

- Resident Manager of the Year Award
- Maintenance Person of the Year Award
- Outstanding Customer Service Award
- Renovation of the Year Award
- Member of the Year Award



- Associate Member of the Year Award
- Advertising Award
- Outstanding Community Service Award
- Innovation Award
- 2009 Landscaping Award
- Long Term Service Award

For further information on the awards criteria and to nominate a candidate visit www.ppmamanitoba.com or contact an Awards Committee Member.....Matthew Narvey—Awards Chair, Towers Realty Group Ltd. @ 956-2739 or Wendy Mills, Shaw Cablesystems @ 480-3678.

Notice to Membership

In accordance with Section 14 and Section 16 of the Consolidated Bylaws of the Professional Property Managers Association, notice is hereby given to the membership of the Annual General Meeting to be held

***on
Wednesday February 17, 2010
7:30 am***

***Masonic Memorial Temple
420 Corydon Avenue
Winnipeg, Manitoba***

Business conducted includes reports of the Executive and Committee Chairs, appointment of Directors to the Board and such other matters as may be properly brought before the general membership.

If you have an article of interest to the residential rental industry or would like advertising information for this publication, please contact the PPMA at 957-1224 or email ppma@mts.net

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General Membership Meetings & Special Events

General Membership Meetings are held on the third Wednesday of the month. Registration 7:30 am Business Meeting 8:00 am

Monday, September 21, 2009
Sponsor: FirstOnSite Restoration
Victoria Inn Hotel and Convention Centre

October 19, 2009
Sponsor: Manitoba Hydro
Manitoba Hydro Building—360 Portage Avenue

November 18, 2009
Sponsor: The Floor Show
Masonic Memorial Temple

December 16, 2009
Holiday Luncheon—12 noon
Masonic Memorial Temple

January 20, 2010
Sponsor: Ranger Insurance
Masonic Memorial Temple

February 17, 2010
Annual General Meeting
Sponsor: Green Brothers
Masonic Memorial Temple

March 9, 2010
The Floor Show Suite Living Trade Show & Conference
Sponsor: The Floor Show
Victoria Inn Hotel & Convention Centre

April 21, 2010
Sponsor: The Railing Store of Winnipeg Inc.
Masonic Memorial Temple

May 19, 2010
Sponsor: Kitchen Craft Cabinetry
Masonic Memorial Temple

June 17, 2010
12th Annual PPMA Golf Tournament
Larters at St Andrews

Board of Directors Meetings

(held at 7:30 am on the second Thursday of each month)

September 10, 2009	February 11, 2010
October 8, 2009	March 11, 2010
November 12, 2009	April 8, 2010
December 10, 2009	May 13, 2010
January 14, 2010	June 10, 2010

PPMA Newsletter is published four times a year by the Professional Property Managers Association for the information of its membership. Articles, comments and suggestions from members are welcome. For information about the newsletter or advertising opportunities contact:

**Professional Property Managers Association, P.O. Box 2279, Station Main
Winnipeg, MB R3C 4A6 T: 204.957.1224 F: 204.957.1239
ppma@mts.net www.ppmamanitoba.com Executive Director: Shirley Tillett**

2009 Advertising Rates
Business card \$80.00 per issue
Banner \$165.00 per issue
Banner—front page \$175.00 per issue

PPMA Newsletter Deadlines

Spring 2010 Issue

Deadline for submissions—March 15, 2010

Distributed—Early April 2010

Summer 2010 Issue

Deadline for submissions—June 15, 2010

Distributed—Early July 2010

Fall 2010 Issue

Deadline for submissions—September 15, 2010

Distributed—Early October 2010

If you are a member of PPMA and would like to submit an article on a new product, service, trend or a profile on a new staff member, please forward submission to ppma@mts.net.

Sponsors Wanted!

If you are interested in sponsoring a General Membership Meeting for the 2010-2011 program year, call the PPMA office @ 957-1224. Meetings are held every 3rd Wednesday in September, October, November, January, February (AGM), April and May.

