



June 2006

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May Network Connections Luncheons

The May Network Connection events were a great time of sharing and networking with others. Thank you to the facilitators and sponsors for organizing such great events! Here is what your colleagues are discussing across the nation.

Detroit, MI, May 11, 2006

Guest Speaker, **Elaine Quiroz**, *Corporate Housing Strategies*

Facilitated by **Patti Charlton**, *ERQ*

Sponsored by **Instant Furniture Rental**

The program began with a brief introduction and update on CHPA happenings. Elaine Quiroz discussed the importance of building long-term relationships with the apartment industry. Quiroz went on to give a comprehensive presentation about extended stay hotel brands and how they can be competition for the corporate housing provider. Participants then discussed the local trends occurring in the Detroit area including, being hit hard due to the automotive industry on a downward spiral, fuel charges as it relates to having to account for it in rates, and ensuring that all corporate housing providers are doing credit checks on their guests.

A special thanks to Elaine Quiroz for presenting at this event!

Vancouver, British Columbia, May 23, 2006

Facilitated by **Terry Rodgers**, *HighStreet Corporate Rentals. Ltd.*

Sponsored by **HighStreet Corporate Rentals**

"The first ever regional meeting was held in Vancouver, BC (Canada), on May 23, 2006. CHPA Executive Director, Mary Anne Passi, CAE, made a special guest appearance to present the benefits of CHPA to the group of 17 corporate housing providers who attended. The meeting was facilitated by HighStreet Corporate Rentals, a Vancouver supplier and, incidentally, the only Canadian CHPA member west of Saskatoon and one of only 5 Canadian CHPA members. It was the first time that a group of Vancouver corporate housing operators had gathered in one room in almost 8 years!

Among the subjects discussed were the upcoming 2010 Olympics and the impact they would have on local supply and conditions. Lynn Glenn, of Oakwood Corporate Housing, was in attendance and was able to give the attendees some interesting and relevant information on the Oakwood experience in Turin, Italy, just this past winter. One of the main discussions centered around the affect of the "condo conversion" factor. It turns out that Vancouver is probably 20 years ahead of the curve in North America and most corporate housing providers in the city are dealing with individual, privately owned condominium properties. This creates a distinctly different inventory supply in that the relationship between corporate housing providers in Vancouver is "one to one" as opposed to "one to many" when compared to operators who are able to offer corporate housing out of residential rental communities. Such professionally managed residential communities have largely disappeared in Vancouver, a process which began following the world's fair hosted by Vancouver in 1986. They have been replaced by privately owned condos and the owners of these properties are diverse and have an agenda of their own!

The meeting ended on a high note with all attendees agreeing that it was great to get together and be able to talk with people who shared similar experiences. Terry Rodgers' stated purpose was to generate new members for CHPA and it looks like that goal will be accomplished. Look for a few more Canucks at the meeting in Texas in 2007!"

Thank you to our generous sponsors. We couldn't do it without your support!

Upcoming CHPA Events

Date	Event
New Date! July 2006	New York, NY Regional Luncheon
September 2006	Dallas, TX Regional Luncheon
March 6-9, 2007	San Antonio, TX Annual Conference

Please be on the look out for finalized dates, agendas and invitations for these events. If you are interested in hosting a Network Connections or Regional Luncheon, please contact Andrea Danz at adanz@chpaonline.org.

The Meetings and Events section of the CHPA website - <http://www.chpaonline.org/meetings/regional.php> - is updated as the dates and locations are confirmed for the remaining 2006 Regional Luncheons and Network Connections Luncheons.

CHPA Website - Job Postings

Do you have a job opening at your company and you need a quick way to "get the word out?" Take advantage of the job postings section on the CHPA website. This feature is absolutely **free** for CHPA members and allows you to post your job opportunity. To post a job opening or view current job openings, please visit: http://www.chpaonline.org/members_only/connections.php.

Welcome New CHPA Members!

Provider Member

Team Housing Solutions, New Braunfels, TX

Mandy Cavanaugh, mcavanaugh@teamhousing.com

Associate Member

Anybill, Inc., Bethesda, MD
Peter Bepler, pbepler@anybill.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 Andrea Danz at adanz@chpaonline.org.

The Highland Group – Survey Update

Thank you to those of you who have completed the survey. Almost 300 companies have shared their information so far, allowing us to report on more than 30 market areas in the final report.

The Highland Group needs additional companies to report in the following market areas to add them to the final survey compilation: Indianapolis, Louisville, Milwaukee, Norfolk-Virginia Beach-Newport News, Orange County, Portland, Sacramento, and Salt Lake City. The reporting deadline has been extended to close of business on Friday, June 2 for these markets.

