



The Black Diamond Scene

Kentucky-West Virginia Chapter No. 104
Institute of Real Estate Management



President
David "Nick"
Schwendeman .

Letter from the President

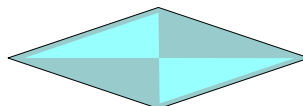
On behalf of the Kentucky-West Virginia Chapter No. 104 of the Institute of Real Estate Management, and as your 2006 Chapter President, I am honored to report to you on the exciting accomplishments of the Chapter thus far in 2006. As most of you are aware, the Kentucky-West Virginia Chapter is one of the smallest in terms of membership in the country. That has not deterred us from "making a difference"!

Thus far in 2006, we have held 3 meetings (2 in Lexington and 1 in Charleston), and our average attendance is up over the past couple of years by nearly 150%! The reasons for the increase is due to the following: a renewed outreach to real estate managers in the communities we serve; efforts at attracting new members; that we were fortunate to have Fred Prassas, CPM, IREM's 2006 National President, and Jim Evans, CPM, IREM's Regional Vice President attend one of our meetings to discuss an IREM report addressing 4 key challenges facing today's real estate management professionals; and most importantly, the implementation of the Chapter's first "Friends of IREM" program. We now have a total of 12 "Friends", and you will find a complete listing, along with a spotlight on our first "Friend", O'Nan Glass & Window, in this newsletter.

In addition to Chapter events, your 2006 Chapter Officers recently attended IREM's Leadership & Legislative Summit in Washington, D.C. Upcoming national meetings include the Mid-West Regional Leadership Conference in Milwaukee in August, and the CCIM & IREM Success Series 2006 in October in Tampa.

In preparing for my year in office, my goals included increasing membership and participation at our meetings, establishing our "Friends" program, and keeping everyone informed via newsletters. As you read the following pages containing information on the Institute, some of its programs, and the Chapter's first ever Golf Tournament to be held in Charleston in 2007 to benefit St. Jude's Children's Research Hospital, I want to recognize and thank Lissie McGuire, our 2006 Chapter Secretary, and a CPM Candidate, for her invaluable assistance in putting this together. It would have been "just another boring memo" without her creativity and design.

I look forward to meeting everyone at one of our future meetings. Thank you for your time, and until next time....



"Miner" Recap



We were fortunate on April 13, 2006 to have IREM's 2006 National President, Mr. Fred Prassas, CPM from LaCrosse, WI join our meeting. Key points of Mr. Prassas presentation were the Four Strategic Issues on Transforming Real Estate Management 1) Technology 2) Workforce Development 3) Business Competition 4) Risk Management. We adjourned to an exciting afternoon at Keeneland race track where the NOI on our investment did not meet IREM standards.



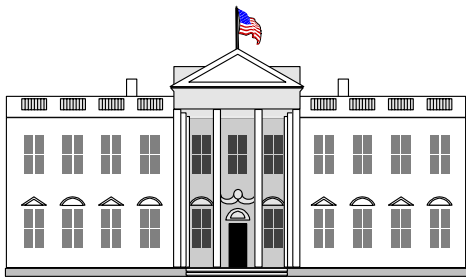
L-R: Jim Porter, CPM; Richard Gregg, CPM; Fred Prassas CPM & 2006 National President; Nick Schwendeman, CPM; Jim Evans, CPM & Regional Vice President; Beth Porter; Lissie McGuire, CPM Candidate



INTERESTING TRIVIA

Q: Based on a true story, Keeneland was one of the locations for what 2003 movie release?

A: SeaBisquit



IREM Leadership and Legislative Summit

April 23-26, 2006
Washington, DC



INTERESTING TRIVIA

L-R: Members of IREM Chapter No. 59 of Louisville, KY, Richard Luesing, CPM; Janet Luesing, CPM, and Deborah Brotzge, CPM; along side Nick Schwendeman, CPM at the Longworth House of Representatives



Q: What famous example of post-colonial architecture is modeled after the palace of the Duke of Leinster in Ireland?

A: The White House in Washington, DC, began in 1792 and burned by the British in 1814, was rebuilt in 1818 and restored in 1951.

Capital Hill Visit

On April 26, 2006 Nick participated in the Capital Hill Visit Day event to lobby on behalf of the commercial real estate industry. Members voiced our industry's concerns on Banks in Real Estate, Tax Reform and Leasehold Improvements, Small Business Health Plans, Private Property Rights, and Natural Disaster Insurance.



Nick speaking with Senator Jim Bunning, a Hall of Fame Baseball Player

Upcoming Coalition's

**Midwest Regional Leadership
Conference
August 10-11, 2006
Register Today!**

**The Pfister Hotel
424 East Wisconsin Avenue
Milwaukee, WI 53202
Room Rate: \$155 single/double
occupancy
Reservation #: (414) 273-8222**

Come together with other IREM leaders at the

IREM Fall Business and Governance Meetings

October 17 - 19, 2006, Tampa, FL

Construct IREM's Future!

As an IREM leader, you have the power to build the future of the Institute and the Real Estate Management industry. IREM's committee and advising boards as well as the Governing Council, will be gathering during the IREM Fall Business and Governance Meetings.