Benefits:

- Display table for your company literature
- Table top tent cards
- Agenda & Newsletter recognition
- Certificate of Appreciation
- Opportunity to speak to the membership
- On site signage.

Sponsoring a PPMA event is another inexpensive way for you to showcase your product, services and network with key contacts and receive more value from your membership dollars.

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Human Rights Decision Reminds Landlords to not Discriminate

By Avrom Charach, BA, CGA, Vice President, Kay Four Properties Inc.



In October we received another reminder that professional property managers must be knowledgeable in many areas. The Manitoba Human Rights Commission (the Commission) issued a 27 page decision which, when summed up, reminded managers that we must

always remember human rights take precedent over the Residential Tenancies Act and the desires of our tenants and on site staff. In summary managers were reminded that you cannot make any part of building child free or, by extension, 55+, couples only, or impinge use based on any other characteristic protected under the Human Rights Code.

In 2007 Wendy Hiebert, a recently separated mother, was looking for rental accommodation in Brandon for herself and her child. She spoke with a number of different managers and was told by more than one that tenants with children need not apply for suites above the first floor. This upset her and she contacted the Human Rights Commission. More than one property manager mediated settlements with Ms. Hiebert. At least one settlement was "about \$900." One property manager was absolved since it was found to be a misunderstanding.

Only one manager believed that this matter was worth taking to a hearing. The following are some of the arguments made by the property manager, who did not use legal counsel to represent them. In my opinion, had they consulted legal counsel this matter never would have gone so far. You will see why very quickly upon reading the arguments:

- * Children make noise so they should not be allowed above the first floor.
- * The building in question is made of wood so noise travels easily, re-enforcing the first concept
- * The balconies are made of wood and deteriorate making it unsafe for children to be above the first floor.
- * The Residential Tenancies Act allows rules as long as they are enforced equally.
- * The current tenants like and support this rule. They brought many tenant letters of support to the hearing.

- * Finally they argued that the rule was the responsibility of the site manager who is an independent contractor. As such the property manager and owner should not be held responsible. I note that the rule was on all written tenancy agreements, not just verbal.

The decision pointed out the following:

- * All people make noise so why pick on children?
- * There was no expert witness vouching for the fact that wood buildings allow sound to travel more than concrete. More importantly that would not mean children should be excluded unless this expert said that all childrens' sounds travel differently than adult sounds?
- * The property manager stated that they check references. They could ask references for behavioural tendencies of a given child and then decide based on that child's noise whether they would be suitable for occupancy above the first floor.
- * The argument that a caretaker is a contractor failed both because it was obvious that the company could be held responsible for a typewritten lease with the rule on it and because you are responsible for the actions of contractors you hire as your agents. The Commission specifically stated that people who may be independent under other acts, such as the Tax Act are employees or agents under the Human Rights Act.
- * The Human Rights Code allows discrimination if the situation is such that the rule is "reasonably necessary" and accommodation cannot reasonably be made. An example given to me by Officers at the Commission is a rule disallowing people who are blind in one eye from being commercial pilots. That is not discrimination it is a fact that you cannot accommodate that disability in that situation.

The decision did not address the issue of wood deteriorating but children generally weigh less than adults and more importantly, you are inviting lawsuits by suggesting your building is deteriorating.

The decision ordered the removal of this rule and that an award of \$1,000 be paid to Ms. Hiebert.

Human Rights Decision Reminds Landlords to not Discriminate

Continued from page 4

The Commission reminded the manager that S58 of the Human Rights Code makes it paramount unless the legislation expressly states that the Code does not apply. Property management is a very complex field involving numerous different pieces of legislation at all levels of government. Looking at some legislation we work under one can note that the RT Act and the Health and Safety and Labour laws are not exempt from the Human Rights Code and that many of these pieces of legislation intertwine. When in doubt consult an expert in the field. Often a quick phone call to a government department can provide you with an excellent start. The PPMA also regularly offers education in such areas. Take part in these opportunities to keep yourself up to date.

