

Department of the Treasury
Internal Revenue Service

for Tax-Exempt Organization not Required to File Form 990 or 990-EZ

2019

Open to Public Inspection

A For the **2019** Calendar year, or tax year beginning **2019-01-01** and ending **2019-12-31**

B Check if available

☐ Terminated for Business

☒ Gross receipts are normally \$50,000 or less

C Name of Organization: **SAN DIEGO CHAPTER OF THE
NARPM INC**

**444 S Cedros Ave Suite 215,
Solana Beach, CA, US, 92075**

D Employee Identification
Number **80-0157263**

E Website:

<https://sandiego.narpm.org/>

F Name of Principal Officer: **Jason**

**444 S Cedros Ave Suite 215,
Solana Beach, CA, US, 92075**

Privacy Act and Paperwork Reduction Act Notice: We ask for the information on this form to carry out the Internal Revenue laws of the United States. You are required to give us the information. We need it to ensure that you are complying with these laws.

The organization is not required to provide information requested on a form that is subject to the Paperwork Reduction Act unless the form displays a valid OMB control number. Books or records relating to a form or its instructions must be retained as long as their contents may become material in the administration of any Internal Revenue law. The rules governing the confidentiality of the Form 990-N is covered in code section 6104.

The time needed to complete and file this form and related schedules will vary depending on the individual circumstances. The estimated average times is 15 minutes.

Note: This image is provided for your records only. Do Not mail this page to the IRS. The IRS will not accept this filing via paper. You must file your Form 990-N (e-Postcard) electronically.

SD Chapter NARPM

BALANCE SHEET

As of December 31, 2019

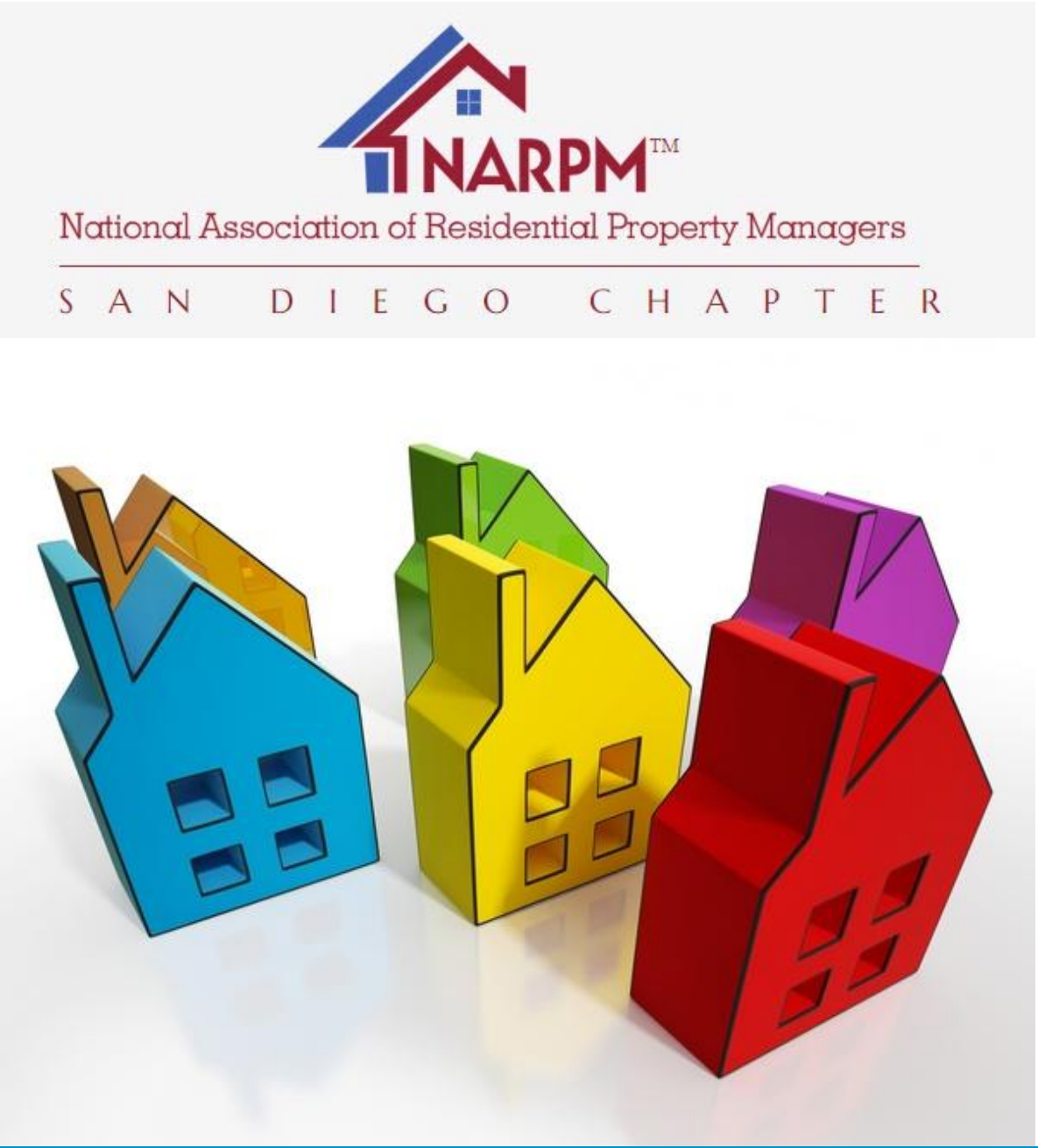
		TOTAL
ASSETS		
Current Assets		
Bank Accounts		
Checking	29,877.75	
Total Bank Accounts	\$29,877.75	
Accounts Receivable		0.00
Accounts Receivable		\$0.00
Total Accounts Receivable		
Other Current Assets		
Uncategorized Asset	-2,981.55	
Undeposited Funds	0.00	
Total Other Current Assets	\$-2,981.55	
Total Current Assets	\$26,896.20	
TOTAL ASSETS	\$26,896.20	
LIABILITIES AND EQUITY		
Liabilities		
Total Liabilities		
Equity		
Transfer Funds from PayPal	884.82	
Unrestricted Net Assets	18,132.67	
Net Income	7,878.71	
Total Equity	\$26,896.20	
TOTAL LIABILITIES AND EQUITY	\$26,896.20	

