

# PennDel News

## President's Message

**Bill Brown**

*President, PennDel AHMA*

**O**n March 8-10, 2015, a group of members from PennDel AHMA attended the NAHMA winter meeting in Washington, DC. The meeting offered many excellent educational programs and included key HUD officials, starting with a HUD Regulatory Forum Panel discussion featuring **Ben Metcalf**, the deputy assistant secretary, Office of Multifamily Housing, **Delton Nichols**, deputy director, Office of Real Estate Assessment Center (affectionately referred to as REAC), and Portfolio Oversight. Other offerings were a program for our affordable Housing Industry concerning priorities for a new congress, a discussion on Key Topics and Trends in Fair Housing (which provoked a lively discussion), a Tax Credit Panel discussion, Rural Housing Committee, Senior Housing Panel discussion, and a TRACS and CA Committee Panel discussion.

PennDel AHMA received three national awards during the meeting, including (small) **AHMA of the Year**. The details about

these awards can be found on page 3.

The NAHMA meeting also featured the **2014 Communities of Quality Awards Luncheon**. The Communities of Quality Awards recognize outstanding property management companies providing the highest quality of safe, affordable multifamily rental housing in communities across the country.

To enter the 2015 Communities of Quality (COQ) Awards competition, a property must first apply for and achieve National Recognition as a NAHMA Community of Quality with a minimum score of 325 points on its National Recognition Application. The 2015 Communities of Quality Awards Competition is coming in May. Don't miss this opportunity for your community to be recognized through this national program.

Last fall, PennDel AHMA made a substantial contribution to the **NAHMA Educational Foundation**. This money is available to qualified applicants residing at PennDel AHMA member properties. Students have until May 29, 2015 to complete the online application and gather the needed documents.

The exact number of awards and the total amount of money to be awarded in 2015, will be determined during the selection process. In 2014, the average scholarship award per recipient was \$2,500. Please encourage your residents to apply to the NAHMA Educational Foundation. Complete details can be found on page 6 of this newsletter.

The education and training committee has put together a strong **training calendar** for 2015. Details can be found on page 11.

Finally, save the date for our **2015 Annual Fall Conference and Expo** which will be held on October 8 – 9, 2015 at the Chase Center in Wilmington, DE. We have changed the location of our annual meeting in response to your requests, so please let us know what you think.

*We hope to see you there!*



### PENNDEL AHMA HONORED WITH 3 AWARDS AT NAHMA WINTER MEETING

Receiving the 2014 AHMA of the Year in the Small AHMA category in Washington, DC on March 9: Ken Pagano, 2015 NAHMA President; Rich Skoczylas; Deb Neagu, PennDel AHMA VP; Bill Brown, PennDel AHMA President; Mark Morgan; Gerri Aman; Jim McGrath and Kris Cook, Nahma Executive Director. For details see page 3

### What's in the News?

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## 2015 Officers and Directors

### Officers

#### President

William P. Brown, Jr.

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Deborah Neagu, NAHP-e

#### Treasurer

Jody Dimpsey, CPM

#### Secretary

Jay Laff, NAHP-e

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Sharon Jacob

Marty Josephs

Mark Morgan, CPM

Eric Naftulin, NAHP-e

Kenneth Penn, CPM

Richard Skoczylas, CPM, NAHP-e

Suzanne Sigmund, CPM, NAHP-e

### Advisors

Lisa Case, PHFA

Susan Eliason, DSHA

James McGrath, SHCM, NAHP-e

Michael B. Simmons, CPM, NAHP-e

### Executive Director

Gerri Aman, 856-786-2183

### Mission Statement

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

PennDel AHMA's mission is to support legislative and regulatory policy that promotes the development and preservation of decent and safe affordable housing.

The National Affordable Housing Management Association (NAHMA) is the leading voice for affordable housing, advocating on behalf of multifamily property managers and owners whose mission is to provide quality affordable housing.

## NAHMA Receives Friend of the Elderly Award

PennDel AHMA congratulates the National Affordable Housing Management Association (NAHMA) for receiving the 2015 Friend of the Elderly award, given by the Retirement Housing Foundation, Inc. (RHF) at its 54th anniversary celebration on February 27, in Cerritos, CA.



