



eNEWS

The Voice of the Corporate Housing Industry



March 2008 eNews THE LATE EDITION

THANK YOU TO ALL THE PARTICIPANTS AT THE CHPA 2008 ANNUAL CONFERENCE!

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BRIEF CONFERENCE RECAP

CHPA Leadership and staff have received very positive feedback from many of the participants of this year's Annual Conference. CHPA staff would like to thank every one who attended the conference and all of our volunteers for their extra support and help. The 2008 conference was a huge success for CHPA and the membership. The Association exceeded all of its goals associated with the conference and we look forward to an even better conference next year!

Attendees

The 2008 Annual Conference was the most attended conference to date. With more than 500 attendees at this year's conference, we exceeded last year's conference by more than 13%. The increased attendance indicates the strength and reach of the Association but we are always looking to gain new members. Please encourage all those corporate housing providers and associate partners you do business with to become a member.

Please complete the attendee survey to give your feedback about the conference. Piper Ayala and Joan Mack, 2009 Conference Committee co-chairs, will take this information into consideration while planning next year's conference.

[Click Here to take survey](#)

Attendee List

An updated attendee list is available by [clicking here](#). CHPA has not printed an attendee list in the last couple of years due to cost and environmental factors. If you should need this list in a different format, please contact Shana Kneib at skneib@chpaonline.org or at (317) 328-4631.

Sponsors

We would like to thank all of the sponsors for their generous contributions to the 2008 Annual Conference. Below is a list of all sponsors for the Conference.

Visionary Partners

Aaron's Corporate Furnishings

BridgeStreet Worldwide

Brook Furniture Rental

CorporateHousing.com

CORT

Oakwood Worldwide

TENTEN Wilshire

Event Registration

Compass Corporate Housing

Hotel Sponsorship

Korman Communities

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Premier Partners

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Marriott ExecuStay

Progressive Partners

ABODA
American Furniture Rentals
Instant Furniture Rental
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Supporting Partners

Aaxsys Technologies
Apartment Hunters & Arkansas Suites
CitiSuites
CWS Corporate Housing
Lodging Kit Co.
Northeast Furniture Rental

Entertainment Sponsor

Azuma Leasing

Pocket-sized Event Guide

CitiSuites

WiFi Station

CorporateHousing.com

Lanyards

Gables Corporate Accommodations

Continental Breakfasts

AvenueWest/CHBO
CitiSuites

Directional Signage

American Furniture Rentals

Education Roundtables

Executive Residence, Inc
Panama Corporate Living

Exhibitors

We had a record number of exhibitors this year. The exhibit hall was full and expanded to accommodate late exhibitors. Thank you for participating in the Joker's Wild promotion which encouraged attendance in the exhibit hall. Below is a list of all exhibitors at this year's Conference.

Aaron's Corporate Furnishings	Oakwood Worldwide	Northeast Furniture
Aaxsys Technologies	Palmetto Linen Distributors	People's Furniture Rental
Accessories Plus Houseware Rentals	Foonster Technology	Ready Drive
American Fiber Network (AFN)	FSI/Apartment & Corporate Relocation Services	Rent-A-Center
American Furniture Rentals	Furniture International, Inc	ResidentCheck
Azuma Leasing	Furniture Rentals, Inc	Shop Call Solutions
Barefoot Technology	Host Homestation Network	Software Answers
BridgeStreet Worldwide	Instant Furniture Rental	Spectrum, Inc.
Brook Furniture Rental	Interim Housing Solutions	Springfield Corporation
Bruce White Galleries	Kaba Lodging Systems	Standard Textile
CitiSuites	Khaledi Oriental Rugs	STE-DEL Services, Inc.
Corporate Housing By Owner	Lodging Kit Co.	Suite Interiors
CorporateHousing.com	Lodging Supply Inc.	Sunshine Rentals
CORT	Marriott ExecuStay	TalonPro
Express Furniture Rental	Messenger & Associates	Tech 4 Inc.
		TENTEN Wilshire

Award Winners

Congratulations to all of our Tower of Excellence Awards winners! This year we made the distinction between a small and large provider. Any corporate housing provider with 500 units or more was considered in the large provider category. Also, we added a number of new awards to honor the achievements of providers in additional categories. There were two categories that tied this year: Associate Partner Company of the Year (American Furniture Rentals & Shop Call Solutions) and Best Community/Philanthropic Program (BridgeStreet Worldwide & CWS Corporate Housing).