SD Chapter - ARPM
PROFIT AND LOSS BY MONTH
January - December 2019

	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019	TOTAL
Income													
Member Retention From National	0.00	0.00	0.00	0.00	0.00	930.00	0.00	0.00	0.00	0.00	0.00	0.00	\$930.00
Monthly Chapter Meetings	6,829.98	5,242.53	105.00	2,348.29	966.24	215.00	936.34	0.00	0.00	1,787.21	0.00	0.00	\$18,430.59
Membership Dues	0.00	0.00	0.00	0.00	0.00	267.00	0.00	0.00	0.00	0.00	0.00	0.00	\$267.00
Total Monthly Chapter Meetings	6,829.98	5,242.53	105.00	2,348.29	966.24	482.00	936.34	0.00	0.00	1,787.21	0.00	0.00	\$18,697.59
Vendor Affiliate Annual Dues	1,200.00	367.00	200.00	350.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$2,117.00
Total Income	\$8,029.98	\$5,609.53	\$305.00	\$2,698.29	\$966.24	\$1,412.00	\$936.34	\$0.00	\$0.00	\$1,787.21	\$0.00	\$0.00	\$21,744.59
GROSS PROFIT	\$8,029.98	\$5,609.53	\$305.00	\$2,698.29	\$966.24	\$1,412.00	\$936.34	\$0.00	\$0.00	\$1,787.21	\$0.00	\$0.00	\$21,744.59
Expenses													
Business Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
Computer Software	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	25.00	\$245.00
Total Business Expenses	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	25.00	\$245.00
Chapter Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
Luncheon Expense	669.94	815.88	517.33	708.46	543.63	620.38	0.00	524.20	447.42	0.00	592.98	0.00	\$5,440.22
Total Chapter Meetings	669.94	815.88	517.33	708.46	543.63	620.38	0.00	524.20	447.42	0.00	592.98	0.00	\$5,440.22
Operations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
Postage, Mailing Service	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	\$100.00
Telephone, Telecommunications	0.00	0.00	0.00	0.00	0.00	1,016.23	0.00	0.00	0.00	0.00	0.00	0.00	\$1,016.23
Total Operations	0.00	0.00	0.00	0.00	0.00	1,016.23	0.00	100.00	0.00	0.00	0.00	0.00	\$1,116.23
Supplies	0.00	0.00	0.00	0.00	67.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$67.80
Travel and Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00	971.83	\$1,471.83
Conference, Convention, Meeting	0.00	100.00	0.00	200.00	891.18	967.76	0.00	0.00	1,065.86	1,100.00	1,100.00	100.00	\$5,524.80
Total Travel and Meetings	0.00	100.00	0.00	200.00	891.18	967.76	0.00	0.00	1,065.86	1,600.00	1,100.00	1,071.83	\$6,996.63
Total Expenses	\$689.94	\$935.88	\$537.33	\$928.46	\$1,522.61	\$2,624.37	\$20.00	\$644.20	\$1,533.28	\$1,620.00	\$1,712.98	\$1,096.83	\$13,865.88
NET OPERATING INCOME	\$7,340.04	\$4,673.65	\$-232.33	\$1,769.83	\$-556.37	\$-1,212.37	\$916.34	\$-644.20	\$-1,533.28	\$167.21	\$-1,712.98	\$-1,096.83	\$7,878.71
NET INCOME	\$7,340.04	\$4,673.65	\$-232.33	\$1,769.83	\$-556.37	\$-1,212.37	\$916.34	\$-644.20	\$-1,533.28	\$167.21	\$-1,712.98	\$-1,096.83	\$7,878.71

Michael Braddon

From: San Diego NARPM Chapter <michael@sdnarp.org>
Sent: Tuesday, January 15, 2019 6:17 AM
To: Michael Braddon
Subject: Deadline Jan 15th! NARPM San Diego 2019-Fair Housing Updates and Landlord Tenant Law Best Practices



The logo for the National Association of Residential Property Managers (NARPM) San Diego Chapter is displayed. It features a stylized house icon with a blue roof and a red chimney, followed by the text "NARPM™" in red. Below this, the text "National Association of Residential Property Managers" is written in a smaller red font, and "SAN DIEGO CHAPTER" is written in a larger, spaced-out red font. Below the text, there are three 3D house models in blue, yellow, and red, each with a chimney and windows, arranged in a row.

What's coming down the pipeline in 2019-Fair Housing Updates and Landlord Tenant Law Best Practices

When

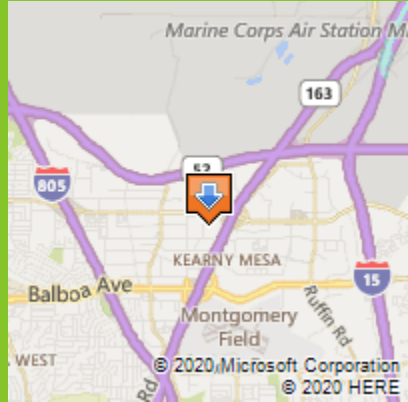
Wednesday, January 16, 2019
from 11:30 AM to 1:00 PM PST

[Add to Calendar](#)

Where

SDAR

4845 Ronson Court
San Diego, CA 92111



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Fair housing update and landlord
tenant law best practices.

Presented by

Kimball, Tirey & St. John LLP

LAW
OFFICES
OF

Kimball, Tirey & St. John LLP

WHEN

Wednesday, January 16, 2019

11:30am - 1:00pm

WHERE

SDAR

4845 Ronson Court

San Diego 92111

Lunch is Provided.