Finally I remind all PPMA members that any hearing by a provincial body becomes public record. I do so because, upon speaking with an officer at the Commission they indicated the property manager in this case was less disturbed at the result of the hearing than the fact that their name ended up in the media. Your name could just as easily end up in the media over an RTB decision, Labour Board decision, or Human Rights decision.



Download a Health and Safety Manual template which can be found at www.ppmamanitoba.com



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Manage Employee Compensation Costs

By John Dickie, President, Canadian Federation of Apartment Associations

The Canadian Federation of Apartment Associations (CFAA) has released its professional survey of employee salaries, wages and benefits in the rental housing industry in 14 of Canada's largest cities including Winnipeg.

The survey will help manage compensation costs by reporting market salaries or wage rates, and total compensation (including bonuses, reduced rent and car allowances). The data varies by city. The Winnipeg compensation survey includes data on Building Superintendents, Cleaners, Security Guards, Leasing Agents, Maintenance Technicians, Maintenance Managers, Property Administrators and Property Managers.

For Winnipeg the compensation survey (base salary information and total compensation figures) is \$300 alone or \$450 along with the national HR & Benefits report (company-wide benefits plans such as pensions, and medical, dental, life and disability insurance). A reduced rate for both compensation and benefits surveys are available to companies who participated by providing their data.

To order the CFAA Rental Housing Compensation Survey, please go to our website www.cfaa-fcapi.org or contact CFAA by telephone at (613) 235-0101 or email at admin@cfaa-fcapi.org to request an order form.

CFAA would like to thank the following companies for participating in the Winnipeg survey:

AccuManagement Ltd., Edison Rental Agency, Kay Four Properties Inc. and Weidner Investment Services.

We hope you will order the survey report, and find it useful for managing your company's employee compensation costs.

PPMA is one of 17 members of the Canadian Federation of Apartment Associations, the sole national organization representing the interests of Canada's \$40 billion private rental housing industry, which provides rental homes for more than seven million Canadians.



2009 PPMA



HOLIDAY LUNCHEON

December 16, 2009
Winnipeg Sun Room





Guest Speaker Rick Frost, CEO, The Winnipeg Foundation and PPMA President, Ron Penner.



Leadership quest: It takes more than serving time

By Barbara J. Bowes, FCHRP, CMC, President, Legacy Bowes



You've been toiling hard for years -- working, studying, working and studying -- all with the goal of someday being recognized and promoted to a coveted leadership role within your organization. However, the days of simply paying your dues as a precursor to promotion are gone; in other words, time alone will not guarantee a promotion.

In other situations, many individuals who perceive themselves to be ready for promotion are often overlooked because the boss doesn't believe they have what it takes. The result is that many employees feel stymied in their efforts to get ahead in their career with their current employer. This leaves a couple of choices. For instance, you can leave your employer for another opportunity, you can stay where you are and hope for the best or you can take steps to ensure that your boss does see you as having what it takes.

Leadership in organizations today is quite different than it was many years ago. With senior level jobs being more competitive than ever, getting ahead and moving into a leadership role takes good career planning, a continual search for opportunities to become a known entity, a willingness to take calculated risks, and a good dose of political know-how. Here are a few tips to help move things along:

Stay current - You can demonstrate your value by continuing to keep on top of whatever technical or professional skills you have. Attend professional conferences and workshops. Register for courses that would give you the latest knowledge not just for your current job but for the leadership job you are seeking. Become the expert, the "go-to" person.

Accurate self-insight - Amazing as it is, most people do not have an accurate assessment of their own personality or capabilities. In some cases, people overinflate their expertise while others undervalue their talents and accomplishments. Be sure to undertake a self-examination so that you truly do understand your own personality traits, your strengths and areas of challenge and how you relate to others. Hire an executive coach to help you see yourself clearly.

Ensure the right attitude - Being promoted into a leadership position requires the right attitude. This isn't just some power trip with the goal of having more control in your organization. Being a leader requires you to influence others before you ever control them. People will see right through an attitude of "power" and you will never be able to gain credibility.