The Friend of the Elderly award is given annually to an individual or organization making a substantial and/or unique contribution to the health, housing, social, psychological and/or spiritual quality of life of older adults. Past recipients of this award include Meals on Wheels Association of America, LeadingAge, Alzheimer's Association, former Secretary of the Department of Housing and Urban Development Henry Cisneros, and media personality Willard Scott, among others.

"NAHMA is thrilled to be receiving such a prestigious award," Kris Cook, CAE, NAHMA executive director, said. "We are honored to be acknowledged for our work to advance the development and preservation of decent and safe affordable housing.

"With 88 percent of the more than 5 million low-income households in federal rental assistance programs made up of either the elderly, people with disabilities or the working poor, it is a priority for NAHMA to be a leading advocate for the property managers and owners who provide quality affordable housing to these underserved populations."

*We at PennDel AHMA are proud to be a part of this organization.*

# NAHMA

## PennDel AHMA Member Rewards Program

**Refer just one new member  
and get a chance at winning big!**

A drawing for a prize of \$250 will be held at each membership meeting!

All referrals will be eligible to win the

**Grand Prize of \$500**

drawn at the 2015 Holiday Luncheon.

**You can win!  
pennDel AHMA wins!**

Who can be a PennDel AHMA member? Housing providers, vendors, etc. Visit [www.PennDelAHMA.org](http://www.PennDelAHMA.org).

## Welcome to our New PennDel AHMA Members!

### Regular Member

**Community Ventures**, Philadelphia, PA; Vicki Shelton

### Associate Members

#### BP Environmental Services

Trash & Recycling

Bill Friend, [www.bpenvservices.com](http://www.bpenvservices.com)

#### Click Notices Inc.

Tenant Late Rent Court Filing Services

Toyin S. Bello, [www.clicknotices.com](http://www.clicknotices.com)



## Pennsylvania Delaware Affordable Housing Management Association

600 Main Street, Suite 7  
P.O. Box 44  
Riverton, NJ 08077

856-786-2183, Fax 856-786-1264  
[penndelahma@comcast.net](mailto:penndelahma@comcast.net)  
[www.penndelahma.org](http://www.penndelahma.org)



# Congratulations to PennDel AHMA & PennDel AHMA Board Member, Mark Morgan!

## NAHMA Celebrates Affordable Housing Industry Excellence

PennDel AHMA was the proud recipient of several awards at the National Affordable Housing Management Association (NAHMA) awards ceremony on Monday evening, March 9, 2015, during the three-day Federal Affairs Issues meeting at the Fairmont Washington hotel in Washington, D.C.

**AHMA of the Year** is given to local AHMAs using criteria such as size, number of members, success in membership recruitment, membership retention, education and training course attendance, financial stability, and other factors. PennDel AHMA was recognized as small AHMA of the Year for our focus on training, with the intent of strengthening, enriching, engaging, developing and supporting

(S.E.E.D.S.) the next generation of affordable housing owners and managers.

**The AHMA Communities of Quality Program Award** is awarded to AHMAs according to size that have a substantial number of COQ Awards in their area, demonstrate support for the program, and introduce new or innovative activities. In the small AHMA category, PennDel AHMA was recognized because as we continue to grow, we retain a strong focus on encouraging its members to qualify



Ken Pagano, Mark Morgan and Kris Cook

for COQ recognition. Currently, 49 member properties have achieved this status.

**The AHMA Innovation Award** given by AHMA size, recognizes a new program, service or activity that an AHMA began sometime in late 2013 or in 2014. PennDel AHMA has begun hosting joint trainings with the Delaware Valley chapter of Institute of Real Estate Management to increase attendance and revenue. The effort has also increased membership in the AHMA and gained us the AHMA Innovation Award in the small AHMA category.

**NAHMA Affordable Housing Advocate of the Year** recognizes a NAHMA member who has demonstrated a strong commitment to advance the association's legislative priorities through public policy advocacy—based on data maintained by NAHMA staff. **Mark Morgan**, president, Interstate Realty Management (and PennDel AHMA board member), and **Michael Johnson, SHCM, NAHP-e**, executive vice president, ALCO Management, Inc., are sharing the award for Housing Advocate of the Year for their outstanding leadership of NAHMA's Alternative Futures Task Force.

