

## Message from the President



Greetings from the flood plains of the prairies and I trust most of you are keeping dry throughout our varied portfolios in the multi-

family dwelling industry here in Manitoba. Word has it that we might even have some sunny days throughout the summer, so please do get out there and enjoy the now elevated natural and man-made swimming facilities. There are lots of them.

On June 22, our golf committee set the bar much higher than I could have ever imagined. This year's tournament was held at Pine Ridge for the first time and I hope we will be returning. Ron Maurer broke every rule of this private club's dress code with his Elvis costume but I understand the ethics committee at Pine Ridge will be reviewing his membership. This was, without question, the absolute best golf tournament we have ever had. Lots of food, drink, and contests on the course, a great meal, fantastic venue, unbelievable prizes and I have heard nothing but compliments. Absolutely everyone that attended and participated was a WINNER! I extend my sincere thanks and gratitude to the entire golf committee for a simply fantastic job. Special thanks to our Marquee sponsor H & C Air Conditioning and to all the sponsors as without your commitment,

contributions and participation, this event would not be possible. Our benefactor "Feed the Lambs" were also big winners receiving \$5,720 which is their single largest one time contribution since their inception.

The political action committee has made numerous attempts at establishing a rapport with the current Minister of Corporate Affairs, however as this is an election year, we as the most major stakeholder of our industry are being ignored and changes to the act are being made without any consultation.

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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**

September 21, 2011  
Sponsor: Midland Commercial Sales and Service Ltd.  
Masonic Memorial Temple

October 19, 2011  
Sponsor: Manitoba Hydro  
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November 16, 2011  
Sponsor: RAM Marketing—Manitoba  
Masonic Memorial Temple

December 21, 2011  
Holiday Luncheon—12 noon  
Location: TBA

January 18, 2012  
Sponsor: Available  
Masonic Memorial Temple

February 15, 2012  
Annual General Meeting  
Sponsor: Available  
Masonic Memorial Temple

March 20, 2012  
2012 PPMA Suite Living Trade Show & Conference  
Marquee Sponsor: Available  
Victoria Inn Hotel & Convention Centre

April 18, 2012  
Sponsor: Available  
Masonic Memorial Temple

May 16, 2012  
Sponsor: Available  
Masonic Memorial Temple

June 20, 2012  
14th Annual PPMA Golf Tournament  
Marquee Sponsor: Available  
Location: Pine Ridge

### Board of Directors Meetings

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

September 8, 2011	February 9, 2012
October 13, 2011	March 8, 2012
November 10, 2011	April 12, 2012
December 8, 2011	May 10, 2012
January 12, 2012	June 14, 2012

Authors are responsible for their expressed opinions and for the authenticity of all presented facts in articles. PPMA does not necessarily endorse or approve statements of fact or opinion made in this publication and assume no responsibility for those statements.

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  
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**Message from the President***Cont'd from page 1*

This has not been the case previously, but we will continue to strive for a consultative process that takes both tenant and landlord concerns into consideration.

The proposed changes to the Regulations and Act are as follows:

Changes to amortization rates used for above guideline rent increase applications (some items will move from 1/6 to 1/8) – Regulation change required.

- Whole building rehabilitation exemption program – Regulation change required.
  - change from having to upgrade one major building component to two (see 12(1)(a) of the Residential Rent Regulation)
  - increase the cost per unit required for each exemption level between 2 to 5 years (see 12(4) of the Residential Rent Regulation)
- Tenants with 'tenant services' package – Legislation passed; Regulations have been approved – new provisions will take effect on November 1, 2011
- Amendments to address Condo Conversions – Legislation and Regulations are required.
  - Municipalities would be able to limit condo conversions when vacancies are low.
  - Condo conversion notice to tenants would double to six months from three.
  - No condo conversions would be allowed when people were evicted without cause in the previous year.
  - No condo conversions would be allowed for four years after a whole-building rehabilitation exemption is approved.
  - Tenure rights for tenants evicted for renovations in cases where units are re-rented after conversion to condominium
- Landlord Advisor Program – to yet be finalized (probably within a month).
- Faster hearings at Residential Tenancies Branch where imminent risk – process is now in place for hearings to be scheduled within 3 to 5 days in cases where there is imminent risk.