Take on extra responsibilities - While a leadership promotion might not be available to you right now, there are many additional tasks or duties that you can take on that will build your portfolio of skills and ensure a higher visibility within the organization. Volunteer to lead a special project or volunteer to sit on various committees. However, be sure never to neglect the key aspects of your own job by taking on too much.

Make friends at higher levels - Seek out ways in which you can get closer to a senior manager from whom you can learn. Ask if this individual would act as a mentor. Find ways to assist this person with some of their own work challenges. Brainstorm on how you can develop strategic relationships with numerous people in your organization so that you a well-known entity. Make a name for yourself.

Increase your business acumen - Strong leaders have a broader view of an organization and are able to understand how their department and/or company fits into the bigger picture. To develop this strength you need to be involved in strategic planning, diagnosing business strengths and weaknesses, confirming key issues and discovering creative ways to lead the organization towards its goals.

Drive for results - No matter what, you have to do your own job well. Set assertive stretch goals for yourself. Don't be afraid to do a bit of bragging when you have reached your goals. Always discuss your goals with your current boss and ensure these goals fit into the big picture.

Put on a game face - No matter how nervous you might feel, you cannot show it. Self-confidence is the name of the game. Assertiveness is the power that will move you ahead. Hold your head high and keep that smile on your face. Walk with confidence, talk with confidence.

Learn and apply political know-how -- Being successful at a senior level is all about influence, knowing how decisions are made in an organization and being able to set the agenda and make things happen. Study your organizational power grid and learn to recognize and be able to work within the political and social dynamics. Teach yourself to read people and the environment around you. Learn to understand and work with everyone's communication and personality style.

Improve your interpersonal effectiveness - Good leaders are also good listeners and communicators. They know how to listen and how to be effective at raising questions. They are skilled facilitators who can ensure everyone's voice is heard, yet at the same time can cut through the noise and isolate the issues clearly. Teach yourself to be a good listener, restate what you hear

Leadership quest: It takes more than serving time*Continued from page 8*

so that people know you are really listening. Learn to express yourself in clear and compelling manner; give your colleague's equal floor time during a discussion.

Dress for your next step on the career ladder - Image is everything and so successful leaders dress for success. They stand tall and look the part. Thus it is important that you convey the image of a leader. You do this through your dress, your demeanour, your language, your tone of voice and your every day behaviour. Take to heart that old saying, "if you walk like a duck, talk like a duck and think like a duck, people will think you are a duck."

While leadership talent is a significant concern for most organizations today, the path to these important roles is no longer paved simply with seniority or paying your dues. New leaders need to demonstrate a much broader level of skills, they must be influencers who can create collaborative relationships, deal with complex issues quickly and drive the organization towards its results. So, rather than waiting for your promotion, create a career path that allows you to build the skills for tomorrow.

Source: Grow Your own Leaders, How to identify, Develop and Retain Leadership Talent, William C. Byham, Audrey B. Smith and Matthew J. Paese, Prentice Hall, 2002.

Barbara J. Bowes, FCHRP, CMC is president of Legacy Bowes Group and vice President of Amik Management and Executive Search. She is also a weekly radio host on CJOB and author of several books. She can be reached at 204-947-5525 or barb@legacybowes.com. Barbara Bowes is a past presenter at the PPMA Suite Living Trade Show and Conference.

If you have an article of interest to the residential rental industry or would like advertising information for this publication, please contact the PPMA at 957-1224 or email ppma@mts.net



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PPMA Welcomes the following new members:

November 2009

RAM Marketing
Winnipeg Regional Health Authority

January 2010

Housing Plus Project
Ma Mawi Wi Chi Itata Centre

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CFAA revises its statement of goals to serve landlords better

By John Dickie, President, Canadian Federation of Apartment Associations

Recently CFAA made some revisions to our statement of political goals. The changes are an attempt to set our goals in ways that best support the success of landlords from both an operational and an investment point of view. Very often CFAA's chosen goals also serve the interests of tenants and industry suppliers, which is a big positive in helping to achieve the goals.

