



## February 2006

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### CHPA Membership Renewal

Your decision to renew your dues is an investment in your company's commitment to success in the corporate housing industry. If you have not already done so, please renew your CHPA membership prior to attending the conference to receive the member discounted rates. If you have not renewed your membership prior to conference, you will be charged the difference between the member and non-member registration fee. If you do not renew your membership, your CHPA membership will expire on February 1, 2006, and we will remove your name from the CHPA mailing and email distribution lists. For additional information about your membership renewal, please send an email to [membership@chpaonline.org](mailto:membership@chpaonline.org).

### CHPA 2006 Annual Conference Update – February 7-9, 2006

Just a few more days until we meet together in Newport Beach for the CHPA 2006 Annual Conference! If you have not yet registered for the conference, **there is still time**. Online registration will close at 5:00 pm EST on Wednesday, February 1. After Wednesday, you can register onsite in Newport Beach. Onsite registration will open at 5:00 p.m. on Tuesday, February 7 at the Newport Coast Registration Desk.

Below are a few last minute reminders before we see you in Newport Beach.

#### Hotel Information

Newport Beach Marriott Hotel & Spa  
900 Newport Center Drive  
Newport Beach, CA 92660  
Phone: 949.727.3500  
Web: [www.newportbeachmarriott.com](http://www.newportbeachmarriott.com)

#### Complimentary Shuttle transportation from John Wayne/Orange County Airport to the Hotel:

The hotel's airport shuttle picks up and drops off from John Wayne/Orange County Airport only. The shuttle picks guests up on the half-hour every hour. The first pick up is at 6:30 a.m. and the last pick up is at 10:30 p.m. Follow the signs to the Baggage Claim; go outside the baggage claim area and cross the street to the Taxi/Hotel Shuttles Pick-Up area. The hotel's van is white with red lettering stating Newport Beach Marriott Hotel on the van. **Be sure to look for the Newport Beach Marriott shuttle as there are several Marriott hotels in Orange County.**

Taxi service from the John Wayne Airport is approximately \$15 each way.

### **Making the Most of Today's Technology Panel**

A list of helpful terms for the *Making the Most of Today's Technology Panel* is available on the CHPA website for you to download prior to the conference. Please go to <http://www.chpaonline.org/meetings/06conference.php> to download the list of terms.

### **Start Winning Early on Thursday**

Even if you are not nominated for a *Tower of Excellence Award*, you can start the day off as a winner! Join us for breakfast on Thursday morning, make the most of your last opportunity to bid on the fabulous Silent Auction prizes and have a chance to win one of five \$100 debit cards. *Software Answers* generously contributed these prizes to be awarded during the Annual Business Meeting on Thursday morning.

### **Spa Services**

Pure Blu, the spa at the Newport Beach Marriott, is offering discounted spa services for CHPA conference attendees.

- One Hour CHPA Manicure and Pedicure - \$95.00
- CHPA Shampoo, Style, and Finish - \$45.00
- CHPA Special Event Up Do - \$70.00

Take advantage of these discounted prices. 18 % gratuity will be added to your service upon arrival. Make your reservation today. Email: [rachelle.rohwedder@marriott.com](mailto:rachelle.rohwedder@marriott.com) or call (949) 720-7900.

### **2006 Silent Auction**

Silent Auction items will be located in the Expo hall, in booths #107-111. It is easy to bid on these exciting items. In your registration packet, you will receive a bidder sign up form. Simply provide a credit card on this form and sign up at the CHPA Registration Desk. Your bidder number already appears on your badge. The Auction will be open for bidding beginning Tuesday, February 7 at 6:30 p.m and will close on Thursday, February 9 at 9:00 a.m.

### **5<sup>th</sup> Annual Awards Dinner & Industry Networking Event – A Must Attend Event!**

**Thursday, February 9, 2006, 6:30 p.m.**

The last night of the conference is a celebration of the networking and connections made throughout the meeting. This year's theme is formal and includes the presentation of the *Tower of Excellence Awards*. Walk along the red carpet into the "Academy Awards" themed dinner banquet - a "star-studded" and must attend event for all attendees. Honor the nominees for the prestigious *Tower of Excellence Awards*, network with friends and colleagues and end the conference in high style!

