statutes relating to landlord-tenant relations. It includes commentary on each statute, along with appropriate case cites and cross-references.

The 2006 seminar manual, *Landlord-Tenant Relations: Process and Procedures* by Neil S. Shankman, Esquire and David J. Van Baars, Esquire of Shankman & Associates Legal Center includes a detailed presentation and discussion of Maine law. Notices, pleadings and major cases are reproduced in the book.

Each of the books are available to you for a cost of \$60.00 per issue plus \$3.00 sales tax plus \$4.20 postage and handling (\$67.20 total).

To order your copies of *Maine Landlord-Tenant Statutes and Commentaries*, or *Landlord Tenant Relations: Process and Procedures* please visit www.mrema.org.

Rural Development Update

by Bob Nadeau, Multi-Family Housing Coordinator

Thank you to all who attended and participated in the Annual MFH Seminar

We had a very good turnout at the Rural Development (RD) Annual MFH Seminar on April 12, 2006, at the Ramada Inn in Lewiston, Maine. We received many positive comments about the program, arrangements, speakers, etc. so it appears the conference was a success!

Tenant Certification Training

Several of you who attended the condensed tenant certification training at the Annual Seminar inquired about the possibility of RD providing more detailed training on a regional basis. We are in the process of putting together the program and schedule for this training. Stay tuned as more detail will follow regarding locations and an agenda.

If you have specific topics you would like to see covered regarding tenant certifications please forward your comments to Alice Kelley at (207) 990-9110, or alice.kelley@me.usda.gov

Please remember that this training is only a compliment to, and not a substitute for more comprehensive training such as S.T.A.R and other industry training programs.

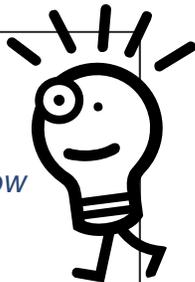
Demonstration Program

As many of you know, Rural Development issued a Notice of Funding Availability (NOFA) on March 15, 2006 for proposals to participate in a demonstration known as the MFH Preservation and Revitalization Restructuring (MPR) program. The NOFA closed on April 17, 2006 and 4,100 proposals were submitted nationwide. As stated in the NOFA, "The intended affect is to restructure selected existing section 515 loans expressly for the purpose ensuring that resources are available to preserve the rental project for the purpose of providing safe and affordable housing for low-income residents".

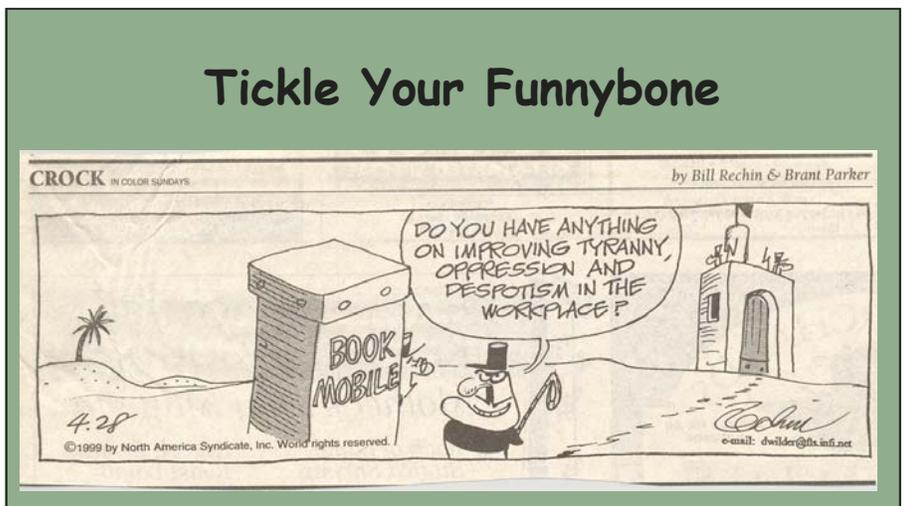
In Maine a total of 45 proposals were submitted. On May 24, 2006 the RD National Office issued selection notices for 14 projects in Maine and invited them to confirm their interest in continuing the process by filing a complete application. Maine was selected as one of six states nationwide to participate as a pilot state. This is a unique opportunity to showcase the Maine RD MFH portfolio, and to bring critical revitalization resources to Maine.

Did You Know.....

Rural Development now has all its properties (photos Included) listed on our website? Check this out at: <http://www.rurdev.usda.gov/>. On the left hand side under links click on Apartments for Rent, then the state and county you wish to look at.



Tickle Your Funnybone





Maine State Housing Authority
Has A New Name (*MaineHousing*)

You will soon be seeing our new logo in ads and on letterhead. Our legal name will remain Maine State Housing Authority, but we will be using *MaineHousing* (rather than MSHA) to help others recognize our agency. We believe *MaineHousing* more accurately describes what we do.

After so many years of referring to ourselves as MSHA, it can be a challenge to remember to say "*MaineHousing*". So, if you catch us saying "MSHA", please remind us who we are!

New State Law, L.D. 2074 - Energy Efficiency Standards

Owners and Managers will be receiving a notice from MaineHousing regarding the new State Law, L.D. 2074 which is an act regarding energy efficiency standards for residential rental properties. Landlords will be required to provide to potential tenants a residential energy efficiency disclosure statement about the energy efficiency of the rental unit. This law becomes effective on approximately September 1, 2006 (90 days after the Legislative session ends).

For more information about the law and the disclosure form go to MaineHousing's web site Home Page, www.mainehousing.org. Click on Energy Efficiency Disclosure For Rental Units in Maine. This will provide a link to the PUC.