## EIV Discrepancies

### How to Dissect, Resolve, & Prevent Them May 14, 2015

**Radisson Hotel Valley Forge**  
1160 First Ave., King of Prussia, PA 19406

During this interactive session, participants will learn how to read and dissect an Income Discrepancy Report and follow a methodology to analyze and resolve it. Learn when retroactive corrections to certifications are needed and when they are not. Test your understanding as the instructor leads the group through realistic case studies. Ask questions along the way! Most importantly, learn verification tips to break the vicious "Discrepancy Cycle" and minimize their reoccurrence in the future.

**Instructor: Jenny DeSilva, AHM, COS – Director of Training, PMCS**

8:00 am – 9:00 am Registration and Continental Breakfast

9:00 am – 3:30 pm Class

Lunch will be included from Noon – 1pm

PennDel AHMA Member price – \$249 member

Member 3 or more from same company - \$229 member

Non-Member price – \$300

\*Fees and reasonable expenses for the course may be an approved project expense.

**Registration Deadline: May 8 • Register at [www.PennDelAHMA.org](http://www.PennDelAHMA.org)**

March 20, 2015 • Trevoze, PA

## Spring Luncheon and Business Meeting

In the midst of a snow storm on the first day of spring, seventy PennDel AHMA members learned about The Multifamily Homeless Placement Initiative and the USDA Summer Food Program at the Radisson Hotel in Trevoze, PA. After a very brief business meeting and an excellent meal, it was time to feed our minds.

**Shirley Bryant**, Program Advisor for Multifamily Housing and **K. Lyn Kirshenbaum** of Field Policy & Management presented HUD's interim goals to eradicate homelessness by 2020, and an exciting program in which

properties can join the war against homelessness by creating a homeless preference category on their waitlists. For more information about this or other initiatives to eradicate homelessness, contact Shirley at [Shirley.Bryant@hud.gov](mailto:Shirley.Bryant@hud.gov) or Lyn at [K.Lyn.Kirshenbaum@hud.gov](mailto:K.Lyn.Kirshenbaum@hud.gov).

We then turned our attention from homelessness to hunger, with a brief presentation by **Tim Walsh**, Branch Chief, about the USDA Food and Nutrition Service followed by an impassioned introduction to the Summer Food Service Program by **Jeanne Hutchins**, Lead

Program Specialist/Team Lead, USDA, Food and Nutrition Service. Seldom have I heard anyone so convinced of the value of the program for which she works or for how much a property would gain from participating. [Click here](#) for fact sheets provided by Jeanne or for more information about the USDA FNS Summer Food Service Program, contact your State Agency or go to <http://www.fns.usda.gov/sfsp/summer-food-service-program-sfsp>



L-R: Bill Brown thanks our speakers, Tim Walsh, Jeanne Hutchins, K. Lyn Kirshenbaum and Shirley Bryant, for their participation.



L-R: From Advanced Living Communities: Patricia Kennedy; Jess Bergan; Kristin Chalela; Bill Brown; and Christine Ramsey, Ingerman.



Photos provided by Larry Falkow



Membership Committee chair Rich Skoczylas, Aimco, presents a gift card to Kristin Guinan of RestoreCore, winner of the first drawing in the PennDel AHMA Membership rewards program. You too can win! See details in ad on page 2.

January 21, 2015 • King of Prussia, PA

## Adapting to TRACS 202D in the Real World

Sixty-eight students attended the training that was designed to help them understand both the subtle and significant changes to the 50059. They learned to identify how these changes impact the application and recertification forms, as well as the interview process itself. The training was facilitated by **Jenny DeSilva, AHM, COS**, Director of Training for PMCS.



March 13, 2015 • Philadelphia, PA

## OSHA Compliance and Accident Prevention Workshop

The Beckett Life Center was the location of this workshop presented by JA Montgomery Risk Control, an Affiliate of Conner Strong & Buckelew. **Eric C Voight**, Asst. Director Private Sector

Services, and **Steve Whitney**, Senior Risk Control Consultant, covered topics such as Safety Leadership and Risk Management; OSHA Recordkeeping; Accident Reporting and Investigation

All attendees received a certificate of completion qualifying toward the requirements for the NAHMS/NAHMT credential. For details about these credentials [click here](#).