- Faster decisions – process now in place at Residential Tenancies Branch: orders of possession decisions within 3 working days; claims decisions within 10 working days
- Changes to fees – Regulation changes
  - Increased late payment fees
  - Increased NSF cheque fees
  - Increased costs awarded on claims for compensation
  - Reduced fees for above guideline rent increase applications for smaller buildings

Most recently, the Provincial Government announced their guideline increase. This is our position on this announcement:

We are headed into a fall election and surprisingly enough the Minister is generously allowing the landlords of Manitoba to increase their rent by a whopping 1% in 2012.

The Manitoba Government has told us they used a basket of goods to come up with their formula. They will not share with us what percentages are used for each good and agree that they are not bound by their calculation when deciding the increase; in other words they can do what they wish and, because it is an order in council, they have no obligation to tell taxpayers how they arrive at their figure. The Landlords of Manitoba call it the "Cadbury Secret!"

Ontario is set to make their announcement, but because it is a formula based calculation where the formula is published, the Ontario Landlords have calculated it to be 3%. It is based on a bare bones cost of living increase and bare bones is 3%. I note that Stats Canada's most recent CPI release shows CPI of 3%. I also note that CMHC's April survey for Manitoba shows that rents are increasing by 3.5% in Manitoba because of increased costs and Applications for Rent Increase. How does a government ignore the reality of inflation and of their own decisions on rent increases using actual income statements provided by landlords instead granting a 1% increase which is 2% below CPI? The last time a provincial government granted an increase that was 2% lower than CPI was 1993. Quite simply, it is choking housing supply.



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## Message from the President's Message

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The vacancy report by CMHC in Manitoba sits now at .7% (point 7 of a percent). A healthy economy that gives potential renters a choice is somewhere between 2.5 to 3% vacancy. Every apartment renter who is a voter will jump for joy when they read this announcement. They won't be jumping very high when they cannot find a place to live.

In this election year we see the largest difference between CPI and the guideline since the PPMA started tracking in 1982. This year's guideline is 2.9% below inflation (per May 2011 CPI). Historically, the guideline averages at 1% lower than CPI. For the five years between 2005-2010, the guideline was very close to matching inflation. The government may feel that this unprecedented difference sends a message to tenants that the government cares. In reality it will only hurt all Manitobans. It will further diminish the quantity and quality of housing stock at a time when what we need is more repairs and more housing.

Let's not forget those 70% or more of Manitobans that own homes. They are going to pay increased property tax with this announcement. If the Provincial Government artificially suppresses rents and then therefore the tax roll in apartments, the home owners will have to pick up the slack.

A large part of the answer is obvious – our system of rent controls suppresses the development of housing. We have a growing population with too many street people. Soon we will start to see families living on the street. That is the danger.

Our official position is that this 1% increase is ludicrous. If we are to develop the housing market for young adults leaving their homes, immigrants that need affordable housing and aging seniors, then we need to plan and develop a free enterprise system that meets the needs of the people. This is not accomplished in an over-regulated shrinking market place that discourages rather than encouraging investment and development. When vacancies finally reach zero, maybe someone will recognize there is a problem.

The one positive with government is that we have one official seat, but three Landlords on the Housing Minister's new Rental Supply Roundtable. Avrom Charach will represent the PPMA. Bob Shaer (ASH Management) and Reuben Spletzer (Crystal Properties) have also been invited by the Minister to sit on this panel. The roundtable will discuss and recommend ways to increase rental housing supply in the province.

Our other committees continue to be very active; providing new education courses, re-introducing the "Apartment Watch Program" and providing a possible scholarship program for future CPMs and much more. The people of these committees attend monthly meetings, take of their own personal and professional time and continue to strive for a better association and industry. I extend a heart-felt thank you to all the Board members and Committee Chairs in their tireless efforts in making our industry a better place for tenants and landlords alike.

In closing, the Board appreciates the contributions of all Principle and Associate members that support us in our endeavors to ensure our industry continues to grow and prosper. Thank you!

Have a Great Summer!