This meeting also provides us an opportunity to celebrate our accomplishments and toast to the future. Join the party at the Inaugural Gala Dinner, Wednesday, October 18 as we honor the work of 2006 President, Fred Prassas, CPM, and enthusiastically congratulate and support Bob Toothacker, CPM as he begins his term as IREM's 2007 President. For more information visit www.irem.org click on the conferences tab and IREM Fall Business and Governance Meetings

CCIM & IREM Success Series 2006 October 20-21, 2006

The only industry event designed to give real estate management professionals and brokers the opportunity to network, share best practices and learn from each other.

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Presentation Skills
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October 20 - Friday Evening Extravaganza October 21 - Saturday Evening Wrap Party

Featuring:

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*Dr. Peter Linneman of the Wharton School of Business

*Entertainment by the Little River Band, with 25,000,000 records sold and nine top-10 singles

www.CCIMIREMSuccessSeries.com



Welcome To Our Friends of IREM

- O'Nan Glass & Window
 - Door/Window Repair
- Mobile-Shop
 - Tools/Equipment Co.
- Tri-State Roofing & Sheet Metal Company
 - Roofing Contractor
- Otis Elevator Company
 - Elevator Maintenance
- Asphalt Paving & Maintenance
 - Asphalt/Paving Contractor
- Central Parking System
 - Parking Management
- Stephen Hillenmeyer Landscape Services
 - Landscape Maintenance
- United Security Management Services, Inc.
 - Security Services
- Diversco Integrated Services, Inc.
 - Janitorial Services
- Sonitrol of Lexington, Inc.
 - Card Access/Security System Installation
- Kebco, Inc.
 - Construction Management/General Contractor
- Netranom Communications
 - Technology (Structured Cabling, Telephony, network management and "wi-fi".)

For complete contact information visit <http://kywv104.com>



"In the Spotlight"



O'Nan Glass & Window Co., Inc.

O'Nan Glass & Window Company is a glazing contractor with a history spanning more than 40 years. We specialize in commercial, industrial, and institutional construction projects. Located in Lexington, Kentucky we provide services in the Central Kentucky area. The services we provide include all types of flat glass for furniture including mirrors, glazed storefronts, entry doors, operable window systems, glazed curtainwall systems, and aluminum panel systems. We also have a full service department that focuses on maintenance and repairs for office buildings, banks, hospitals, etc.

Contact Information

Tony O'Nan
Dixie O'Nan
(859) 255-7914
pa@onanarch.com



We Do Three Types of Jobs Here...

GOOD, FAST AND CHEAP
You May Choose Any Two!

If It Is Good and Cheap
It Will Not Be Fast

If It Is Good and Fast
It Will Not Be Cheap

If It Is Fast and Cheap
It Will Not Be Good.



INTERESTING TRIVIA

Q: What building has the largest windows in the world?

A: The Palace of Industry and Technology in Paris, France has three matching windows, each 715 feet high and 164 feet wide and comprised of multiple panes of glass.

Links & TidBits

STUDENT DEVELOPMENTS



A new Web site for students and young professionals interested in real estate management can be found at www.GetRealGetReady.org. IREM created this site to reach out to increasingly Web-savvy younger generations and create awareness about careers in real estate management.

Stay Current on Chapter Information

www.kyww104.com

CHAPTER MEETING(S)

June 22, 2006 -Lexington, KY

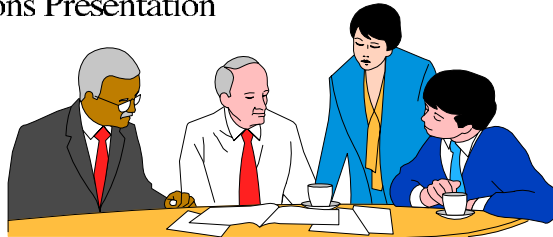
--Speaker: Mr. Bige Towery with the Lexington-Fayette Urban County Government, Division of Police. Mr. Towery will discuss Safety Issues relative to various types of managed properties.

September 2006

--Vote in 2007 Chapter officers
--Netranom Communications Presentation

November 2006

--Installation of 2007
Chapter Officers



IREMFIRST

(For Information, Resources, Solutions and Training)

is a "one-stop-shop" of real estate management tools and the ultimate benefit for IREM members. Explore the wealth of knowledge available at www.IREMFIRST.org
*Finance and Asset Analysis *Human Resources *Maintenance *Marketing and Leasing *Risk Management *Ethics *Leadership/Business Development

ANTICIPATED ANNUAL EVENT



A Chapter sponsored Golf Tournament to raise money for St. Jude Children's Research Hospital will be held May 7, 2007. Nestled in the West Virginia mountains the Sleepy Hollow Golf Club is located in the rapidly growing community of Teays Valley. Netranom Communications has donated their time and resources to build a website for this event which will be ready to view by the end of June. The website will be updated as the event unfolds.

www.golf4stjude.com

golf4stjude@yahoo.com

2006 Chapter Officers

President: David "Nick" Schwendeman, CPM

Vice President: Richard Gregg, CPM

Secretary: Lissie McGuire, CPM Candidate

Treasurer: Janice Fraley, CPM

Administrator: Jim G. Porter, CPM