PRE REGISTRATION COST

Drop In Meeting Fees

NARPM Members - \$35

Affiliates - \$35

Non-Members / Guests \$35

Property Manager Annual Dues -\$275

Due by Feb 15, 2019

**Online Pre-Paid Registration Closes on Wednesday,
Jan 15, Midnight.**

*Please note: When selecting pay at the door option
during online registration there is a \$5 at the door
fee.

No Longer Accepting Checks or Cash at the door, only CC.

NO FEE OPTION: We have an option to register without charging a fee if you have prepaid for the year.

If you ALREADY paid for the year, then please choose to "Pay at the Door" to register!

CONTACT

Michael Braddon

michael@sdnarpn.org

619-796-5836

Register Now!

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Sincerely,

Michael Braddon

San Diego NARPM Chapter

michael@sdnarpn.org

619-796-5836

San Diego NARPM Chapter, 1210 28th Street, San Diego, San Diego, CA 92102

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Michael Braddon

From: San Diego NARPM Chapter <michael@sdnarp.org>
Sent: Tuesday, February 12, 2019 1:16 PM
To: Michael Braddon
Subject: Feb 20th! NARPM San Diego - Heal the Painpoints



National Association of Residential Property Managers

S A N D I E G O C H A P T E R



Heal the Painpoints

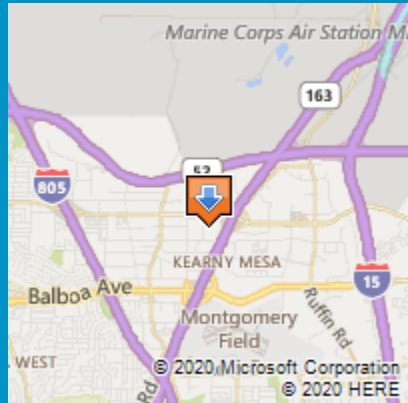
When
Wednesday, February 20, 2019
from 11:30 AM to 1:30 PM PST
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Generate revenue and door growth with
owner/tenant programs

Where

SDAR

4845 Ronson Court
San Diego, CA 92111



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Presented by

Scott Brady



Scott P. Brady is a broker and owner of Progressive Property Management, Inc. Scott became a broker in 1995 and has been active in real estate sales, real estate development and property management for over 20 years. He started Progressive Property Management after experiencing first-hand an industry in need of improvement. He strives to free people who manage "by owner" and let them experience a company that provides stellar customer service, offers total transparency, and includes compelling value propositions in their aggressive pricing strategy. Now with over 749 doors under management and 15 branches in Southern California, Progressive Property Management, Inc., truly does "Manage Happiness".

WHEN

Wednesday, February 20, 2019
11:30am - 1:30pm

WHERE

SDAR
4845 Ronson Court
San Diego 92111

Lunch is Provided.

PRE REGISTRATION COST

Drop In Meeting Fees

NARPM Members - \$35

Affiliates - \$35

Non-Members / Guests \$35

Property Manager Annual Dues -\$275

Due by Feb 15, 2019

Online Pre-Paid Registration Closes on Tuesday,
Feb 19, Midnight.

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Michael Braddon

San Diego NARPM Chapter

michael@sdnarpn.org

619-796-5836

San Diego NARPM Chapter, 1210 28th Street, San Diego, San Diego, CA 92102

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Michael Braddon

From: San Diego NARPM Chapter <michael@sdnarp.org>
Sent: Monday, March 11, 2019 9:25 AM
To: Michael Braddon
Subject: Coming Soon! How to get more leads and close more doors!



National Association of Residential Property Managers

S A N D I E G O C H A P T E R



How to get more leads and close more doors!

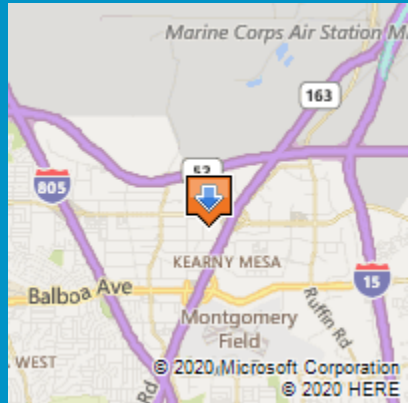
When
Wednesday, March 20, 2019
from 11:30 AM to 1:30 PM PDT
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Lead generation underpins any powerful growth strategy but how do you successfully cultivate, generate and convert your leads in property management?

Where

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4845 Ronson Court
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This session explores what is possible, what you should be doing and how you can drive your lead generation funnel and cultivate connections to drive rent roll growth. Learn how to qualify leads properly and efficiently and use these real examples and tips to fine-tune your own processes and grow your department or business.

Presented by

Kasey McDonald

Kasey will be doing a virtual presentation using Zoom from her office in Australia!



Kasey has introduced better practices, training and system implementation to more than 150 real estate offices around the globe.

Her ongoing support, training, auditing and re-structuring strategies promote increases to bottom-line profits and efficiencies in poorly performing offices. From her experience as a real estate business owner herself, she has a thorough understanding of the key operations for any successful real estate business.