*Wally Ruban*  
PPMA President

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PPMA 2011 "Bogey on down the Disco Course"

By Kendra Jackson, and Jordan Hammond, Co-Chairs, PPMA Golf Committee

On Wednesday, June 22, 2011 our Annual PPMA Golf Tournament was held at Pine Ridge Golf Club. A total of 152 golfers enjoyed this beautiful course and 180 people attended the dinner.

Special thanks to our **major sponsors:**  
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Driving Range – Just Energy  
Putting Contest – MTS Allstream

Thank you to the members of the Golf Committee for a job well done!

Mark your calendars now for next year's tournament to be held at Pine Ridge – June 20, 2012.



Members of PPMA:

On behalf of our Founder and Chair, Hilde Purdy, and everyone else associated with our Mission, I would like to extend a heartfelt **Thank You** for your organization's generous donation to our Street Mission from the proceeds of your amazing Golf Tournament held June 22 at Pine Ridge Golf Club.

We are honored and thrilled to have been selected as your Charity for this tournament. Your generous cheque for \$5000.00 presented to us at the dinner is the largest single monetary donation we have ever received. If that wasn't enough, the additional \$720.00 donation of the entire proceeds of the Putting Contest was a complete surprise to me; and was really the 'icing on the cake' of a fantastic day. It was a fun filled entire day and we were impressed by an extremely well organized and executed tournament. We were so proud to be able to be associated with it. Our Mission benefitted even further by having this venue to make some new contacts and generate further interest in the work we do.

Thank you so much for your support.

Bob Buchanan, Vice Chair and Communications Officer  
Feed My Lambs Street Mission





## What does the Federal Election Result Mean for Landlords?

By John Dickie, CFAA President

What does the new Conservative majority government mean for landlords? How will it affect tax rules, housing policy and energy incentives?

### Tax impacts positive

For corporate landlords, the corporate tax reduction from 16.5% to 15% should take effect as scheduled on January 1, 2012. For all landlords the probability of federal tax increases is reduced. That applies to income taxes, taxes on capital gains and the GST. However, tax reductions will almost certainly have to wait for the elimination of the federal deficit. CFAA will continue to promote the tax deferral on reinvestment in rental property so that the reform can be considered positively when room becomes available in the federal budget.

### Eco-Energy program for low-rise rentals

During the election campaign, the Conservatives promised to extend the eco-Energy Retrofit program for Homes for one year. At page 27, their platform referred to incentives for “home and property owners” being eligible for grants of up to \$5,000 per unit. The past program applied to low rise rentals (as well as owner-occupied homes) and provided financial incentives for energy saving upgrades, such as high-efficiency furnaces, better cooling equipment, replacing windows or doors, improved insulation etc. (The other parties did not promise any energy incentives that extended to rental owners.)

Two years ago, CFAA was able to improve significantly the incentives for low-rise rentals, and so that achievement should add value for landlords now. Eligible buildings may have as many as 24 or 30 units since the criteria include having less than four stories and a foot print of less than 600 square meters, which is 6,458 square feet.

Landlords who want to do energy saving upgrades should be ready to apply quickly once the program is in place, because the funding has been taken up quickly in the past, resulting in the program ending earlier than the originally announced end dates.

### Housing Policy

In housing policy, the Conservatives previously extended the federal programs which provide funding for homelessness initiatives, the Residential

Rehabilitation Assistance Program (RRAP) and the Affordable Housing initiative. The cost of those three programs together is about \$400 million per year. Given the deficit and the government’s disinclination to act in areas seen as provincial jurisdiction, it is unlikely that additional money will be allocated to housing programs for the term of this government.

The Minister responsible for Housing remains Diane Finley. In the past CFAA has had a good connection with Minister Finley, and we look forward to maintaining that connection. CFAA will make sure the government caucus knows that landlords support direct assistance to tenants (in the form of portable housing allowances or rent supplements). Promoting direct assistance to tenant is an important long term policy issue for landlords since such assistance helps tenants pay their rents in the private rental market.

### A stronger voice for landlords

CFAA has been advocating for rental housing providers to the federal government since 1995. However, we have never had a connection with an MP whose working life before politics was centered on rental housing. Now we have such a connection, thanks to the election of Brad Butt as the new Conservative MP for the riding of Mississauga-Streetsville. Brad led the Greater Toronto Apartment Association (GTAA) for the last 12 years, and managed rental property before that.