December 5, 2014 • Philadelphia, PA

## Holiday Luncheon, Business Meeting and Toy Drive

It seems like a long time ago, but since the last newsletter came out before this meeting, we wanted to be sure to share with everyone just how thankful the Salvation Army was for all the toys which were donated at our Holiday Luncheon. There were over 130 attendees who heard a review of

current Fair Housing Laws from **Jénel Marraccini, Esq.**, Cohen & Willwerth, P.C. In addition, **Randall J. Scheetz**, Branch Chief – Asset Management, HUD gave us a brief update from HUD.

Sure, the lunch was good, the business meeting informative, and the networking important. However, see-

ing the table loaded down with toys to be given to children who might otherwise not have anything for the holidays, made us proud to be members of an organization so dedicated to giving back to our community. Thanks to all Penn Del AHMA members for being the caring people you are.



Photos provided by Larry Falkow

# NAHMA

EDUCATIONAL FOUNDATION

## SCHOLARSHIP

Scholarships will be awarded this spring to students attending college or other degree program in the fall of 2015.



### ELIGIBILITY

The following individuals are eligible for NAHMA Educational Foundation grants provided they meet the additional criteria outlined in this document:

- High school seniors or adults holding a GED that are planning to begin post-secondary studies in the 2015/2016 school year
- High school graduates currently enrolled in college, university, community college, or trade/professional schools
- Adults holding a high school diploma or GED pursuing additional educational opportunities
- Seniors must have 2.5 GPA or higher
- The student's primary residence must be an Affordable Housing Management Association (AHMA) member "affiliated property"
- The applicant/household must be in good standing
- Current NAHMA scholarship recipients may reapply if they have not graduated from their program of study

Students have until **May 29, 2015** to complete the online application and gather the needed documents. Applications must be completed on line at

**<http://scholarship.indatus.com/nahma>**

The exact number of awards and the total amount of money to be awarded in 2015, will be determined during the selection process. In 2014, the average scholarship award per recipient was \$2,500.00.

For more information or for help accessing or completing the online application, please contact

# 2015 Art and Poster Contest for the 2016 NAHMA Calendar

## Our Hands Are United: "Reach Out and Be a Good Neighbor"

### Who is eligible to enter the calendar contest?

**Children** who live in a family community of a NAHMA and/or a local AHMA member company.

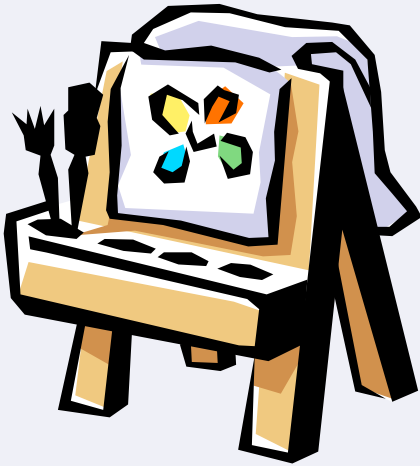
**Elderly/Disabled Residents** who are 55 years or older who live in a community of a NAHMA and/or a local Affordable Housing Management Association (AHMA) member company.

**Special Needs Residents** who live in a permanent supportive housing community or 811 community of a NAHMA and/or a local Affordable Housing Management Association (AHMA) member company.

PennDel AHMA will provide awards to our first place winners in each age category. The winning entries in each category will be forwarded to NAHMA where a distinguished panel of judges will select the 13 winning entries that will appear inside the pages of the 2016 calendar. The individual with the winning poster for the overall national contest will win a trip to Washington, D.C.

**Entries must be received by PennDel AHMA by Friday, May 22, 2015.**

**Complete details and contest rules are at [www.penndelahma.org](http://www.penndelahma.org)**



## The NY Departmental Enforcement Center Celebrates Its Most Recent Success

Established in 1998 and housed in the Office of the General Counsel, the New York Departmental Enforcement Center (DEC) is responsible for preventing waste, fraud and abuse, as well as ensuring that over 20,000 owners of HUD-insured and assisted properties nationwide provide their residents with clean, safe, and sanitary housing. DEC's insured portfolio covering multifamily housing and nursing homes is valued at \$106 billion, which is more than the value of the Yankees, Mets, Knicks, Giants, Jets and Rangers combined. Recently, the DEC team gathered to celebrate braking the \$140 million mark in financial restitution since its inception.