The Tower of Excellence Award nominations were judged based on specific criteria for each award. The three judges, two not within the industry, scored the nominations based on this criteria using a judging sheet. You can review a sample judging sheet by clicking [here](#) to get an idea of how the nominations were scored.

Please review the list below of award winners and be sure to congratulate them!

Company of the Year - Large Provider	AHI Corporate Housing
Individual of the Year - Large Provider	Stephen Hanton, BridgeStreet Worldwide
Company of the Year - Small Provider	Manilow Suites
Individual of the Year - Small Provider	Francine Manilow, Manilow Suites
Associate Partner of the Year (tie)	American Furniture Rentals
	Shop Call Solutions
Most Creative Marketing - Large Provider	Oakwood Worldwide
Most Creative Marketing - Small Provider	Marriott ExecuStay - Suite Options
Volunteer of the Year	Gary Brown, Furnished Quarters
Best Community/Philanthropic Program (tie)	BridgeStreet Worldwide
	CWS Corporate Housing

STANDUP FOR KIDS

CHPA Members showed their support and generosity to the Las Vegas chapter of the national non-profit organization STANDUP FOR KIDS. Through the charity walk, fundraising efforts and direct contributions, CHPA was able to raise more than \$5,000 for the organization. STANDUP FOR KIDS' Brian Anderson, Executive Leadership for the Las Vegas chapter, commented that it was the biggest donation the chapter has ever received and it will go a long way with helping the children of Las Vegas.

STANDUP FOR KIDS is a 501(c)(3) not-for-profit organization founded in 1990 to help rescue homeless and at-risk youth. With national headquarters in Houston, Texas, STANDUP FOR KIDS is run almost entirely by volunteers and has established more than thirty outreach programs in fifteen states.

MEMBERSHIP DIRECTORY

CHPA Membership will be receiving communication regarding their contact information for the membership directory. Please take a moment to read over the information and respond by March 14. We will not extend the deadline because this will delay printing of the directory.

This year, you will be requested to submit information regarding locations in particular Metropolitan Statistical Areas (MSA). Please let us know if you have main or branch locations in any of these areas by indicating it on the provided forms. If you should have any questions during this process, please feel free to contact the CHPA Office at (317) 328-4631.

TIP OF THE DAY

Grandma's Rabbit Ears

By Jim Drass, Habitat Corporate Suites

Don't get HDTV mixed up with DTV this coming year. HDTV or *High-Definition TV* is a nice perk available through your cable and satellite video service providers that make the picture on your new 51" flat panel TV look really cool. DTV or *Digital Television* is what broadcast signals are changing to on February 17, 2009. Now read my lips: **UNLESS YOU ARE PROVIDING VIDEO SERVICES VIA RABBIT EARS TO YOUR GUESTS, YOU HAVE NOTHING TO WORRY ABOUT.** Yes that is correct, even grandma's old TV will work just fine, as long as your video signal is via traditional cable or satellite dish services.

The FCC has mandated that TV broadcast signals sent over the airwaves be changed to a new digital format on different frequencies than the current analog signals. This means that the few channels you can receive over the air, ABC, CBS, NBC, PBS and sometimes WGN out of Chicago, to name most of them, will no longer be available via rabbit ears on starting on February 17, 2009, unless your TV has a digital tuner. All TVs sold in the US after February 2007 were required to have the digital tuner built-in. Many older models have had digital tuners in place for the last decade, but even newer HDTVs don't

necessarily have digital tuners! (Not that you'd notice since it unlikely you hooked up your \$2500 baby to an antenna!) For those sets that don't have a digital tuner, *AND GET THEIR SIGNAL FROM RABBIT EARS*, a small converter box is going to be needed for about \$50 to \$60. Even then, there are government rebates available for early adopters.

