



DAA

Delaware Apartment Association

Welcome to the DAA
“Making a Difference”

About Us

- ***The Delaware Apartment Association (DAA)*** is a non-profit trade organization representing multi-family housing owners, managers, and developers in New Castle, Kent, and Sussex Counties. It was formed in 1997 to serve exclusively the multi-family housing industry and provide its members with a strong voice in Delaware government affairs, programs that provide education for community managers and employees, and dissemination of information necessary for its members to be continuously informed about issues critical to the industry..

Executive Committee Officer's



President

Debra Burgos

Evergreen Apartment Group
Vice President of Property
Management



Vice President

Lorraine DiVirgilis

School bell Apartments
Property Manager



Treasurer

Edwin Lucus

The Galman Group
Property Manager



Secretary

Mary French

Ingerman Management
Area Vice President



Immediate Past President

Sue Yukenavitch

The Westover Companies
Chief Operating Officer


Mission Statement

The purpose of the *Delaware Apartment Association* is to advance the rental housing industry through education, legislative and informational support, and helping our members to operate successfully while contributing to the community around them.


DAA Member Benefits

Our members are the success of our association

 The Delaware Apartment Association (DAA) represents the state of Delaware in the Multi-Family Housing Industry

 The DAA provides members a large network of Industry Professionals to connect on a regular basis.

 DAA offers numerous educational opportunities for personal and professional development

 We are an industry trade association whose members develop, own, manage and provide products and services to apartment communities.

 DAA further contribute to member companies' success by increasing the professionalism and awareness for employees

NAA Member Benefits

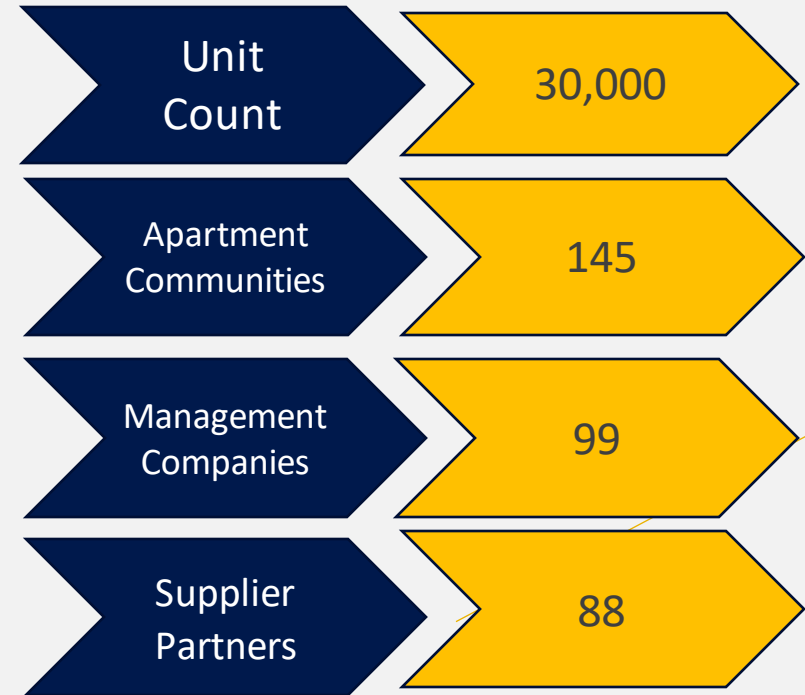
We are an affiliate member of the National Apartment Association located in Arlington, VA.

- Advocacy
- Education & Career Development
- Compliance Solutions
- Saving and Discounts
- NAA Conferences & Expositions
- Units Magazine & Other Publications
- Legal Assistance Program
- Supplier Opportunities





We are a STATE Association!



The DAA consist of many volunteers

5 Executive Committee Officer Members

10 Property Management Board Members

10 Ex-Officio "Supplier Partners" Board Members

Committee Chairs for the following committee's:

- Specialty Events
- Education
- Membership
- Government Affairs
- Independent Rental Owner



Legislative representation Local & National Level

NAAPAC

The National Apartment Association Political Action Committee (NAAPAC) is NAA's political action committee and an essential arm of the NAA's advocacy on behalf of the apartment housing industry. NAAPAC is a bi-partisan PAC that supports Congressional candidates who represent good government and understand the needs and concerns of the multi-family housing industry.

DAA PAC

The Multi-Housing Political Action Committee (MHS-PAC) of the Delaware Apartment Association is established to better advocate on behalf of the members of this Association who have financial or other interests in the creation, development, and management of the residential rental housing industry in the State of Delaware. The Association, representing the majority of private multi-family housing units in the State, will be seeking to support political candidates at all levels of government, as well as majority political parties, as determined by the MHS-PAC Trustees, that support the issues and concerns of the members of this association.

DAA Advocacy Highlights

- Source of Income , Title 6 of the code, section 4607
- CDC Eviction Moratorium
- Childhood Lead Poisoning in Real Estate and Apartment Home Rentals
- City of Wilmington Blight Bill



Educational Opportunities at DAA

- Certified Apartment Manager (CAM)
- Certified Apartment Leasing Professional (CALP)
- Certified Apartment Maintenance Technician (CAMT)
- Lunch and Learns
- Webinars
- Educational Conference
- Fair Housing Seminar
- Landlord Tenant Code Webinars



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Events at DAA

- Monthly Networking Meetings
- Quarterly General Membership Meeting
- Field Day
- Annual Golf Outing
- Best of Delaware Living Awards
- Maintenance Appreciation
- Supplier Partner Appreciation
- Maintenance Mania
- Trade Show
- Reverse Trade Show
- Holiday Gala



Property Management Members

“Major players in our Delaware Multi-Family Housing Industry”



This ONLY a few of our active PM Companies

State of the Delaware Market

90K Apartment Residents:

DE residents contribute \$5.4B to the local economy each year including \$516.6M in taxes, creating 30K jobs.