HUD PBCA Compliance Review of MaineHousing

Now it is our turn to be reviewed! HUD will be conducting their Annual Compliance Review of MaineHousing's Performance Based Contract Administration beginning June 13, 2006. The Compliance Review Team will review our performance relative to the sixteen Incentive Based Performance Standards (IBPS) as well as our general operations, financial management, systems and management capacity.

MAINE REAL ESTATE MANAGERS ASSOCIATION

"Promoting Professional Real Estate Management in Maine"

PROXY

The undersigned representative of _____ (company name), which is a paid full member of MREMA, does hereby appoint:

Name: _____

Company: _____

As the proxy with a full power of substitution to vote my interest in the September, 2006 elections for a new Board of Directors for the Maine Real Estate Managers Association. This proxy is for the Annual Meeting on September 20, 2006 and any adjournments, postponements or rescheduling thereof.

Executed this _____ day of _____, 2006

Witness: _____

Name: _____

Company Name: _____

Address: _____

Phone: _____

MREMA
Maine Real Estate Managers Association

2006 Second Quarterly MREMA meeting is being held on July 26, 2006 in Cape Elizabeth at the Inn by the Sea. This is a change from our required 3rd Thursday of June. The program consists of updates from our valued federal and state partners: Department of Housing and Urban Development, Rural Development and Maine State Housing Authority; quarterly Maine Real Estate Managers Association meeting; brief discussion on the 2006 MREMA Annual Conference and our educational seminar. The afternoon session will involve much needed discussion and tips on How to Avoid Property Emergencies (fires, floods, major systems failures) and What To Do If You Have One. Experienced speakers from Insurance Companies and Insurance Adjusters will provide much needed tips. You will not want to miss this session.

SCHEDULE	
9:00-9:30	Registration, Coffee and Networking
10:00-10:30	Business Meeting
10:30-10:50	Break
10:50-Noon	Agency Updates
Noon-1:00	Lunch Lobster Here We Come
1:00-3:00	Emergency Preparedness-How Prepared Are You
COST:	Member \$45.00 per person Non-member \$55.00
CHECK PAYABLE TO:	MREMA

SEND REGISTRATION TO: **Preservation Mgmt. Inc.**
 707 Sable Oaks Drive
 So. Portland, ME 04106 fax 207 879-0901
smalynowski@presmgmt.com

REGISTER BY July 17, 2006

NAME: _____ Position: _____
 COMPANY: _____
 ADDRESS: _____
 Telephone: _____ Fax: _____

If you require and special considerations, please state your request with your registration by July 17, 2006.

MREMA Membership Registration Form

The Maine Real Estate managers Association (MREMA) has two classes of membership:

FULL MEMBERSHIP in the Association is limited to the dues-paying business entities professionally involved in real estate management, development or ownership in the State of Maine. Each member shall have only one vote regardless of the number of employees or units managed or owned by a particular entity. **Dues per calendar year: \$200 for companies managing 100 units or more; \$175 for companies managing 99 units or less**

ASSOCIATE MEMBERSHIP in the Association is offered to organizations who do not manage property, but who provide a resource or service to professionals within the property management industry. Associate members are not eligible to vote. **Dues per calendar year: \$100**

TYPE OF MEMBERSHIP		
<input type="checkbox"/> Associate Membership \$100		
Please give a brief description of the services your organization provides.		

<input type="checkbox"/> Full Membership \$200 <input type="checkbox"/> Full Membership \$175		
Please indicate the total number of units currently under your management with the State of Maine.		
_____ MSHA	_____ Condos	_____ Mobile Homes
_____ RD	_____ Congregate	_____ Commercial
_____ HUD	_____ Assisted Living	_____ Market
Total number of units outside of Maine: _____		
Company Name	_____	
Contact Person	_____	
Company Address	_____	
Telephone	_____	Fax _____
Email	_____	
New Members Only: Who referred you to MREMA? _____		

Please make payable to MREMA and mail completed form & check to Rosemary Moeykens, RRM, 247 Commercial Street, Rockport, ME 04856

ADDITIONAL MAILINGS may be requested so that duplicate mailings of newsletters, meeting announcements, educational opportunities, etc. may be mailed to any of the sites you request. Please indicate address below and include **\$10 per location**.

Second Mailing Location

Company Name _____
 Contact Person _____
 Company Address _____

 Telephone _____ Fax _____
 Email _____

Additional E-Mail Addresses. MREMA sends a number of notices electronically at no additional charge. Please list the e-mail addresses of all that you would like to receive MREMA e-mails.

Name	E-Mail Address
_____	_____
_____	_____
_____	_____

News & Events

SAVE THE DATE!

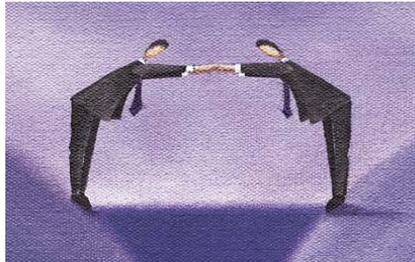
Quarterly Meeting
7/26/06

Annual Conference
9/18/06–9/20/06

Looking for New Ideas

We are looking for ways to improve our MREMA newsletter and website at www.mrema.org to better serve you.... Our members. All advertisements, ideas and recommendations are welcome.

Please make submissions to
Michael Morrissey
Marketing & Communications
307 Cumberland Avenue
Portland, ME 04101
(207) 553-7780 ext. 235
mmorrissey@avestahousing.org



Contact Us Toll Free

1-800-545-8504

www.mrema.org

Newsletter Designed by Lori Doustou

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