So what does February 17, 2009 mean to *you*, the corporate housing provider, or furniture rental company? Nothing. But you may want to clip this article and pass it along to grandma.

If you would like to contact Jim Drass directly, you may do so at jdrass@habitat.com.

SAVE THE DATE!

CHPA 2009 Annual Conference is already in the works!
February 24 - 26, 2009
Sheraton Myrtle Beach Convention Center Hotel
Myrtle Beach, South Carolina

CHPA Discussion Board

Go to the CHPA Discussion Board to respond and make comments about the industry and other issues. The discussion board is a good opportunity for CHPA members to communicate with each other to discuss successes and challenges they may face in their business. Not only can you get advice and recommendations, but you may be able to offer some guidance or assistance to some one else in your industry. To get started, please go to: http://www.chpaonline.org/members_only/connections.php.

Welcome New Members!

CHPA is off to an excellent start for 2008! Our Association goal is to gain 45 new members this year and we have already signed up 25 providers in the first two months of the year. If you have ideas and would like to help the Association grow, please consider joining the Membership Committee. The Membership Committee meets the first Friday of every month via conference call to discuss how they can get new members and develop more membership benefits for the Association. If you would like to participate, please contact Amanda Cook at acook@chpaonline.org or at (317)328-4631 for details.

Please visit <http://www.chpaonline.org/news/March2008eNews.php#newmembers> for a complete listing of the new providers in the last month.

Members In The News

SuiteAmerica Hires Mike Brawley As Director Of Business Development
<http://www.chpaonline.org/news/March2008eNews.php#brawley>

SuiteAmerica Rewards Employees With Stock Ownership Plan
<http://www.chpaonline.org/news/March2008eNews.php#ESOP>

SuiteAmerica Announces New Volunteer Program
<http://www.chpaonline.org/news/March2008eNews.php#volunteer>

National Corporate Housing Is Named The Company With The Second Highest Employee Satisfaction Rate In 2007 By HR Solutions
<http://www.chpaonline.org/news/March2008eNews.php#satisfaction>

Marriott EexecuStay Welcomes New Senior Director Of Marketing
<http://www.chpaonline.org/news/March2008eNews.php#marriott>

ResidentCheck

Resident screening, pre-employment screening and multifamily collections since 1994.

ResidentCheck's custom Corporate Housing program utilizes our in-house, licensed private investigations team to review criminal records and to refer denied applicants for clarifications. All reports include a national Sexual Predator search and a Treasury Department OFAC search, for Homeland Security compliance. For more information, visit www.residentcheck.com.

PRESIDENT'S CLUB MEMBERS

A special thank you to our President's Club members!

Aaron's Corporate Furnishings - Furniture The Easy Way. Your Way.
www.aaronscf.com

American Furniture Rentals - First Class Service the American Way.
www.rentfurniture.com

Azuma Leasing - The appliance Leasing Company. An Affordable, Convenient, Maintenance-free Decision. www.azuma.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

Express Furniture Rental Express is simply the best. www.efrental.com

Furniture Rentals - We deliver more than furniture, we deliver satisfaction! - Same Day Delivery! www.furniturerentalsinc.com

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

Lodging Kit Company A leading supplier to the lodging industry. www.lodgingkit.com

ResidentCheck Lowering risk while building value. www.residentcheck.com

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

Spectrum, Inc. Communications Simplified. www.3spectrum.com

If you have any questions or comments about the content of this eNews, please contact Amanda Cook at acook@chpaonline.org or at (317) 328-4631.