Note that CFAA sets goals and operates at the federal level so that there is no confusion with our member associations, which operate at the provincial and municipal levels.

Federal tax reform remains the top CFAA priority. The change is to focus on the need for tax reform in order to eliminate the bias in government policies which favour home ownership over rental housing. CFAA would like to see the federal government implement some or all of the following tax reforms:

- * Eliminate or reduce the GST/HST on rental housing operations (preferably zero-rating);
- * Restore rollover provisions for tax deferral on sale and re-investment;
- * Allow actual cost-plus as a basis for assessment for GST/HST self-supply;
- * Increase the rate of capital cost allowances (CCA);
- * Reduce the inclusion rate for capital gains (perhaps by adjusting for inflation);
- * Allow rental housing to qualify for small business tax treatment; and
- * Allow CCA deductions against other income.

Any of those tax reforms would raise the after tax income of landlords, which in turn would attract capital into the rental housing industry, and promote an increased supply of rental housing. That would provide more choice and higher quality for tenants, and a larger market for industry suppliers.

Portable housing allowances remain another very high priority. CFAA wants to ensure that the provinces are allowed to use federal housing money to fund housing allowances, not just for new construction subsidies. Ideally, the governments would put in place housing allowance programs across Canada. The broader and more seamless that set of programs, the better for labour mobility. For a list of the other benefits of portable housing allowances over many other housing measures, see www.cfaa-fcapi.org.

In CFAA's revised goals statement we now advocate for adequate income support for low-income Canadians so that they can afford adequate and suitable rental homes, which they can choose for themselves within the private rental market. Such income support would generally be in the form of disability payments for those unable to work,

employment insurance for those without work, training benefits for those who are re-training, social assistance for others, and housing benefits or portable housing allowances or rent supplements particularly for people in areas with high housing costs.

To landlords it does not matter what the source of a tenant's income is; what matters is that tenants have adequate income to afford their rent and all the other necessities. By expressing our support for adequate income supports of all the relevant types, CFAA hopes to be better able to forge alliances with other groups who advocate for improved income support for tenants and low-income people, even if those other groups do not see the advantages of portable housing allowances as clearly as we do.

CFAA is also promoting more accurate and appropriate measures of housing affordability, including a revision of the 30% standard for affordability to recognize that one and two person households can generally afford to pay somewhat more than 30% of income for housing.

As a final plank in our revised housing and income support policy, CFAA is promoting the provision of operating funding for housing for special needs that are not met by the private sector (e.g. supportive housing for the disabled, the homeless and seniors with special needs, or social service supports in ordinary housing for those who need them). We also want government funding for building new housing to be focused on housing for special needs. CFAA believes that serving the needs of those with mental or physical disabilities is both the right thing to do morally, and a helpful approach to improve public policy affecting rental housing.

CFAA also has revised our statement of goals regarding energy policies, immigration and supporting member associations. In all cases the changes are an attempt to set out our goals in the way that makes them the most achievable.

For the complete statement of CFAA's political goals, see www.cfaa-fcapi.org.

PPMA is one of 17 members of the Canadian Federation of Apartment Associations, the sole national organization representing the interests of Canada's \$40 billion private rental housing industry, which provides rental homes for more than seven million Canadians.

To see how membership with the PPMA can help you with direct contact to your target market visit:
www.ppmamanitoba.com
There are a host of benefits to becoming an associate member. Call the PPMA office at 204.957.1224 for details.

RED RIVER COLLEGE PROFESSIONAL APARTMENT CERTIFICATE PROGRAM

Course Dates and Fees

2010 Winter Term - Continuing Education

APMT-1004 Residential Tenancy Act

Location:	Notre Dame Campus	Dates	Mar 27/10 - Mar 27/10
Class Days	Sa	Time	9:00a - 5:00p
Section	37487	Cost	\$112.00

SAFE-1444 Safety and Due Diligence

Location:	Notre Dame Campus	Dates	Feb 23/10 - Feb 25/10
Class Days	Tu/Th	Time	5:00p - 9:00p
Section	37481	Cost	\$112.00

To register for any of the above courses please visit the
Red River College website at <http://www.rrc.mb.ca/>



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If you have an article of interest to the residential rental industry or would like advertising information for this publication, please contact the PPMA at 957-1224 or email ppma@mts.net

Challenge for Change!

