



## **GRANITE STATE MANAGERS ASSOCIATION 2009 ANNUAL CONFERENCE**

Enclosed is your registration package for the GSMA 2009 Annual Conference to be held October 13<sup>th</sup>-14<sup>th</sup> at The Balsams Grand Resort Hotel in Dixville Notch, New Hampshire.

This package includes the conference agenda and conference registration form along with registration forms for hotel accommodations; you must make your hotel reservation through the resort.

All attendees must fill out and return their conference registration to GSMA along with payment. All attendees must make overnight accommodations with the resort. This is very important, as meals during the conference are included with the hotel accommodations!

We look forward to seeing all of you at the conference!

# GRANITE STATE MANAGERS ASSOCIATION ANNUAL CONFERENCE AGENDA-2009

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10/13/2009	TRACK 1	TRACK 2
8:00 - 9:00 AM	REGISTRATION	REGISTRATION
9:00 - 11:30 AM	AJ Johnson 8823 update& RD/HUD update	9:00 - 10:30 Emergency Planning Realty Resources  10:30- 11:30 NH Landlord Tenant Law: Leasing, House Rules, Evictions, etc Brian Shaughnessy
11:30am-12:00pm	ANNUAL GSMA MEETING	ANNUAL GSMA MEETING
12:00 - 12:45 PM	LUNCH	LUNCH
12:45 - 1:45 PM	Keynote Speaker	Keynote Speaker
1:45 - 3:00 PM	AJ Johnson 8823 update& RD/HUD update	Continuance of Tenant Law Brian Shaughnessy
3:00 - 3:15 PM	Break	Break
3:15 - 4:30 PM	AJ Johnson 8823 update& RD/HUD update	Tour of Balsams Pellet Plant & Dam
5:30 - 6:30 PM	Vendor Reception	Vendor Reception
6:30 PM	Dinner Balsams Live Band & Raffle	Dinner Balsams Live Band & Raffle
8:30 PM	Ghost Tour of Balsams (If you dare!!)	Ghost Tour of Balsams (If you dare!!)

10/14/2009	TRACK 1	TRACK 2	TRACK 3
8:30 - 10: 30 am	AJ Johnson-Fair Housing	Julie Moore Domestic Violence & Sexual Harassment	JP Pest Services Bed Bugs
10:30 -10:45 am	Break	Break	Break
10:45am-12:00 pm	AJ Johnson-Fair Housing	Julie Moore Domestic Violence & Sexual Harassment	JP Pest Services Bed Bugs
12:00 PM	Box Lunch	Box Lunch	Box Lunch

## KEYNOTE SPEAKER- WORKSHOP DESCRIPTIONS-TRAINERS

### Keynote Speaker: George Bald

#### **Biography: GEORGE M. BALD**

George Bald was elected Mayor of the City of Somersworth, NH, in 1978. He served three terms, leaving office in 1984. During this period, he was instrumental in the expansion of the Route 16 Industrial Park and the development of the Malley Farm Industrial Park.

After leaving Somersworth, he began the Economic Development department for the City of Rochester, NH. George directed efforts to retain existing companies and set up a program to attract new industries. He managed the development of the City's own Ten Rod Road Industrial Park and helped create a public/private development group to assist with the construction of a new industrial facility at the Granite State Industrial Park. From 1991-1993 George served as City Manager. From 1984-1995 Rochester gained over one million square feet of new manufacturing space and created 4,000 new manufacturing jobs.

George began his duties as Economic Development Director for the Pease Development Authority in August 1994. He assisted in the redevelopment of the old Pease Air Force Base into a world-class business park. In 1998, Governor Jeanne Shaheen appointed George Commissioner of the Department of Resources and Economic Development for the State of New Hampshire. Governor Jeanne Shaheen reappointed him in 2002. For his work in attracting Fraser Papers to purchase the bankrupt American Tissue mills, he was awarded honorary citizenship by the City of Berlin and the Town of Gorham.

He was appointed Executive Director of the Pease Development Authority in May 2004 before being asked to return as Commissioner of the Department of Resources & Economic Development by Governor John Lynch in April 2006.

George is a U.S. Navy veteran. He lives in Somersworth with his wife Candace Small. They have one son, Casey Bald.