The DEC has been successful in recovering over \$300 million nationwide, monies which have been returned to the properties to make capital improvements or improve day-to-day operations. This has resulted in both protecting our assets and, more importantly, providing our most vulnerable citizens with decent, safe, and affordable housing.

Prior to its establishment of DEC, the average REAC score was around 40 out of a maximum score of 100 (60 is passing), meaning that residents were living in terrible conditions. Now, thanks to DEC's vigilance, the average REAC score last year was 84 for this year.

Additionally, before the birth of the DEC, the multifamily portfolio had a default rate of 6 percent in 1998. The default dropped to less than 1 percent in 2013.

The DEC measures its success not only by the dollars it has saved the American taxpayer, but also by the hundreds of thousands of individuals and families who now live in clean, affordable, and save multifamily housing across



America. The DEC has no higher priority than protecting our residents and safeguarding public funds. Its motto says it all: "Working together, we can improve the lives of our residents and strengthen communities, one block at a time."

PennDel AHMA congratulates the Departmental Enforcement Center, and especially the New York DEC for all their successes!





**October 8-9, 2015**  
**The Chase Center**  
Wilmington, DE



**Fall  
Management  
Conference**

Watch our website  
for coming details!

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

Contact Gerri Aman at the chapter  
office if you would like to participate  
on the planning committee.

**1½ Days of Educational Sessions including a VENDOR EXPO**



The Pennsylvania-Delaware Affordable Housing  
Management Association and  
IREM Delaware Valley Chapter No. 3  
present



*Save the  
Date!*

# Maintenance Matters!



**Wednesday, July 15, 2015**

**One Day of Extensive Training  
for the Maintenance Professional**

**Valley Forge Casino Resort**  
King of Prussia, PA

Sponsored by



Visit [www.PennDelAHMA.org](http://www.PennDelAHMA.org)  
or [www.IREM3.org](http://www.IREM3.org) for updates.

**Sponsorship Opportunities Available!**  
Contact Andrew Goldberg, RestoreCore at 610-992-9100  
or Gerri Aman at 856-786-2183



# Don't Let Bed Bugs Bite Your Community

## How to manage the threat of bed bugs and educate your residents

by Hope Bowman, Technical Specialist, Western Pest Services

With multiple residents living in close proximity and frequent foot traffic in and out of units, affordable housing communities can be prime breeding ground for bed bugs.

Bed bugs are small, wingless insects about the size of an apple seed. They are attracted to body heat and carbon dioxide and feed on human blood; they can even feed on pets. Nocturnal in nature, these pests typically only come out at night to feed when people are sleeping and go into hiding during the day in mattresses and box springs, behind headboards and in couch cushions or other furniture. This makes it difficult to spot the pest itself.

Although there is no evidence that bed bugs can spread

disease to humans, their bites can cause itchy welts, allergic reactions and other health implications. What's more, an infestation can be expensive to treat and even result in litigation.

Unfortunately, you cannot completely prevent bed bugs. They can be brought into a housing community unknowingly at any time on furniture, luggage, bedding and, in some rare occasions, even on an individual.

To help keep this elusive pest from affecting your community, educate your residents on the signs of a bed bug infestation, including:

- Tiny, rust-colored stains on mattresses, mattress tags and seams, ceilings, under seat cushions, behind headboards and on the wall behind the bed.
- Bed bug's cast skins left behind

after a bed bug molts. Be sure residents are familiar with what nymph and adult bed bugs look like.

Inform residents of the steps they can take to help keep bed bugs out, including dry cleaning and/or washing and drying clothing (the dryer heat kills bed bugs), inspecting luggage immediately after a trip, and checking used furniture for bed bugs before bringing it into their unit. Also, encourage them to contact management immediately if bed bugs are suspected.

If detected, work with a pest management professional to determine the most appropriate treatment plan for the community.

Remember, while bed bugs cannot be completely prevented, educating residents on the signs to look for, and encouraging them to monitor for bed bugs on a regular basis, can go a long way in the fight against this pest.

**Hope Bowman** is a Technical Specialist and board-certified entomologist with Western Pest Services, a New-Jersey based pest management company serving residential and commercial customers throughout the Northeast and Mid-Atlantic. Learn more about Western by visiting [www.westernpest.com](http://www.westernpest.com).

Save these Dates!