As well, in the past, Conservative representation was weak in Canada’s largest cities, where rental housing is the most prevalent and where most large rental housing providers operate. With this election that is no longer the case. Together with Brad’s election, this geographical realignment creates a real opportunity for rental housing providers to work with CFAA and the industry’s regional associations to achieve more influence at the federal level. Landlords need to seize that opportunity.

*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 homes for more than seven million Canadians.*

### CFAA Employee Compensation Survey

By John Dickie, CFAA President

As we did in 2009, CFAA is now conducting a professional survey of wages, salaries, bonuses and benefits in the rental housing industry across Canada, including Winnipeg. The survey will help owners and property managers manage compensation costs by reporting the market salary and wage rates for building and management personnel. Wage rates and total compensation will be reported at the mean and median and at the 25<sup>th</sup> and 75<sup>th</sup> percentiles (P25 and P75). Whenever data permits, P10 and P90 will also be shown and the information will be stratified by building size. That will allow rental owners and managers to know whether their wages in specific buildings are different from the average and by how much.



In 2009 the landlords who participated in Winnipeg were AccuManagement Ltd, Edison Rental Agency, Kay Four Properties Inc and Weidner investment Services. In 2009, the Winnipeg survey covered 41 building superintendents/managers, 69 maintenance technicians, 10 cleaners, 6 property managers and administrators, 5 leasing agents and 11 other rental housing employees. We expect a greater coverage in 2011.

Compensation and benefits information will be confidential to the survey consultant only. Survey participants will have access to the survey reports at **substantially lower prices** than landlords who do not provide their wage data. For more information or to participate, please contact Steven Osiel, Vice-President, Pal Benefits Inc., toll free at 1-866-969-8588 or at 416-969-8588 or at

[sosiel@palbenefits.com](mailto:sosiel@palbenefits.com). To participate you should act immediately because the data collection period will end shortly.

Participating in the CFAA Compensation survey will help you operate your rental business in a more cost-effective manner with less staff turnover. Since employee satisfaction impacts strongly on tenant satisfaction, landlords need to balance their employee costs against tenant satisfaction and retention levels. The CFAA employee compensation survey gives landlords important data to assist in achieving the highest overall success and profitability.

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New members are always welcome.

If you are interested in volunteering, please contact the committee chairs directly.

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Cell: (204) 782-7034  
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## Leaves for Late Appeal at the RTC

By Avrom Charach, Co-Chair Political Action

The Residential Tenancies Commission (RTC) recently heard numerous tenant requests for extensions of RTB appeal deadlines (leaves for late appeal). While I believe they should not so easily set such extraordinary hearings, their decisions seem reasonable. This matter has affected very few landlords to date but we should all be aware of it. The seven cases I found in the public record rely on a test used in the Supreme Court of Canada. Three of the seven leaves were granted. Four were denied.

In *R. v. Roberge*, [2005] 2 S.C.R. 469, 2005 SCC 48, the Supreme Court of Canada heard from a party who wished to be granted an extension of the time to appeal a decision of the Saskatchewan Court of Appeal. The Supreme Court considered six points in making their decision. I quote from their decision:

1. *Whether the applicant formed a bona fide intention to seek leave to appeal and communicated that intention to the opposing party within the prescribed time;*
2. *Whether counsel moved diligently;*
3. *Whether a proper explanation for the delay has been offered;*
4. *The extent of the delay;*
5. *Whether granting or denying the extension of time will unduly prejudice one or the other of the parties; and*
6. *The merits of the application for leave to appeal.*

At the RTC, one small landlord appeared explaining that they believe they properly appealed an OP by writing down one Order number but later discovered that OPs had two different order numbers. They showed that the RTB's cover letter was not clear to them, being the first time they dealt with an OP. The RTC granted leave and both orders were appealed.