### **Title: 8823 UPDATE /TAX CREDIT/RD & HUD UPDATE TRACK 1 9:00 am –4:45 pm-10/13-DAY 1**

**Trainer:** AJ Johnson is the president of A.J. Johnson Consulting Services, Inc., a full service real estate consulting firm specializing in due diligence and asset management issues, with a particular emphasis on properties utilizing the Low Income Housing Tax Credit. He conducts numerous seminars on housing-related issues including Fair Housing, Section 8, Tax Exempt Bonds, and the HOME Program. He is the author of “A Professional Property Manager’s Guide to the Low-Income Housing Tax Credit”, now in its 10<sup>th</sup> edition.

**Description:** Review and update of all the LIHTC changes, as well as an overview of the revised 8823 Guide, which is being released this September. Recent changes with occupancy compliance, unit physical standards, and many HUD updates will be discussed, including EIV system and its implications, and occupancy guidelines. RD updates will be discussed as well.

**Title: Emergency Planning-TRACK 2**  
**9-10:30 AM-DAY 1 -10/13**

**Trainer:** Sharlene McEachern- Realty Resources

**Description: Emergency Evacuation Planning Workshop**

**Presented by: Realty Resources Management**

Carol Couture, Site Manager

Sharlene McEachern, Property Manager

Many of us have experienced an ice storm or windstorm. Many managers have been awakened at 2:00 a.m. because of a burst pipe or fire. What can you do? Whom do you call? Where do you relocate the residents?

This workshop will teach you how to develop and implement an emergency evacuation plan that will be customized for your properties. The training will include procedures for emergencies in your building as well as for natural disaster.

Handouts will be available for both Family and Elderly properties.

**Title: Landlord/Tenant Issues-TRACK 2**  
**10:30-3:00 PM-DAY 1-10/13**

**Trainer:** Attorney Brian C. Shaughnessy is a partner in the Manchester law firm of Kazan, Shaughnessy, Kasten & McDonald. His area of specialties includes real estate law with an emphasis on issues relating to the landlord tenant relationship. Attorney Shaughnessy represents a number of housing authorities and owners of federally subsidized apartment complexes which requires a working knowledge of federal regulations, fair housing laws, requests for reasonable accommodation, and discrimination complaints filed with HUD and the NH Commission for Human Rights. Attorney Shaughnessy is a frequent lecturer at legal seminars on landlord tenant evictions, has testified before the New Hampshire legislature and argued cases before the New Hampshire Supreme Court on the issues of landlord tenant law and evictions. Attorney Shaughnessy graduated from Northeastern University with degrees in Political Science and Economics, and is a graduate of Boston University Law School.

**Description:**

An overview of NH Landlord Tenant Law: Leasing, House Rules, Evictions, etc.

**TOUR OF BALSAMS PLANT & DAM**  
**Environmental and Historical Heritage Facility**  
**3:15 – 4:45 pm DAY 1 -TRACK 2**

We at The BALSAMS Grand Resort Hotel take pride in our efforts to protect the environment and the historical heritage of this facility and the lands that make up this eighteen thousand acre complex. During the first oil shortages of the 1970's, heating oil was difficult, if not impossible, to get. As a result, the Tillotson Corporation, owner of The BALSAMS, elected to build a wood-burning furnace that would burn woodland waste products such as wood chips and sawdust. This unit produced steam to warm the Hotel complex guest rooms and public areas, heat food in the kitchen, and press and clean clothing and linen in the laundry. The low-pressure steam returning to the boiler room is run through a seven hundred KW turbine to produce electricity, instead of just venting the steam to the atmosphere.

The Hotel property watershed also makes up part of the headwaters to the Androscoggin and Connecticut Rivers. Efforts have been made on property to protect key areas through flood control projects. One key example is the earth dam that was built in 2003 to control runoff into the Mohawk River, which is a tributary of the Connecticut.

The Boiler Room Tour consists of a half hour walk through the boiler room complex where you will have a chance to look at how the woodland waste products are processed and see the equipment that converts that material into steam and electricity.

The Dam Tour is a one-mile round trip walk, which takes approximately one hour, on the access road to the dam site. There you will be able to view the various components that make up the flood control aspects of the complex.

**\*\*Note: For safety, no high heel shoes and skirts\*\***

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**DAY 2-10/14/09- TRACK 1**  
**8:30 am –12:00 pm**  
**FAIR HOUSING**

**Trainer:** AJ Johnson, President of AJ Johnson Consulting Services, Inc

**Description:** Extensive coverage of Fair Housing issues and compliance and the impact on and responsibility of housing managers. Ample time for questions will be afforded.