Victoria Inn Hotel & Convention Centre
1808 Wellington Avenue, Winnipeg
Tuesday, March 9, 2010 7:30—4:00 pm

SPONSORSHIP OPPORTUNITIES

MARQUEE SPONSOR.....\$5,000.00

Sold!

- Reserved "Sponsor" table for 10 at the Pre-Show Continental Breakfast Buffet and Luncheon.
- Logo will appear on all pre-promotional material.
- The name of the trade show and conference will be titled "Company Name" Suite Living Trade Show and Conference.
- Banner on stage. Badge sponsorship. Full page ad in conference program.
- Opportunity to welcome the delegates and guests for the morning launch of the event.
- 50 Complimentary passes to the trade show for customers.
- 8 x 10 booth at the trade show. 5 complimentary conference delegate registrations.
- Logo shown in on-site promo power point.

Sold!

LUNCHEON...\$2,500

- Reserved table for 10 at the Luncheon
- On Site Signage Identification
- Recognition during Opening Remarks
- Pre-show Continental Breakfast Buffet
- Opportunity to sit with Keynote Speaker
- 30 complimentary passes to the trade show for customers

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BREAKFAST.....\$1,500

- Reserved table for 10 at Pre-Show Continental breakfast
- Opportunity to sit with Guest Speaker
- Recognition during Opening Remarks
- On Site Signage Identification
- 25 complimentary passes to the trade show for customers
- 8 x 10 Trade Show Booth Space

Sold!

PENTHOUSE....\$1,000
(4 Available)

- 8 x 10 Trade Show Booth Space
- On Site Signage Identification
- Recognition at "Trade Show Launch"
- 5 complimentary Luncheon passes
- Pre-show Continental Breakfast Buffet
- 20 complimentary passes to the trade show for customers
- Program identification

LOFT.....\$750
(Unlimited)

- 8 x 10 Trade Show Booth Space
- On Site Signage Identification
- Recognition at "Trade Show Launch"
- 2 complimentary Luncheon passes
- Pre-show Continental Breakfast Buffet
- 15 complimentary passes to the trade show for customers
- Program identification

2 Left!

STUDIO.....\$300.....6 Available

- Opportunity to sponsor an education session. On site signage identification.
- Opportunity to introduce the speaker. Program identification.
- Pre-show Continental Breakfast Buffet.

3 Left!

COFFEE BREAK.....\$300.....6 Available

- On site signage identification. Program identification.
- Pre-show Continental Breakfast Buffet.
- 10 complimentary passes to the trade show for customers.

2010 Suite Living Conference & Trade Show

Challenge for Change!

Victoria Inn Hotel & Convention Centre
1808 Wellington Avenue, Winnipeg
Tuesday, March 9, 2010 7:30—4:00 pm

SPONSORSHIP REGISTRATION FORM

Company _____ Phone: _____

Address: _____ Postal Code: _____

Contact name: _____ Cell: _____

Direct Line: _____ E-Mail: _____

Note: All displayers must have a minimum of \$2,000,000 public liability insurance coverage and are able to provide a Certificate of Insurance if requested.

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_____ *Luncheon \$2,500 (1 available)
_____ *Penthouse \$1,000 (4 available)
_____ Studio \$300 (6 available)
_____ Coffee Breaks \$300 (6 available)

* A 10 x 8 booth is included in these partnership categories. Please complete "exhibitors" section below.