A rural landlord showed that they tried to mediate with a tenant and informed them, in writing, they would appeal if the tenant did not reach an agreement by a certain date. The tenant failed to reach the agreement and the landlord prepared an appeal. Their clerical staff mailed the document one day later than planned, but before the appeal deadline expired. The RTC Decision noted:

*In this case, the Commission was satisfied that the landlord had a bona fide intention to file an appeal and communicated that intention to the tenant in the prescribed time. The landlord had been reasonably*

*diligent in efforts to preserve his rights. The landlord also provided a reasonable explanation for the delay in filing his appeal.*

*The extent of delay was only one day by the time it was received in Brandon. The appeal application was actually post-marked on the last day of the deadline for appeal. In these circumstances, the landlord's transgression is determined to be relatively minor, and his right to be heard takes precedence over such transgression.*

One tenant was successful. They were improperly served. The documents were handed to a secretary. The tenant was out of the country when the decision arrived. They said the secretary did not hand them the document and they provided documentary evidence proving they were out of Canada until the day before they requested leave. With incorrect service lending doubt as to whether the tenant knew of the hearing and reasonable evidence of not being present during the appeal period, leave was granted.

Four cases were denied. Two were my tenants. The hearing was scheduled because the tenant wrote "My claim is that the suite above me is the same 1 bedroom and he is paying less than I am."...she detailed what each paid..."He is one dollar less. I can't see why mine is one dollar more." She was denied for not showing reasonable efforts to appeal and for waiting more than a month after the deadline. An RTC staff person said the tenant initially stated she was away for medical treatment which led to appealing more than a month after the deadline. She provided a letter to the panel saying only that she was sick. She only wanted her rent to match her neighbor's.

My second tenant agreed with the RTB decision but requested an appeal because he wanted the RTC to grant him a payment schedule instead of requiring a lump sum payment. The tenant said the request was late because he lacked the \$20 appeal fee when he first attended the RTC during the appeal period. With no fee required to request a leave to appeal, he applied for this hearing. He admitted he still did not have \$20 to file an appeal if leave were granted. He was denied because of jurisdiction and inability to pay.

Another tenant said he was working out of town during the time for appeal and learned of the decision on his return. The landlord testified the tenant habitually

## Leaves for Late Appeal at the RTC

Cont'd from page 10

commuted to a nearby town and came home every weekend. He further noted the co-tenant made no mention she was out of town. She should have seen the mail and informed him of his rights or appealed herself.

The last case is the most interesting. It took place in 2006 and was the first late appeal case I heard of. The landlord and I spoke a few times as this went through the system. The RTC decision notes the tenant said he was not aware of the hearing – he was in Toronto on business on January 7 when the landlord declared he was served. The tenant said he first learned of the matter when he picked up old mail on May 27, and immediately e-mailed the RTB hearing officer asking how to deal with the matter since the appeal deadline has passed. The decision does not note that said e-mail was entered into evidence. On July 4, having not heard back, he called and spoke to the officer who advised him to contact the RTC. At the appeal hearing the tenant had no proof he was out of town in January. The RTC granted the tenant a few days to deliver a letter from his employer proving he was away.

The landlord received a copy of a letter citing a business trip at a different time along with a request for comment by the RTC. We spoke and the landlord replied to the RTC that the times did not match. The landlord advised me they received a second document from the RTC asking the tenant again to provide proof for early January. The tenant replied that they were in Killarney from the start of January until just before they left on business but provided no documentation. This conflicted with their earlier testimony citing a business trip to Toronto at that time.

In the end, the RTC denied the appeal and wrote, in part:;

*The total length of delay in this case is almost two months, which when considered in light of the appeal period, is significant. There is also prejudice to the landlord in that once the appeal period expired, it was entitled to consider the Order to be final and to take steps to collect on it. Additionally, the merits of the appeal are not strong. In Mr. (name removed) application for an extension, he admitted that he provided the landlord with only 10 days notice for terminating the lease which is contrary to Section 87(2) of The Residential Tenancies Act.*

Requests for late leave to appeal are extraordinary. If I were the RTC I would ask for a copy of a plane ticket, receipt for postage, or letter from an employer, for example, before scheduling a hearing. This does not prejudice the matter but frees up time for normal appeals. The four denied cases may never have required a hearing if the RTC asked for such documents. In each case the tenants had no evidence of their reasons for appeal. In point of fact my two hearings had tenants asking the RTC to act outside their jurisdiction – they do not set payment schedules and do not change a legally registered rent just because one tenant wants to pay the same as their neighbor.