Kasey has the experience and results to equip business owners with the tools they need to efficiently run their real estate business for better future profitability. As the director of the Property Management Training Academy, Kasey assists some of the country's leading real estate groups and is a sought-after keynote speaker both here and abroad including New Zealand and the USA

WHEN

Wednesday, March 20, 2019

11:30am - 1:30pm

WHERE

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4845 Ronson Court

San Diego 92111

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PRE REGISTRATION COST**Drop In Meeting Fees**

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michael@sdnarp.org

619-796-5836

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Sincerely,

Michael Braddon
San Diego NARPM Chapter
michael@sdnarpm.org
619-796-5836

San Diego NARPM Chapter, 1210 28th Street, San Diego, San Diego, CA 92102

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Michael Braddon

From: San Diego NARPM Chapter <michael@sdnarpm.org>
Sent: Friday, April 12, 2019 11:28 AM
To: Michael Braddon
Subject: Source of Income Ordinance Training



National Association of Residential Property Managers

S A N D I E G O C H A P T E R



Source of Income Ordinance Training

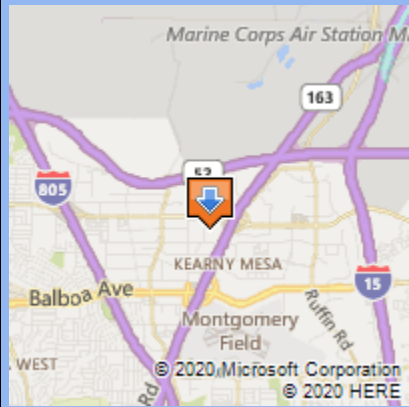
When
Wednesday, April 17, 2019 from
11:30 AM to 1:30 PM PDT
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Where
SDAR

Effective August 2019, landlords with rental properties in the City of San Diego cannot decline a tenant based on section 8 housing assistance. Learn the ins and out of the new law and how to comply!

Presented by
Branden G. Butler, Senior Attorney Fair Housing
Center of the Legal Aid Society of San Diego, Inc.

4845 Ronson Court
San Diego, CA 92111



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WHEN

Wednesday, April 17, 2019
11:30am - 1:30pm

WHERE

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CONTACT

Lisa Fore
lfore@mclainproperties.com

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Michael Braddon

From: San Diego NARPM Chapter <michael@sdnarp.org>
Sent: Monday, May 13, 2019 10:04 AM
To: Michael Braddon
Subject: May 15th! Retention Equals Growth



National Association of Residential Property Managers

S A N D I E G O C H A P T E R



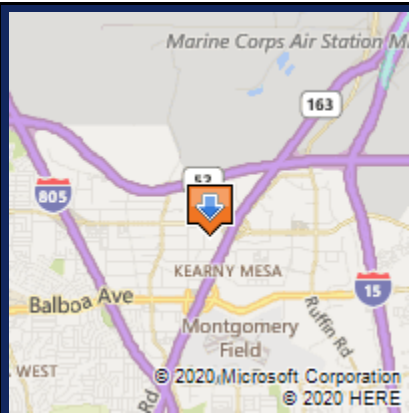
Retention Equals Growth

When
Wednesday, May 15, 2019 from
11:30 AM to 1:30 PM PDT
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Where
SDAR
4845 Ronson Court
San Diego, CA 92111

This presentation will be full of usable content that some would call red meat. Attendees will learn real world techniques and strategies to keep more of their customers!

Presented by Brad Larsen



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Brad Larsen was born and raised in Iowa - his parents were both school teachers. He graduated from the New Mexico Military Institute in Roswell, NM and was commissioned as a Lieutenant in the US Army in 1996. He then graduated from Morningside College in Sioux City, Iowa in 1998. He was able to earn a baseball scholarship for both schools as a shortstop. After serving on active duty in the Army as an officer in the Infantry, Brad left the military as a Captain in 2002 and moved to San Antonio to pursue his interests in real estate. In late 2011 Brad Larsen formed Larsen Properties Property Management. In 2017 he started the Property Management Mastermind Podcast show and has published over 70 episodes. DESIGNATIONS: RMP, MPM, TRLS, TRPM, CRS, GRI, ABR, Broker

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Wednesday, May 15, 2019
11:30am - 1:30pm

WHERE

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CONTACT

Lisa Fore

lfore@mclainproperties.com

760-525-9134

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Michael Braddon

From: San Diego NARPM Chapter <michael@sdnarp.org>
Sent: Monday, June 10, 2019 10:33 AM
To: Michael Braddon
Subject: Self Access Viewings: How to Combat Against Squatters, Scammers, and Scoundrels



National Association of Residential Property Managers

S A N D I E G O C H A P T E R



Self Access Viewings: How to Combat Against Squatters, Scammers, and Scoundrels

When
Wednesday, June 19, 2019 from 11:30 AM to 1:30 PM PDT

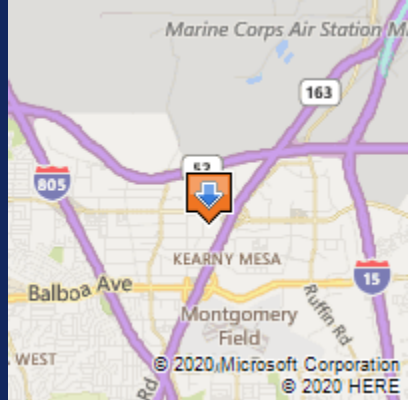
Self access viewings have been used for decades by property managers. It all started with key check outs from the office and evolved to using contractor

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lockboxes. Those solutions were still limiting and unsecure. Then came along electronic lockboxes and smart locks that could be utilized for secure self access. In this presentation, we'll cover usage statistics, benefits of self access, best practices, and what's next for the property management industry.

Presented by James Barrett



James Barrett is cofounder and CEO of Tenant Turner - a software company that finds, pre-qualifies, and schedules quality tenants so property managers can focus on growing their businesses! James became an accidental landlord in 2009 and later acquired a second rental property in 2013. Though he's always enjoyed interacting with tenants, he despised the inefficiencies of turning the properties. So he joined forces with his two best friends and fellow landlords to solve the problems they encountered managing their own residential rental properties. Now Tenant Turner is used by property managers nationwide and was recently named "Best Leasing Solution" by DoorGrowClub.