## **DAY 2-10/14/09- TRACK 2**

**8:30 am –12:00pm**

### **Title: Sexual Harassment & Domestic Violence**

**Trainer:** Julie A. Moore is the president of Employment Practices Group in North Andover, MA, a consulting practice she founded in 1998. As an attorney, she is admitted to practice law in Massachusetts and New Hampshire. She consults on employment law and human resources matters; conducts investigations into harassment and complaints of workplace misconduct; drafts policies, procedures and handbooks; and leads trainings and seminars on harassment, discrimination, diversity, and other workplace issues. She has published over 75 articles on these topics. She has been retained frequently and has testified in state courts in MA and NH as an expert witness on matters relating to internal investigations, sexual harassment, discrimination, the ADA, wrongful termination, reductions in force, and the FMLA. She also acts as a trainer and internal investigator for clients of Morgan, Lewis & Bockius LLP, a global firm with over 1,300 attorneys worldwide.

**Description:** Julie Moore is an attorney, practicing law in New Hampshire and Massachusetts, specializing in employment law and workplace rights. Julie will speak on the signs and symptoms of sexual harassment and domestic violence.

## **DAY 2-10/14/09- TRACK 3**

**8:30am-12:00 pm**

### **Title: “Bed Bugs”**

**Trainer: Joe Maguire & Gary Nielsen**

**Description: JP Pest Services -The Perfect Storm: Bed Bugs**

#### **Biographical Sketch For Joe Maguire**

Joe Maguire is the head of JP’s Bed Bug and Termite department. To date this is the only Bed Bug FREE certified bed bug program in New England. He specializes in residential multifamily housing and wood-destroying insects. He has attended many workshops and training sessions for both bed bugs and WDO’s (wood destroying organisms), including a trip to NJ as part of JP’s Bed Bug FREE certification. He is chief inspector for bed bugs and WDO’s and will be your first contact when either of these pests is suspected.

#### **Biographical Sketch For Gary Nielsen**

Gary Nielsen is a recent convert to structural pest management from forage and row crop IPM. He spent ten years working in alfalfa integrated pest management before moving to southern NH and accepting a position with JP Pest Services (formerly JP Chemical). Starting as a residential technician and then moving into the commercial realm, he learned structural pest control business from the ground up over the next five years. He has a PhD in botany and plant pathology (with a minor in entomology) and now serves as JP Pest Services’ Entomologist and Director of Training.

**Bed bug priority:** This past winter he spearheaded JP’s certification as a Bed Bug FREE company which made JP the first company in the nation to be certified by Bed Bug Central (a nationally recognized clearing house for objective, unbiased information about bed bugs run by Cooper Pest Solutions in NJ). In February, Gary and two colleagues traveled to NJ for a full day of classroom and hands-on field training. Bed Bug FREE’s goal is to truncate the start-up/learning curve many pest control experts experience with this pest and fast track the attainment of “state of the art” bed bug service. Bed Bug Central provides information on tested, approved, and recommended materials and technologies shortly after they emerge. In this way, Bed Bug FREE companies can provide the best bed bug service available anywhere in the nation.



**GRANITE STATE MANAGERS CONFERENCE  
REGISTRATION FORM  
OCTOBER 13-14, 2009**

**Mail payment and this registration form to:**

Granite State Managers Association  
PO BOX 6306  
Manchester, NH 03108

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Registration deadline: September 30, 2009 Cancellations after this date, 50% refund

**Cost for GSMA members:**

October 13<sup>th</sup> & 14<sup>th</sup> \$150.00  
One day only \$75.00

**Non-GSMA members:**

\$350.00  
\$175.00

**PLEASE PRINT OR TYPE:** (MAKE ADDITIONAL COPIES FOR EACH PERSON ATTENDING)

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Organization/Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**Please check the TRACK you expect to attend:**

**Tuesday, October 13<sup>th</sup>**

- Track 1 Morning Session: 8823/RD/HUD update
- Track 2 Morning Session: Emergency Planning & NH Tenant Law
- Track 1 Afternoon Session: 8823/RD/HUD update
- Track 2 Afternoon Session: Continuance of NH Tenant Law & Tour

**Wednesday, October 14<sup>th</sup>**

- Track 1: Fair Housing
- Track 2: Domestic Violence & Sexual Harassment
- Track 3: Bed Bugs

AMOUNT DUE: \$ \_\_\_\_\_

**\*\*NOTE: You must also make room reservations with The Balsams Grand Resort Hotel. This is very important, as meals during the conference are included with the hotel accommodations. \*\***