State of the Delaware Market

51.5K Apartment Homes:

The operation of Delaware's Apartment homes contributes \$254.2M to the local economy each year including \$54.3m in property taxes, creating 464 jobs.

State of the Delaware Market

879 New Apartments Needed Annually:

Apartment demand is growing and the industry needs to keep. However, producing enough new apartments to meet demand requires new development approaches, new incentives and fewer restrictions. Apartment construction contributes \$302.7M to Delaware's economy annually, creating 1K jobs.

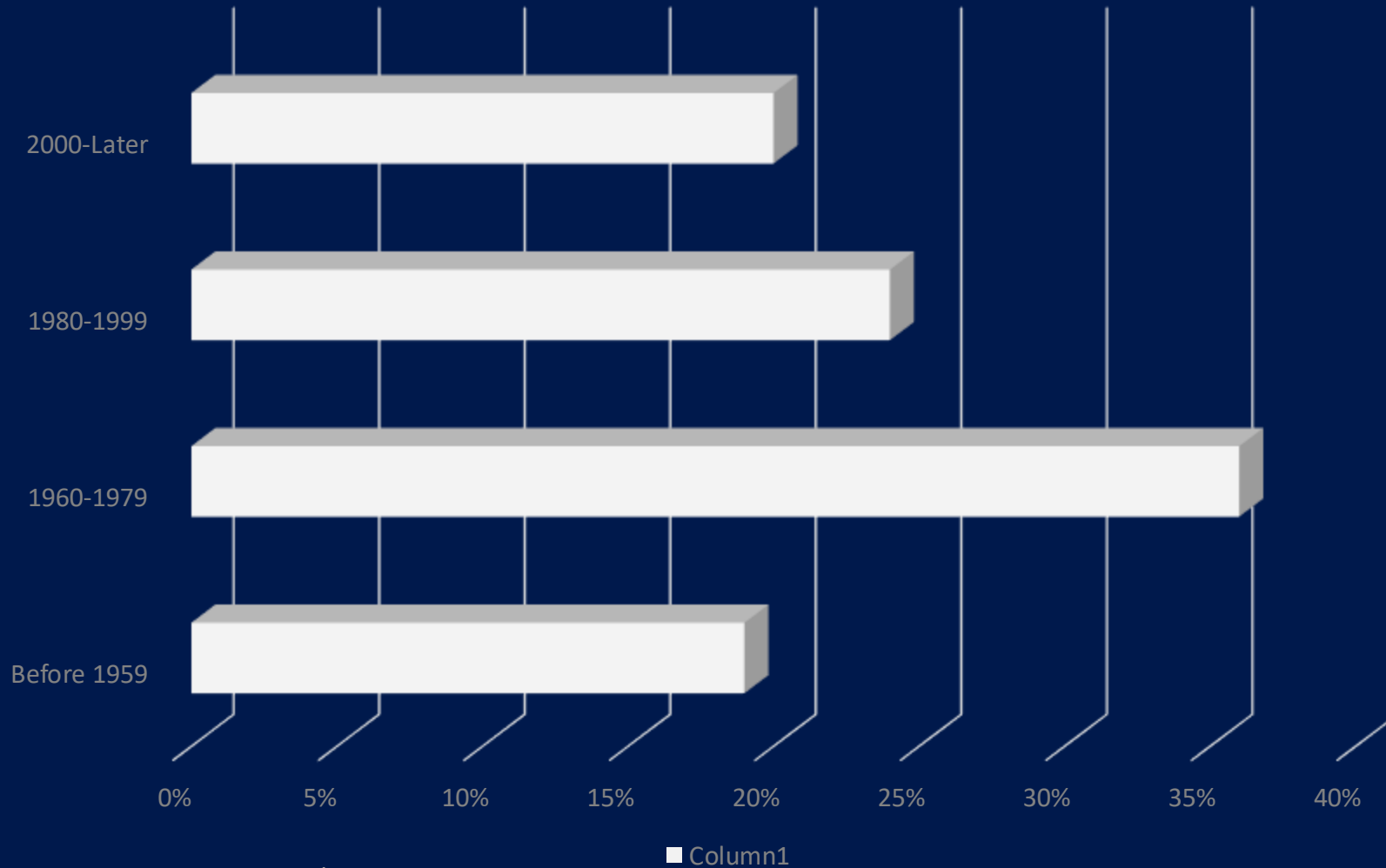
State of the Delaware Market

Age of Stock, 55% share of Delaware's Apartments built before 1980.

The renovation and repair of apartments helps preserve Delaware's older more affordable units, contributing \$118M to local economy annually and creating 566 jobs.

Age of Stock

Age of Stock



The Apartment Angels Program




- **The Apartment Angels Program (Apartment Angels THP, Inc.)** helps individuals and families in financial need. Utilizing support and donations from the Delaware Apartment Association (DAA) members, the program will provide **SIX months of FREE RENT** to individuals awarded housing through the program. There is open enrollment twice per year (spring and fall). Individuals who are awarded housing are able to move into their free apartment in June and December.


Thank you for your time





Thank You.

 Candy McVey, Executive Director

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