WHEN

Wednesday, June 19, 2019
11:30am - 1:30pm

WHERE

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San Diego 92111

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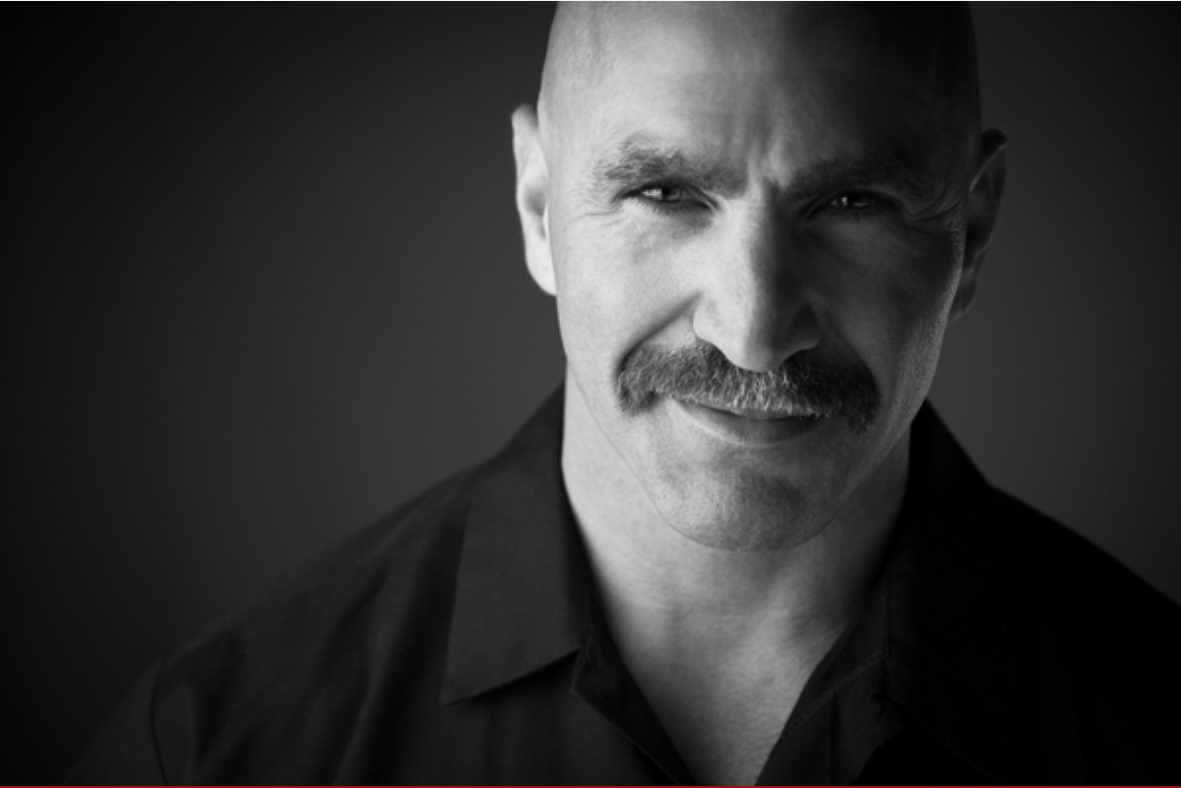
Michael Braddon

From: San Diego NARPM Chapter <michael@sdnarp.org>
Sent: Wednesday, August 14, 2019 2:58 PM
To: Michael Braddon
Subject: Chaos to Control: Are you growing a business or defending a Job?



National Association of Residential Property Managers

S A N D I E G O C H A P T E R



Chaos to Control

Are you growing a business or defending a Job?

When
Wednesday, August 21, 2019
from 11:30 AM to 1:30 PM PDT

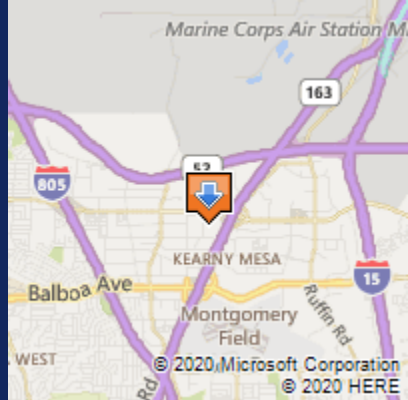
Entrepreneur Steve Rozenberg takes a deep dive as a business owner as to how your current mindset, policies

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and procedures are possibly weighing you down and hindering your growth, rather than encouraging it.

In this presentation, he challenges you to think outside the box to be able to find a clear road and the tools to break from the shackles of the day to day mundanities having a business can bring and fully enjoy the benefits of being a business owner.

ABOUT STEVE ROZENBERG

Steve is an international commercial Airline Pilot who turned investor after the shock of 9/11 turned his airline career world upside down and the "safe-secure" job was anything but that. This is when he realized he needed to be in control of his own destiny. Since then he has owned dozens rental properties as well as apartment complexes, he has also flipped and wholesaled hundreds of properties in Houston, Texas.

He and his business partner, Pete, failed miserably as landlord investors thanks to terrible tenants, worse neighborhoods and zero structure. It took them years, but with the help and guidance of mentors and coaches they have figured out how to leverage each other's strengths to successfully build a multi-million dollar property management business.

WHEN

Wednesday, August 21, 2019

11:30am - 1:30pm

WHERE

SDAR

4845 Ronson Court

San Diego 92111

Lunch is Provided.

PRE REGISTRATION COST

Drop In Meeting Fees

NARPM Members - \$35

Affiliates - \$35
Non-Members / Guests \$35

CONTACT

Lisa Fore
lfore@mclainproperties.com

760-525-9134

*Please note: When selecting pay at the door option during online registration there is a \$5 at the door fee.

No Longer Accepting Checks or Cash at the door, only CC.

NO FEE OPTION: We have an option to register without charging a fee if you have prepaid for the year.

If you ALREADY paid for the year, then please choose to "Pay at the Door" to register!

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San Diego NARPM Chapter, 1210 28th Street, San Diego, San Diego, CA 92102

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Sent by michael@sdnarpn.org in collaboration with



Try email marketing for free today!