The PPMA, as all citizens, are interested in fairness, but as business people and tax payers we want government to make best use of their, and our, resources.

Avrom Charach, Co-Chair  
PPMA Political Action Committee



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## Robert L. Simpson Memorial Scholarship Fund

By Frank Koch-Schulte, Chair



Congratulations Anna Roberts!

The Robert L. Simpson Memorial Scholarship Fund was established in 2009 in memory of Robert Lyle Simpson. Robert was an active member of PPMA. He chaired the Education Committee and was a Director on the Board. Today, the Winnipeg Foundation administers the \$30,000 PPMA fund which assists a grade 12 graduate of Joseph H. Kerr School in Snow Lake, Manitoba (Robert's alma mater) to attend a post-secondary institution. A \$1,000 scholarship is awarded annually to a student who has taken a minimum of six credits in their year of graduation with marks sufficient to graduate. Submissions include a 1,500 word essay that is submitted and judged by the PPMA Scholarship Committee four weeks prior to graduation. The scholarship payment structure is fifty percent (50%) upon proof of admission to a post-secondary institution and fifty percent (50%) upon proof of successful completion of the first semester.

This year's scholarship recipient was Anna Jacqueline Roberts. She aspires to be a dietitian and will be attending the University of Manitoba this fall. She has a number of hobbies which include swimming, golfing, taekwondo, snowmobiling, ice fishing and volleyball. After her education is completed, she would like to return to Snow Lake and raise awareness for diabetes through her work.

Excerpt from her submission:

"I would like to take this opportunity to thank you for offering this scholarship to students in Snow Lake and for considering me for your scholarship. This scholarship would most definitely help out any student who is choosing to achieve a post-secondary education. I would also like to thank you for giving me the opportunity to apply for this scholarship. It would be an honour to receive this scholarship as my mom was born and raised in Snow Lake and grew up just down the street from the Simpson family. Many of the Simpson children attended school with my mom's sisters and my mom attended school with Robert's niece, Terri. Thank you for taking my application into consideration."

Sincerely,  
Anna Roberts

### PPMA Welcomes the following new members:

April, 2011

ABC Fire & Safety Equipment Ltd. –  
Eileen Theirrien  
Avenue Living – Marc Gravel  
Bill & Ben, the Mighty Moving Men –  
Will MacDonald  
Central Hydronics Inc. – Grant Mills  
GENIVAR – Leo Camirand  
KONE Inc. – Philip Jenkinson  
Janzen Builders – Adam Janzen  
Norsemen Property – Godfrey Gottfredsen  
Sunova Credit Union – Richard Wilchynski  
Vertical Property Management and Renovations –  
Amanda Sawatzky

May, 2011

Central Hydronics Inc. – Grant Mills  
KONE Inc. – Philip Jenkinson  
Janzen Builders – Adam Janzen  
Sunova Credit Union – Richard Wilchynski

To see how membership with the PPMA can  
help you with direct contact to your target  
market visit:

[www.ppmamanitoba.com](http://www.ppmamanitoba.com)

There are a host of benefits to  
becoming a member.

Call the PPMA office at 204.957.1224 for details.

**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
- Liaisons with other sector associations

**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 Events
- Annual Golf Tournament
- Annual General Meeting
- December Holiday Luncheon
- Monthly General Membership Breakfast 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 Mark Maxwell 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 Curtis Penner at 786-881)

**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 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 Glen Smith at 786-3344 for details)

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

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

## Sponsorship Opportunities

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](mailto:ppma@mts.net)

### PPMA Newsletter Deadline

#### Summer Issue

Deadline for submissions— June 15  
Distributed—Early July

#### Fall Issue

Deadline for submissions—September 15  
Distributed—Early October

#### Winter Issue

Deadline for submissions—December 15  
Distributed—Early January

#### Spring Issue

Deadline for submissions—March 15  
Distributed—Early April

### Sponsors Wanted!

If you are interested in sponsoring a General Membership Breakfast Meeting for the 2011-2012 program year, call the PPMA office @ 957-1224. Meetings are held every third Wednesday in September, October, November, January, February (AGM), April, and May.