The dress code for this "star-studded" event is black tie optional. Live it up, dress to impress and celebrate the "Academy Awards" themed dinner banquet like a star!

Your Award Dinner ticket is included in your conference registration. An RSVP is required for seating purposes. Additional tickets are available for guests for \$75.00.

### **Tux Rental**

The 5th Annual Awards Dinner & Industry Networking is black tie optional. All other conference events are business casual. Men can rent tuxes locally. Friar Tux will be taking orders and measurements at the hotel from 2:00 – 4:00 p.m. on Tuesday, February 7. Ordered tuxes will be available to try on at the hotel from 2:00 – 4:00 p.m. on Wednesday, February 8. All rented tuxes must be returned to the front desk of the Newport Beach Marriott by Noon on Thursday.

**Make the most of your time together during the CHPA 2006 Annual Conference. You will not be disappointed. See you soon in Newport Beach!**

## **What's New at CHPA?**

### ***Spotlight on Committees***

#### **Education Committee**

**By Tami Crump, CRP, *AHI Corporate Housing***

The Education Committee wants to personally welcome you to the CHPA 2006 Annual Conference. As you look over the program and conference materials, you will find two full days of industry specific educational sessions and networking opportunities. The 2006 Round Table Discussions are full of topics that the membership requested. Each Round Table Discussion topic has limited seating, so please arrive early to select your topic of choice. The topics range from Operations, Occupancy Management, Staffing/Housekeeping, Furniture & Housewares, Utility Service Issues, Insurance, Sales & Marketing Topics, RFP's, Business Strategies, Fair Housing/Everyone's Liable and the expanded Regional Issues and Trends Discussions, which are divided into North, South, East, West, Northeast, Southeast, Midwest, Northwest, Southwest, and a new International Table. The Round Table Discussions are the most popular conference sessions for good reason. This is the opportunity to openly discuss issues that you face in your region, discuss obstacles you have had to overcome, obtain a new or different perspective on an area of concern, help someone resolve a problem and ask questions to a group of professionals in your industry

The Education Committee is hosting the 2006 CHPA Silent Auction in Newport Beach, California. The Silent Auction Subcommittee has once again done a marvelous job pulling this all together. A special thanks to Melissa Samsell with ABODA for her tireless effort. The benefiting charity is well known in our host city, as well as nationally through their network of affiliates. "Rebuilding Together" has been involved with housing restoration Nationwide and in Newport Beach/Orange County area for over 25 years.

The Education Committee wants to continue to provide educational topics that you desire at the annual conferences, as well as throughout the year at Networking Events and Luncheons, so please take just a minute or two to complete the Session Evaluations at the conclusion of each session. The data we collect from these surveys is our main source of information when planning next year's. We would also like to invite you to get involved with the organization at the committee level. The CHPA Committee Meetings will be held on site at the Annual Conference at 4:30pm on Wednesday, February 8<sup>th</sup>.

## **Welcome New Members to CHPA!**

#### **Provider Members:**

**Apartment Connection USA, Inc.**, Billerica, MA  
Marlena Gilbert, [marlena@aptconnectionusa.com](mailto:marlena@aptconnectionusa.com)

**Corporate Accommodations**, Greensboro, NC  
Linda Wendelken, [corporatehousing@hotmail.com](mailto:corporatehousing@hotmail.com)

**DYI Properties**, Seaside, CA  
Galen Ishii, [galen@dyiprop.com](mailto:galen@dyiprop.com)

**Executive Residences, Inc.**, Topeka, KS  
Julie Garlinghouse, Phone: 785-271-9800

**First Choice Corporate Housing Group, LLC**, Pembroke Pines, FL  
Gina Levine, [gina@firstchoicecorphousing.com](mailto:gina@firstchoicecorphousing.com)