Michael Braddon

From: San Diego NARPM Chapter <michael@sdnarp.org>
Sent: Tuesday, September 17, 2019 9:04 AM
To: Michael Braddon
Subject: Sept 18th! Are You Marketing to a Client From Four Years Ago?



National Association of Residential Property Managers

S A N D I E G O C H A P T E R



Are You Marketing to a Client From Four Years Ago?

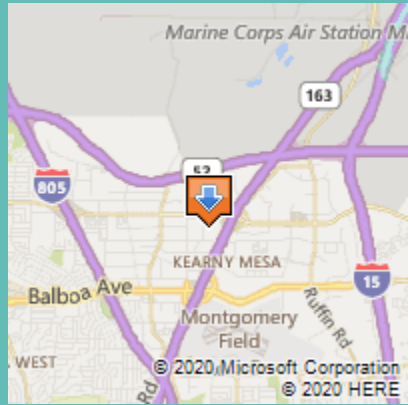
When
Wednesday, September 18, 2019
from 11:30 AM to 1:30 PM PDT
[Add to Calendar](#)

It's common knowledge that the property management industry is affected by the state of the Real Estate industry and the national economy. As the economy rises and falls over the course of years,

Where

SDAR

4845 Ronson Court
San Diego, CA 92111



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the number and types of leads that are available to sign change in accordance with these large trends.

We've found that most property management companies don't adjust their marketing strategies based on these large trends in the marketplace. Websites commonly aren't updated for years at a time, pay-per-click campaigns stick with ""proven"" lists of keywords, drip campaigns drip away, but during that time, the mix of available owner contracts have almost certainly changed, and the effectiveness of these efforts is compromised.

We're going to talk about the major market factors PM companies are at the mercy of. We'll discuss the different types of leads you'll see, the major differences between them, and then we'll explain how to target and market to those leads. In any month, in any market, there are a finite number of leads to be split among property management businesses. Don't lose out to the competition because you're targeting an owner that's no longer around.



About John Bykowski

John Bykowski is the CEO of Fourandhalf, Inc. - a Marketing Agency that works exclusively with the Property Management industry. John has spent the last few years helping Property Management companies utilize the latest technology to thrive. He is an experienced speaker and an author of the Property Management strategy blog.

<https://fourandhalf.com/property-management-blog/>

WHEN

Wednesday, Sept 18, 2019

11:30am - 1:30pm

WHERE

SDAR

4845 Ronson Court

San Diego 92111

Lunch is Provided.

PRE REGISTRATION COST

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Try email marketing for free today!


Michael Braddon

From: San Diego NARPM Chapter <michael@sdnarp.org>
Sent: Friday, November 1, 2019 8:04 AM
To: Michael Braddon
Subject: Nov 6th! The Power of Great Questions



National Association of Residential Property Managers

S A N D I E G O C H A P T E R



The Power of Great Questions

Virtual Presentation

When
Wednesday, November 6, 2019
from 11:30 AM to 1:30 PM PST

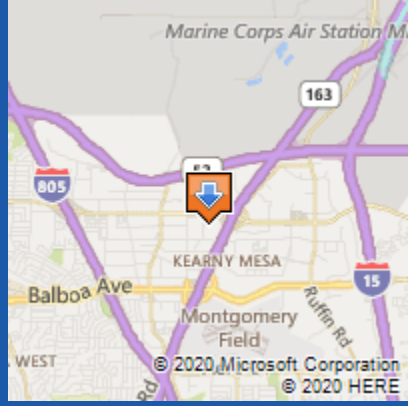
We've all been in a sales discussion where a prospect responds with "...great question." And,

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Where

SDAR

4845 Ronson Court
San Diego, CA 921111



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we've surely noticed the trust and rapport that comes with eliciting that response.

So why aren't we deliberately designing our conversations with owners to rack up as many "great question" reactions as we can?

We find that many property managers and BDMS in the field are underutilizing the most powerful influence tool available to them-even though they are aware of its effectiveness.

The right question can demonstrate that you have the business acumen and situational knowledge to understand what is important to the person of whom you are asking it. And it does this far better than trying to convince them of that experience with a statement or claim.

Prospects will only open up and tell you what really matters to them once that believe that they're dealing with someone worthy of their time and concern. Questions get you there faster.

About Jeremy Pound

Jeremy Pound has built sales playbooks for some of the fastest growing property management companies in the nation. His deep background in sales process engineering has allowed him to design the kind of sales process that can transform a stagnant operation into a thriving company that has the freedom to choose its clients and command premium pricing.

[READ MORE](#)

PLEASE NOTE, THE MEETING DATE THIS MONTH IS NOV. 6th

WHEN

Wednesday, Nov 6, 2019

11:30am - 1:30pm

WHERE

SDAR
4845 Ronson Court
San Diego 92111

Lunch is Provided.

PRE REGISTRATION COST
Drop In Meeting Fees

NARPM Members - \$35
Affiliates - \$35
Non-Members / Guests \$35

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Michael Braddon

From: San Diego NARPM Chapter <michael@sdnarp.org>
Sent: Monday, November 18, 2019 9:49 AM
To: Michael Braddon
Subject: 2019 Holiday Networking Luncheon



National Association of Residential Property Managers

S A N D I E G O C H A P T E R



Holiday Networking Luncheon

When

Wednesday, December 18, 2019
from 11:30 AM to 1:00 PM PST

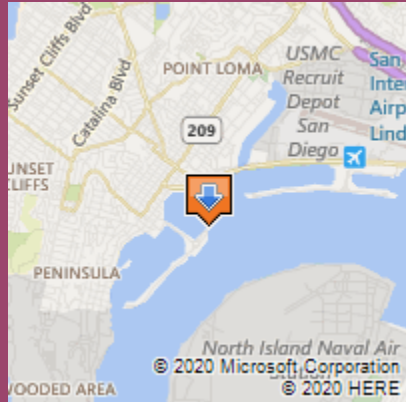
[Add to Calendar](#)

Where

Our Holiday Networking Luncheon is a way for our membership to come together in a less structured environment, where they can build stronger relationships with one another, whether it be with other property managers or with our affiliates.