### Certified Professional of Occupancy

#### A Comprehensive Course for Managers of Affordable Housing Developments

June 17-19, 2015

#### Radisson Hotel - Philadelphia Northeast

2400 Old Lincoln Highway, Trevose, PA 19053 [Website/Directions](#)

Room Rate: \$119 / You must ask for the PennDel AHMA Room Rate!

Janice McNally, Instructor



The Certified Professional of Occupancy (CPO) course is a comprehensive program offered by NAHMA for property management staff in affordable developments including LIHTC properties with HUD subsidies. It is the only occupancy course that covers the HUD 4350.3 Handbook in its entirety, with specific handbook references cited in the margins of the course text. Course materials reflect Change 2 to the HUD Handbook 4350.3, Rev1, Change3

Each participant will receive a copy of the 4350.3 Handbook at this course. The three-day program is composed of two and a half days of instruction and a half-day exam. Participants who successfully pass the exam will receive a CPO certificate and lapel pin. All CPOs will be listed in an annual, national certification directory. The CPO is a requirement for NAHMA's National Affordable Housing Professional (NAHP®) certification program. *It is recommended that course attendees have a basic knowledge of the HUD 4350.3 prior to registration.*

For registration and complete information, go to [www.PennDelAHMA.org](http://www.PennDelAHMA.org)

Registration Deadline: June 10, 2015

**Volunteers Needed!**

If you have an interest in volunteering on one of our committees, email Gerri Aman at [penndelahma@comcast.net](mailto:penndelahma@comcast.net).

## Legislative Affairs Committee

PennDelAHMA is very excited to announce that **Paul Cohen, Esq.** has agreed to initiate and chair a Legislative Affairs Committee. He will be monitoring governmental activities and legislation (both state and national) which will directly affect housing providers in Pennsylvania and Delaware and will keep us informed on upcoming changes. He will also be notifying us when and what grassroots activity could influence those changes before they happen.

If you're interested in helping Paul with this committee, please contact Gerri Aman at [PennDelAHMA@comcast.net](mailto:PennDelAHMA@comcast.net).

Register now!

### Fair Housing Compliance

*A Comprehensive Course for Managers of Multi-Family Housing*



April 29, 2015

Radisson Hotel - Phila. NE

2400 Old Lincoln Highway, Trevose, PA 19053

The Fair Housing Compliance (FHC) course is a comprehensive program offered by the National Affordable Housing Management Association (NAHMA) for property management staff. NAHMA's Fair Housing Compliance course trains managers to understand complex fair housing regulations. Each participant will receive a copy of the NAHMA Fair Housing manual. The program is composed of one day of instruction and a two-and-a-half hour exam. Individuals must pass this exam to obtain the FHC designation. The FHC is a requirement for NAHMA's National Affordable Housing Professional (NAHP) certification program. All participants who successfully complete the course will receive a FHC certificate and pin, and be listed in NAHMA's Online Credential Directory.

PennDel AHMA Members: \$480 • Non-Member: \$560

3 or more PennDel AHMA Members from the same company: \$450

For complete information & directions go to [www.penndelahma.org](http://www.penndelahma.org)

## Calendar of Events

April 29, 2015

**Fair Housing Compliance**  
Radisson Hotel – Phila. Northeast  
Trevose, PA

May 14, 2015

**EIV Discrepancies: How to Dissect, Resolve & Prevent Them**  
Radisson Hotel – Valley Forge  
King of Prussia, PA

June 17-19, 2015

**Certified Professional of Occupancy**  
Radisson Hotel – Phila. Northeast  
Trevose, PA

July 15, 2015

**Maintenance Matters!**

*presented by*  
PennDel AHMA and IREM Del Val 3  
Valley Forge Casino Resort  
King of Prussia, PA

September

**Fall Membership Luncheon**  
Date and Location TBA

October 8-9, 2015

**2015 Fall Management Conference & Expo**  
NEW LOCATION!  
The Chase Center, Wilmington, DE

October 13, 2015

**Advanced Issues in HUD Occupancy™**

*presented by*  
New Jersey and Pennsylvania-Delaware  
Affordable Housing Mgmt. Associations  
The Enterprise Center at BCC  
Mount Laurel, NJ

**NEW!**

October 14-15, 2015

**Tax Credit Training & SHCM™ Exam**

*presented by*  
New Jersey and Pennsylvania-Delaware  
Affordable Housing Mgmt. Associations  
The Enterprise Center at BCC  
Mount Laurel, NJ

December 4

**Holiday Luncheon & Toy Drive**  
Location TBA

Be sure to check  
[www.PennDelAHMA.org](http://www.PennDelAHMA.org)  
for updates to our calendar.