The Highland Group is tabulating the results and the final report will be distributed to CHPA members mid-July. Thank you for participating as this information is critical to educating the industry on key data points nationwide.

What's New at CHPA?

Spotlight on Committees

Education Committee

By Tami Crump, CRP, *AHI Corporate Housing*

The Education Committee is collecting topic ideas for newsletter articles, round table discussions and member updates. If you have a topic idea or if there is an issue you would like to see addressed, please submit your requests to the Education Committee at tcrump@ahicorporatehousing.com.

Thank you for your feedback on the conference roundtable sessions. Members prefer the new round table format that was introduced at the 2006 CHPA Annual Conference. This new format allowed participants to pre-register for roundtables and submit questions or topics of concern prior to arrival at the conference. Attendees were more engaged and the topics were discussed more thoroughly. Roundtable topics will be outlined on the conference registration form for the 2007 Conference. The information you provide and the questions you submit are the foundation on which the Education Committee can build. Our major focus is to deliver the educational content specific to our industry, and more importantly, that meets the needs of the Association's members.

We are in the final stages of the certification exam development. CHPA leaders will be taking the exam this fall. Watch the CHPA newsletters and website for more details on the initial exam offering and where you can find study information in preparation for the exam. To get involved, volunteer, or join the Education Committee, please contact Tami Crump, CRP, Education Committee Chair, at tcrump@ahicorporatehousing.com or 205-987-7797 ext: 226.

Industry Relations Committee

By Pat Hinch, *Equity Corporate Housing*

We recently completed Network Connection luncheons in Detroit, Dallas, Atlanta, and Orange County and held our first international lunch in Vancouver, British Columbia on May 23. Thank you to our facilitators and sponsors for making this happen. We will be hosting another round of Network Connection luncheons in the fall. In addition to the four markets mentioned above, we have received requests from volunteers willing to host Network Connection luncheons in the Washington DC/Richmond, Baltimore, Cleveland, and Boston markets! If you are interested

in facilitating or sponsoring a lunch in your market, please contact Andrea Danz at adanz@chpaonline.org and we'll add you to the program.

We are also developing a survey for Associate members to be distributed this summer. We're interested in hearing how we can add value to your CHPA membership. Be on the lookout for the survey in late July and send us your feedback.

CHPA was on the agenda at the recent Employee Relocation Council annual conference. Speaking on behalf of CHPA, Gavan James and Diane Ayres shared their knowledge to help educate the ERC attendees on the corporate housing industry. We are planning similar educational presentations at future conferences for the National Apartment Association, National Business Travelers Association, and an insurance industry-related association. If you have any contacts in these associations that may help us get on their conference agenda, please pass them along to Andrea Danz at adanz@chpaonline.org.

Save the Date for the 2007 Annual Conference

The CHPA 2007 Annual Conference will be March 6-9, 2007 in San Antonio, TX at the Hyatt Regency San Antonio Riverwalk. Mark your calendars now and plan to attend this exciting event!

Members in the News...

BRIDGESTREET WORLDWIDE EXPANDS LOCATIONS THROUGHOUT EUROPE

BridgeStreet Worldwide, a leading international provider of corporate housing to business and leisure travelers, announced on May 18, 2006 that it has expanded its global network of top-quality, fully equipped, furnished corporate apartments to 13 key destinations throughout Europe. Already the largest serviced apartment provider in the United Kingdom and a full destination services provider in France, BridgeStreet-certified corporate housing accommodations are now available in Berlin, Frankfurt and Munich, Germany; Oslo, Norway; Geneva and Zurich, Switzerland; Milan and Rome, Italy; Prague, Czech Republic; Copenhagen, Denmark; Helsinki, Finland; and Malmo and Stockholm, Sweden.

This dramatic growth was achieved through the expansion of the company's proprietary Global Alliance (BGA). Under the BridgeStreet Global Alliance program, the company certifies top local and regional providers of serviced apartments in Europe to ensure that they meet the total quality standards of the BridgeStreet brand.

"Our European expansion came about in direct response to a growing number of our multi-national clients who seek longer term accommodations of comparable quality to BridgeStreet's U.S. accommodations for their executives traveling overseas," said Lee Curtis, BridgeStreet president. "Through an expansion of our successful Global Alliance program, we are selectively recruiting the highest quality local corporate housing providers in Europe and working with them through a rigorous certification process. Those providers who join our alliance must be committed to the same values, quality, and consistency measures that have become BridgeStreet hallmarks, as well as to the consistent delivery of superior customer service.