Bali Hai Restaurant

2230 Shelter Island Dr.
San Diego, CA 92106



[Driving Directions](#)

[Register Now!](#)

[I can't make it](#)

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WEBSITE](#)**

It is a time where we can build the bonds that make our organization far different from any other. An organization that lifts one another up, and help each other grow.

WHEN

Wednesday, December 18, 2019

11:30am - 1:00pm

WHERE

[Bali Hai Restaurant](#)

2230 Shelter Island Drive
San Diego, CA 92106
619-222-1181

Lunch is Provided.

PRE REGISTRATION COST

NARPM Members Advanced Paid Registration \$25

*\$30 at the Door

Affiliates Advanced Paid Registration \$25

*\$30 at the Door

Non-members Advanced Paid Registration \$30

*\$35 at the Door

**Online Pre-Paid Registration Closes on Thursday,
Dec 12, 2019 Midnight.**

\$5 Late Fee at the Door for registrations not pre-paid.

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CONTACT

Michael Braddon
michael@sdnarpn.org
619-796-5836

Register Now!

[I can't make it](#)

Sincerely,

Michael Braddon
San Diego NARPM Chapter
michael@sdnarpn.org
619-796-5836

San Diego NARPM Chapter, 1210 28th Street, San Diego, San Diego, CA 92102

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Income

	Monthly	Annually
Monthly Chapter Meetings	\$ 1,800.00	\$ 21,600.00
Vendor Affililate Dues	\$ 400.00	\$ 4,800.00
Total Income	\$ 2,200.00	\$ 26,400.00

GROSS PROFIT	\$	2,200.00	\$ 26,400.00
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Expenses

Room Rental	\$	500.00	\$	6,000.00
Computer Software	\$	80.00	\$	960.00
Luncheon Expense	\$	600.00	\$	7,200.00
Conference, Convention, Meeting	\$	500.00	\$	6,000.00

Total Expenses	\$ 1,680.00	\$ 20,160.00
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NET OPERATING INCOME	\$	520.00	\$	6,240.00
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National Association of Residential Property Managers

SD NARPM

Meeting Minutes

3/14/2019

1. **Roll Call**, In Attendance: Michael Braddon, Carolyn Crane, Steve Welty, Amanda Gresiak, Lisa Fore
2. **Speaker Update and Suggestions—**
 - a. Need a vote on the following travel expenses for speakers in 2019. We would be looking at a total of about \$3000 total max cost.

May- Brad Larsen- He said under \$1,000
June- James Barrett Tenant Turner- About \$800-\$900
August- Steve Rosenberg- Around \$500
Jason Hull (month unknown) \$400 in travel
 - b. Emailed Vote (unanimous) accepted proposed speaker budget.

3. **Discussed venue change and site visit:**

Amanda Gresiak: We have officially outgrown our space, based on personal experience from our last meeting. :) I would really like to join the committee to help make the change happen soon. I would like to again recommend the San Diego Athletic Club. Here are some photos from this morning. There is PLENTY of space, parking and it is well within our budget.

Site visit planned for a following Thursday between 12PM – 6 PM

Great location but we will need to look into pricing and how to cover the cost.

See photo(s)







National Association of Residential Property Managers

SD NARPM BOD Meeting Minutes 7/3/2019

Attendance: Lisa Fore, Carolyn Crane, Amanda Gresiak, Michael Braddon

Update from Lisa Fore, current President:

I am sending out an email this week to schedule a call to discuss the venue and board elections. I have the insurance information. We need to figure out who on the board wishes to continue forward (and perhaps move up) and discuss ideas on potential people in our group to recruit.

Steve has sent me an email that he will not be fulfilling the president role next year. It is a role that I cannot fulfill as I have been elected on the executive board for the North County Association of Realtors.

Someone will have to step up as I cannot do both, in addition to being a CAR Director and the Regional Chair for the State this next year as well. I also serve on the Government Affairs Committee. As you can see I have my hands full. I am not one to back down from my commitments, and refuse to do so because someone else is not fulfilling theirs.

I will still be on the board in the capacity of the past president, supporting the new president, but someone else will have to fulfill the president role. It's really not that difficult of a job but it is time for others to serve on the board and move up. I have been on the board for 7 years and I have committed to other positions now that will require my focus.

Note from Steve Welty:

I've given this a lot of thought and regretfully I will not be able to be president next year for SD NARPM. With having a baby and other changes in my life, my priorities have shifted and will not have the time to commit. Also, I am not able to go to the training in Nov. I wanted to let you know first and see how we can best handle it. My goal would be to find a replacement and cause as little issue as possible. SD NARPM is special to me as I have been on the board 5+ years now and am sorry to step down. Hoping others can step up and run with the ball. Please let me know your thoughts. Thanks

--

Best Regards,
Steve Welty, CEO



National Association of Residential Property Managers

**SD NARPM BOD Meeting Minutes
& VOTE to ACCEPT NEW EXECUTIVE BOARD
11/11/2019**

Attendance: Lisa Fore, Carolyn Crane, Amanda Gresiak (missed), Michael Braddon, Mark W. Scott (New Chapter President-Elect; future Chapter President 2020).