**Habitat Enterprises, L.P.**, El Paso, TX  
Marjorie Jobe, [jobe@jobelawfirm.com](mailto:jobe@jobelawfirm.com)

**Master Suites**, Fresno, CA  
Sylvia Hines, [Sylvia.hines@mastersuites.net](mailto:Sylvia.hines@mastersuites.net)

**Obasa Corporate Suites**, Sasicatoon, Saskatchewan, Canada  
Gordon Doell, Phone: 306-931-1700

**Associate Member:**

**Appliance Warehouse of America**, Dripping Springs, TX  
Eric Leonard, [eleonard@appliancewhse.com](mailto:eleonard@appliancewhse.com)

Share the membership benefits of CHPA with your friends or colleagues who are not yet members of CHPA. Invite them to join CHPA and begin to receive the same great benefits. Please forward any potential CHPA members to Lori Justin at [ljustin@chpaonline.org](mailto:ljustin@chpaonline.org).

### **Members in the News...**

#### **AMLI RESIDENTIAL ANNOUNCES CORPORATE HOUSING PARTNERSHIP WITH BRIDGESTREET WORLDWIDE**

*AMLI Residential* (NYSE: AML) announced that it has formed a partnership with *BridgeStreet Worldwide*, which will become the exclusive provider of short-term furnished housing and related services for the entire *AMLI Residential* portfolio. *AMLI Corporate Homes*, the *AMLI* subsidiary that previously managed *AMLI's* short-term furnished housing business, will be dissolved. *AMLI* apartment communities are located in suburban and urban locations in nine major markets: Atlanta, Southeast Florida, Chicago, Kansas City, Indianapolis, Dallas, Austin, Houston and Denver.

"This partnership is a win/win for both *AMLI* and *BridgeStreet*," said Peggy Butterworth, *AMLI* executive vice president. "It enables us to continue to serve this market niche while leveraging the expertise and high service standards of one of the world's leading corporate housing providers. The cross promotion between the companies for both short- and long-term housing referrals will be mutually beneficial."

"This exclusive partnership reflects an outstanding product, service and brand match," said Lee Curtis, *BridgeStreet* president. "*AMLI's* communities offer luxurious amenities, convenient locations and modern features that fit the lifestyle needs of our clientele. Via this partnership, not only are we able to offer our corporate clients a host of new property options, we are also introducing our services to an entirely new customer base of individuals with furnished housing needs. The *AMLI* partnership also enables us to expand our services to two new markets for us — Kansas City and Indianapolis."



**The following CHPA members are ready to serve your corporate housing needs today!**

**Aaron's Corporate Furnishings** - Furniture The Easy Way. Your Way. - [www.aaronrents.com](http://www.aaronrents.com)

**Brook Furniture Rental, Inc.** is the leading provider of high quality residential furniture and housewares to the industry- [www.bfr.com](http://www.bfr.com)

**Buehner-Fry, Inc.** - Proven Telephone Long Distance Solutions for Corporate Housing Units – [www.buehner-fry.com](http://www.buehner-fry.com)

**Bruce White Galleries** – The Professional Picture People – [www.brucewhite.com](http://www.brucewhite.com)

**Corporate Choices** - The International Directory of Corporate Housing- [www.corporatechoices.com](http://www.corporatechoices.com)

**CORT Furniture Rental** - Quality. Service. Guaranteed. Furniture rental solutions from the Industry's Leader – [www.cort1.com](http://www.cort1.com)

**Instant Furniture Rental** - Furniture Rental & Sales in an instant – [www.instantfurniture.com](http://www.instantfurniture.com)

**Lodging Kit Company** – [www.lodgingkit.com](http://www.lodgingkit.com)

**Roseland Management Company** - Experience. Expertise. Excellence. [www.roselandproperty.com](http://www.roselandproperty.com)

**Software Answers, Inc.** - Leading provider of Property Management, Call Accounting and Credit Card Processing Software to the corporate housing industry. [www.softwareanswers.com](http://www.softwareanswers.com)