**STAY INFORMED.  
STAY CONNECTED.  
LIKE PENNDEL AHMA.**



**Help us reach 100 likes by May 1!**

1. Go to facebook.com.
2. Search for PennDel AHMA in the search box.
3. Like us.

Share this with everyone in your company to help us reach our goal!



# Associate Member Yellow Pages

When Choosing Products and Services, Please Consider Our Associate Members!

## **Acadia Windows & Doors**

*Windows & Doors, Siding, Entrance Ways*  
Heather Kamasa  
930 Todds Lane, Baltimore, MD 21237  
410-780-9600  
[hkamasa@acadiawindows.com](mailto:hkamasa@acadiawindows.com)  
[www.acadiawindows.com](http://www.acadiawindows.com)

## **Action Termite and Pest Control**

*Bed Bug Dog Inspection & Bed Bug Control Services*  
Michael Russell  
1913 Hooper Ave., Toms River, Nj 08753  
800-920-0906  
[Michael@Actionpestcontrol.com](mailto:Michael@Actionpestcontrol.com)  
[Actionpestcontrol.com](http://Actionpestcontrol.com)

## **Affinity Energy Management, LLC**

*Energy Procurement Services – Electricity, Natural Gas & Demand Response*  
Ed Jackson  
220 Cherry Blossom Place  
Hockessin, DE 19707  
302-218-8920, Fax 866-480-7811  
[edjacksonenergy@aol.com](mailto:edjacksonenergy@aol.com)  
[www.affinityenergy.net](http://www.affinityenergy.net)

## **Alan Hostetler Insurance Agents & Brokers, LLC**

*Insurance & Brokerage Firm Specializing In Affordable Housing*  
Alan B. Hostetler  
300 S. Progress Ave., Harrisburg, PA 17109  
717-657-3141  
[ahostetler@c1mail.com](mailto:ahostetler@c1mail.com)

## **Alpha To Omega Termite & Pest Control**

*Pest Control, Snow Removal, Animal Trapping*  
Ayanna Laney-Martin  
5821 Haverford Ave., Phila., PA 19131  
215-474-2111  
[www.aqpest.com](http://www.aqpest.com)

## **Always Safe Sidewalks**

*Trip Hazzard Removal on Sidewalks*  
Tom Sweitzer  
P.O. Box 60, Springhouse, PA 19477  
267-228-3421  
[tom@always safesidewalks.com](mailto:tom@always safesidewalks.com)  
[www.always safesidewalks.com](http://www.always safesidewalks.com)

## **American Architectural Window & Door**

*Supplier and Installer of High Quality Energy Efficient Windows and Doors for the Multi-Family Industry*  
John Zoetjes  
270 Sparta Ave., Ste. 303, Sparta, NJ 07871  
800-495-8175  
[customerservice@americanarchitectural.com](mailto:customerservice@americanarchitectural.com)  
[www.americanarchitectural.com](http://www.americanarchitectural.com)

## **Apartments.com**

*Internet Listing Service*  
Julie Alber  
175 W. Jackson, 8th Fl., Chicago, IL 60604  
570-977-0416  
[jalber@apartments.com](mailto:jalber@apartments.com)  
[www.apartments.com](http://www.apartments.com)

## **ApartmentSmart.com Internet Listing Service**

*Internet Listing Service*  
David Layfield  
1813 Sweetbay Dr., Ste. 9  
Salisbury, MD 21804  
443-615-7129  
[dave@apartmentsmart.com](mailto:dave@apartmentsmart.com)  
[www.apartmentsmart.com](http://www.apartmentsmart.com)

## **The APTS**

*Apartment Industry Publication*  
Larry Falkow  
P.O. Box 196, Huntingdon Valley, PA 19006  
215-938-7733  
[larry@theapts.com](mailto:larry@theapts.com)  
[www.theapts.com](http://www.theapts.com)

## **AVCO Supply, Inc.**

*Heating & Air Conditioning Supplier*  
Dan Gordon  
P.O. Box 700, Levittown, PA 19058  
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