Exhibitors:

_____ 10 x 8 booth _____ Table required Yes _____ No _____ We have banner signage
_____ 2 chairs required _____ Electrical required to be hung.
_____ Internet/wireless

Exhibitor Badges: Please print below the names of individuals requiring badges. Exhibitors receive up to four badges per booth. Names must be received by March 1st and may be submitted via e-mail to ppma@mts.net.

1. _____ 3. _____
2. _____ 4. _____

The format of the show is an open and interactive concept. Pipe and drape will not be provided. Booth spaces will be allocated on a first-come, first-serve basis by date received. Final placement is at the discretion of the show committee as qualified by the type of booth layout.

Registration and Payment Options:

ø Make cheques payable to PPMA and mail to: Box 2279, Station Main, Winnipeg, MB R3C 4A6

ø PAYMENT BY CREDIT CARD: () Visa () Master card () AMX Expiration Date __/__/__

Card # _____

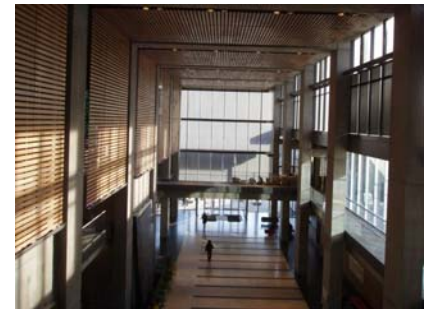
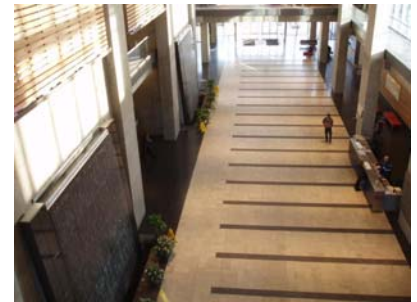
CVC/CVV Code: _____ (4 digits on front of AMX or 3 digits in signature area of Visa or Master card)

Name as it appears on Card: _____ Signature _____

Fax registration form to: 204.957.1239 Invoices will be issued. For "Studio" sponsorship information, call Karin Kusyk or Frank Koch-Schulte @ 940.3450. For all other sponsorship opportunities call Ron Maurer @ 786.3344 or Shannon Gerylo @ 254-9260. For show information call the PPMA office at 204.957.1224.

2010 Suite Living Conference & Trade Show

PPMA General Membership Meeting Manitoba Hydro Tour



October 19, 2009



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Onsite **expertise** when needed

Challenge for Change!

Victoria Inn Hotel & Convention Centre
1808 Wellington Avenue, Winnipeg
Tuesday, March 9, 2010 7:30—4:00 pm

EXHIBITOR REGISTRATION FORM

Company _____ Phone: _____

Address: _____ Postal Code: _____

Contact name: _____ Cell: _____

Direct Line: _____ E-Mail: _____

Note: All displayers must have a minimum of \$2,000,000 public liability insurance coverage and can provide a Certificate of Insurance if requested.

Exhibitors:

_____ 10 x 8 booth - \$375.00 + GST

_____ Table required

_____ 2 chairs required Yes _____ No _____ We have banner signage

_____ Internet/wireless to be hung.

_____ Electrical - \$30.00 + GST

Exhibitor Badges: Please print below the names of individuals requiring badges. Exhibitors receive up to four badges per booth. Names must be received by March 1st and may be submitted via e-mail to ppma@mts.net.

1. _____ 3. _____

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Card # _____

CVC/CVV Code: _____ (4 digits on front of AMX or 3 digits in signature area of Visa or Master card)

Name as it appears on Card: _____ Signature _____

Please fax registration form to: 204.957.1239 Invoices will be issued. \$50.00 cancellation fee charged for cancellations received before March 1st, 2010. No refunds will be allowed after March 1st, 2010. **Payment must accompany registration to ensure booth space.** For further exhibitor information call Ron Maurer @ 786.3344. For show information call the PPMA office at 204.957.1224, Ron Maurer @ 786.3344 or Shannon Gerylo @ 254.9260.