#### Benefits:

- Display table for your company literature
- Table top tent cards
- Agenda, e-mail notice & newsletter recognition
- Certificate of Appreciation
- Opportunity to speak to the membership
- On site signage
- Door prize opportunity
- Networking with over 80 PPMA members present

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.

Dates available for the 2011—2012 General Membership Meetings are:

September 21, 2011—Midland Commercial Sales and Service

October 19, 2011—Manitoba Hydro

November 16, 2011—RAM Marketing—Manitoba

January 18, 2012—Available

April 18, 2012— Available

May 16, 2012—Available

If you are interested in sponsoring the PPMA Holiday Luncheon on Wednesday, December 21, 2011; PPMA Annual General Meeting, Wednesday, February 15, 2012; or the PPMA 2012 Suite Living Trade Show and Conference scheduled for Tuesday, March 20, 2012, please call the PPMA office at 947-1224 for further details.

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# 2011 Bed Bug Prevention Materials Program LAUNCH 2011



Products are not for individual resale and are not returnable.

www.manitoba.ca/bedbugs

Tenant:		Suite #:
Landlord/Property Manager/Coordinator:		
Cell Phone Number:	Day Phone Number:	
Building/Agency Name:		
Address:		
City/Town:	Province:	Postal Code:

PRODUCT	SAP #	TYPE	SIZE	QUANTITY	TOTAL
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## Mattress Cover

- polyster knit fabric with polyurethane top hybrid mattress cover



		W	L	D		
960001	Twin/Single	39"	75"	9" - 15"	<input type="text"/>	\$25 X ___ = \$ ___
960002	Hospital Bed	39"	80"	9" - 15"	<input type="text"/>	\$27 X ___ = \$ ___
960003	Full/Double	54"	75"	9" - 15"	<input type="text"/>	\$30 X ___ = \$ ___
960004	Queen	60"	80"	9" - 15"	<input type="text"/>	\$32 X ___ = \$ ___
960005	King	78"	80"	9" - 15"	<input type="text"/>	\$40 X ___ = \$ ___
960006	Crib	28"	52"	7"	<input type="text"/>	\$13 X ___ = \$ ___

## Mattress/Box Spring Cover

- vinyl mattress/box spring cover (9" for box spring)



057221	Twin/Single	39"	75"	9"	<input type="text"/>	\$15 X ___ = \$ ___
057222		39"	75"	12"	<input type="text"/>	\$15 X ___ = \$ ___
057230	Hospital Bed	39"	80"	9"	<input type="text"/>	\$15 X ___ = \$ ___
057223	Full/Double	54"	75"	9"	<input type="text"/>	\$19 X ___ = \$ ___
057224		54"	75"	12"	<input type="text"/>	\$19 X ___ = \$ ___
057225	Queen	60"	80"	9"	<input type="text"/>	\$20 X ___ = \$ ___
057226		60"	80"	12"	<input type="text"/>	\$20 X ___ = \$ ___
057227	King	76"	80"	9"	<input type="text"/>	\$22 X ___ = \$ ___
057228		76"	80"	12"	<input type="text"/>	\$22 X ___ = \$ ___
057229	Crib	28"	52"	7"	<input type="text"/>	\$13 X ___ = \$ ___

## Dissolvable Laundry Bag

- 25 bags/roll



057235	Top Load	1 roll	<input type="text"/>	\$12 X ___ = \$ ___
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## Insect Interceptor Trap

- 12/box



057238	Bed Legs	1 box	<input type="text"/>	\$24 X ___ = \$ ___
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## Insect Trap/Monitor and Record Keeper

- 72/box



057236	Folding	1 box	<input type="text"/>	\$25 X ___ = \$ ___
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## Coming Soon

- Clear view monitors
- Pillow case covers
- Bed Bug handouts
- Bed Bug stickers



SUBTOTAL = \$	<input type="text"/>
PST X 7% = \$	<input type="text"/>
GST X 5% = \$	<input type="text"/>
<b>TOTAL = \$</b>	<input type="text"/>

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