"In addition to these 13 European cities, and our successful operation in London and Paris, we plan to add a number of locations in Eastern Europe by June 1st. These destinations are among 50 international strategic markets we have targeted, where, over the next three to five years we would like to expand our presence through our Global Alliance program. We are very optimistic about our growth potential internationally, and believe the BridgeStreet Global Alliance will enable us to grow more rapidly and will significantly enhance our leadership position," Curtis stated.

"From our members' perspective, the Global Alliance allows them to grow their businesses by becoming a resource to their local customers for housing needs outside of their immediate markets and by posting their locations on BridgeStreet's international Web sites, which enables them to receive inbound business generated by the growing BridgeStreet brand reach. International locations are searchable and bookable via the company's Web site,

www.bridgestreet.com. In addition, our network shares marketing, sales, technology and operational resources, ultimately generating more business for each member. Concurrently, it further solidifies our relationship with our customer base by providing a growing number of important markets.”

Stephen Hanton, vice president of European operations, noted that the company’s goal in Europe, as in the U.S., remains meeting and exceeding clients’ needs for product and service quality in corporate apartment accommodations and to be the easiest corporate housing provider to do business with. “To ensure the quality and consistency of all BridgeStreet serviced apartments worldwide, we undertake an exhaustive due diligence program at each property and for each partner that also allows them to earn certification over time.”

Additional information about BridgeStreet’s Global Alliance may be obtained from Nigel Carter, director, BridgeStreet Global Alliance Program, 44 (0) 20 7792 2222, nigel.carter@bridgestreet.com.

CORPORATE ACCOMMODATIONS, INC. FIRST TO OFFER STANDARD HIGH SPEED INTERNET SERVICE IN CORPORATE APARTMENTS

Corporate Accommodations announced on April 19, 2006 that it now provides another way for its guests to connect to clients, colleagues, friends and family. They will provide high-speed Internet access as a standard amenity in all of its corporate apartments. In the Pittsburgh market, Corporate Accommodations is the first corporate housing company to offer this as a standard part of their apartment package.

“Offering high speed Internet as standard in our apartments is a logical next step in continuing to provide our guests with the most complete apartment package,” said Paul Bates, President of Corporate Accommodations. “In addition to our full furniture package, complete housewares package, utilities, cable television, local phone service, and weekly housekeeping and linen exchange the high speed internet service complements all of our other services.”

This addition will also allow Corporate Accommodations to compete more effectively with suite hotels. “In the past high speed Internet access has not been available throughout our twelve locations. As more apartment communities came online with high-speed access we were able to offer Internet on an as needed basis. Now that it is universally available we are able to include this service system-wide for our clients,” Said Mr. Bates.

Mr. Bates added that this addition also serves to keep Corporate Accommodations on the cutting edge of the corporate housing industry. Corporate Accommodations developed an innovative online reservation processing system in 2003 that was the first in the industry.

CHURCHHILL CORPORATE SERVICES ANNOUNCES SUCCESSFUL GROWTH RESULTS IN PROMOTIONS

Jeff Mahoney to Executive Vice President – With this promotion, Jeff Mahoney will oversee all Corporate Housing activities for the entire state of New Jersey, including the company’s headquarters in Hawthorne, NJ. These sales services encompass Corporate Relocation and Furniture Rental. Jeff has worked for Churchill for ten years and has recently served as the General Manager of the Central New Jersey. Jeff’s leadership expertise has made him a valuable asset and has played a large part in the company’s growth.

Charlie Horne to Executive Vice President – Charlie Horne’s new responsibilities includes overseeing all Corporate Housing activities for the New York City, Connecticut and Westchester markets. Charlie recently managed sales and operations for the New York City office. Charlie brings to Churchill an extensive background in serving the relocation needs of Fortune 500 companies. His experience has led our sales groups to become the successful teams they are today.

If you would like to have your press release or a reprint of an article of interest for CHPA members included in a CHPA newsletter, please submit them to Andrea Danz at adanz@chpaonline.org.



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

Brook Furniture Rental, Inc. is the leading provider of high quality residential furniture and housewares to the industry- www.bfr.com

Bruce White Galleries – The Professional Picture People – www.brucewhite.com

Corporate Choices - The International Directory of Corporate Housing- www.corporatechoices.com

CORT Furniture Rental - Quality. Service. Guaranteed. Furniture rental solutions from the Industry's Leader – www.cort1.com

Instant Furniture Rental - Furniture Rental & Sales in an instant – www.instantfurniture.com

Lodging Kit Company – www.lodgingkit.com

NAVIS (a Buehner-Fry, Inc. Company) - Proven Telephone Long Distance Solutions for Corporate Housing Units – www.navistechnologies.com

Software Answers, Inc. - Leading provider of Property Management, Call Accounting and Credit Card Processing Software to the corporate housing industry. www.softwareanswers.com