2010 Suite Living Conference & Trade Show

Education:

Throughout the year we host a variety of events and produce a number of publications that help to further the education of our members and their staff, such as:

- Annual Conference & Trade Show
- Educational Sessions
- Quarterly Newsletter
- Annual Golf Tournament
- Various networking and social activities
- Committee Involvement
- Monthly General Membership Luncheons
- Winnipeg Chamber of Commerce Activities
- Industry related Media Advisories
- Access to industry reports and research

Representation:

As the sole voice for the residential rental industry in Manitoba, we constantly strive to foster and maintain strong relations with all levels of government,

neighbourhood associations and other industry peers. We are also a member of the Canadian Federation of Apartment Associations to advocate for the interests of Manitoba landlords on federal issues, especially housing policies and the taxation of rental housing. The PPMA also has legal support from an industry specialist in the Residential Tenancies Act.

Support:

When you have a question or need help, our friendly, knowledgeable network of industry peers and professionals provide assistance to all members through the PPMA office.

Volunteering:

You can be a part of the PPMA decision process while expanding your knowledge and industry contacts by volunteering your time and talents on one of our many committees.

Discounts:

We are pleased to offer member exclusive discounts through our Member Advantage Program. See below.

Associate Member Benefits

Education:

Throughout the year we host a variety of events and produce a number of publications that help to further the education of our members, to which many of our associate members regularly contribute, such as:

- Annual Conference & Trade Show
- Ongoing Education Sessions
- Quarterly Newsletter

Expanded Business Market:

You have access to Property Owners & Managers that manage over 60% of the Manitoba residential rental universe.

Sponsorship/Advertising:

There are numerous events and publications throughout the year that are available for sponsorship where your company and products/services will take centre stage. With very competitive sponsorship rates and a host of

fantastic sponsor benefits you will surely find everything you need to meet your audience:

- Annual Conference & Trade Show
- Quarterly Newsletter
- Member Social Evening
- Annual Golf Tournament
- Annual General Meeting Luncheon
- December Holiday Luncheon
- Monthly General Membership Meetings

Support:

When you have a question or need help, our friendly, knowledgeable network of industry peers and professionals provide assistance to all members through the PPMA office.

Volunteering:

You can be a part of the PPMA decision process while expanding your knowledge and industry contacts by volunteering your time and talents on one of our many committees.

Member Advantage Program Supporters

The Brick Warehouse Corporation—Special “members only” pricing on all furniture and appliances (Call Kraig Bradley for details 788-6535).

Mabe Canada Inc.—Wholesale pricing on retail G.E. Appliances (Call Sandra Pember for details 925-7302).

Coast Wholesale Appliances—Special “members only” pricing on all appliances (Call Janelle Robin for details 786-8811).

Dufresne Furniture & Appliances—Special “members only” pricing on all furniture and appliances (Call Rick Buchan for details 770-7919).

Equifax Canada—Special “Industry Pricing” available. (Call Stephen Brown for details 995-0034).

Home Renters Guide—Discounts off regular rate card (Call Don Walters for details 949-6409).

Imperial Flooring—Special “members only” pricing on all flooring (call Gord Martens 632-6366 for details)

Rona Home & Garden—“Professional Advantage Card” providing a 10% discount on eligible items (call Ryan Sapach 204-995-9674 for details)

Shaw Cablesystems—Free residential installation and time-limited programming (Call Paul Kochanski for details 480-3535).

Priority Restoration/Steamatic—Special members only discount on all emergency restoration and deodorization. (Call Ron Maurer for details 786-3344)

Super-Lite Lighting—Specially tailored pricing for PPMA members on all lighting and fixtures (Call Stuart Pudavick for details 989-7251).

TD Bank Financial Group—Multi-unit residential mortgage rebates and discounts (Call Jo Simes for details 988-2423).

1-800-GOT-JUNK? - PPMA members only 15% discount off of any job that is larger than our single item price or minimum job size price. (Call Keith Clark to set up your account – 775-5865)

If you would like to join our Member Advantage program, please call the PPMA office at 957-1224 or email ppma@mts.net.