President' Update – Voted to ACCEPT New Board Members

NOTE: emailed to membership on October 16, 2020

President:

Mark Scott

Broker at Encore Realty

President Elect:

Tom Gallanis

Managing Broker

Crystal Key Property Management

Treasurer:

Jason J Riehl

Owner / Broker | Red House Property Management

Secretary:

Amanda (McKinney) Gresiak

President/Owner at AMG Props

Past President:

Lisa Fore

Broker/Owner

McLain Properties

VOTE – Unanimously ACCEPTED

2020 SD NARPM Chapter Meetings – SDAR Room Rental Contract 2020

From: Melinda Rocco
Minister of First Impressions
Greater San Diego Association of REALTORS® &
San Diego Multiple Listing Service
4845 Ronson Ct. San Diego, CA 92111
T: (858) 715-8000 F: (858) 715-8088 W: www.sdar.com



Going into 2020, because of NARPM's long standing relationship with SDAR, there will only be a minimal room rental fee of \$50 per session (normal rate is \$275), with payment due by the 15th of the month. Below are the dates that are currently reserved for the monthly chapter meeting/training. I know you are typically dark in July and December but I have tentatively included them at this time in case your schedule has changed. Just let me know and I can remove them.

All meetings are scheduled on the 3rd Wednesday of the month, in room 102, from 11:00am-2:00pm (actual meeting time: 11:30am--1:30pm).

Maximum number of attendees - 60.

Jan 15
Feb 19
Mar 18
Apr 15
May 20
Jun 17
July 15 - tentatively dark/no meeting
Aug 19
Sep 16
Oct 21
Nov 18
Dec 16 - tentatively dark/no meeting

AGREED October 30, 2020 and signed 2020 space rental agreement.

ADDITIONAL UPDATES:

1. Michael Braddon, current Past President, has agreed/offered to stay on as Communication Chair for the San Diego NARPM Chapter 2020.
2. Announcement of annual dues billing for 2020 to be included in next newsletter.
3. December 18, 2020 is our holiday party.



National Association of Residential Property Managers

SD NARPM

SD NARPM BOD Meeting Minutes

12/13/2019

Conference Dial-in Number (641) 715-3580

Participant Access Code 914866#

Attendance: Lisa Fore, Carolyn Crane, Amanda Gresiak, Michael Braddon, Mark W. Scott (New Chapter President-Elect; future Chapter President 2020), Jason Riehl and Tom Gallanis.

President Update

Welcomed current Executive BOD and incoming BOD members. Discussed transition and meeting ideas/speakers for the first quarter or 2020 to help our new BOD get a running start.

Treasurer Update

Jason Riehl, incoming Treasurer, received the "Affiliate Dues Invoice" from Julie for approval.

Looks Good !! The San Diego NARPM Chapter Links are working for PayPal !!

Reviewed of last 12 months P&L and Balance Sheet. Accepted.

Holiday Networking Luncheon

Our Holiday Networking Luncheon is a way for our membership to come together in a less structured environment, where they can build stronger relationships with one another, whether it be with other property managers or with our affiliates.

It is a time where we can build the bonds that make our organization far different from any other. An organization that lifts one another up, and help each other grow.

Wednesday, December 18, 2019

11:30am - 1:00pm

WHERE

Bali Hai Restaurant

2230 Shelter Island Drive

San Diego, CA 92106

619-222-1181

Lunch is Provided.

Michael Braddon

From: San Diego NARPM Chapter <michael.braddon@outlook.com>
Sent: Wednesday, October 16, 2019 12:22 PM
To: Michael Braddon
Subject: Welcome your 2020-2022 Executive Board of Directors

Follow Up Flag: Follow up
Flag Status: Flagged



Please welcome your 2020-2022 Executive Board of Directors for the San Diego NARPM Chapter. We want to take a moment to thank each of them for stepping up to volunteer their time, and for helping to further improve and growing our chapter in the future.

President:

Mark Scott
Broker at Encore Realty

Mark is an extremely dedicated individual. He works tirelessly to improve our industry and fight for his client's property right. Longtime Real Estate Agent and now Broker of Encore Realty, he continues to volunteer his time and energy to our industry. He has served on the PSAR Board of Directors, as a Director for the California Association of Realtors, and the CALNARPM Board of Directors just to name a few. He continues to be at the forefront of legislative issues and brings that knowledge to our monthly chapter meetings by serving as our current Legislative Chair.

President Elect:

Tom Gallanis
Managing Broker
Crystal Key Property Management

Tom Gallanis, is a 25 year licensed real estate broker, property owner, and manager. He is a forward-thinking executive with more than 25 years of management experience leading and working with corporate and SMB businesses, real estate acquisition, management, and sales. Tom understands that in many cases, real estate is still managed, bought, and sold the same way it was almost 40 years ago. Crystal Key Property Management is a modern, technology embracing property management company that believes in the ability of people to use tools to make their lives less complicated and stress-free. Tom welcomes and uses all marketing channels such as traditional media, Internet strategies, social media advertising, and marketing automation in the real estate owner and tenant journey.

Treasurer:

Jason J Riehl
Owner / Broker | Red House Property Management

Jason began his real estate career in 2008 which gave him a unique perspective on the market. It may have not been the ideal environment to start his business but it allowed him to learn and work deals that he may have not otherwise. After 4 1/2 years in the residential sales market he made the transition into property management when partnering with Red House Property where he then found his "home" in this slice of the real estate business.

Secretary:

Amanda (McKinney) Gresiak
President/Owner at AMG Props

Amanda has been in the property management, industry since 2004, working in every aspect of the business. It was always a goal for her to start her own company which she did in May of 2011. She currently serves as our Chapter's secretary and has been an amazing addition to our current board.

Past President:

Lisa Fore
Broker/Owner
McLain Properties

Your current President. Yes, you are stuck with her for two more years 😊



San Diego NARPM Chapter | 1210 28th Street, San Diego, CA 92102

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Sent by michael.braddon@outlook.com in collaboration with





National Association of Residential Property Managers

**SD NARPM BOD Meeting Minutes
& VOTE to ACCEPT NEW EXECUTIVE BOARD
11/11/2019**

Attendance: Lisa Fore, Carolyn Crane, Amanda Gresiak (missed), Michael Braddon, Mark W. Scott (New Chapter President-Elect; future Chapter President 2020).

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President/Owner at AMG Props

Past President:

Lisa Fore

Broker/Owner

McLain Properties

VOTE – Unanimously ACCEPTED