



CAI CONFERENCE
& EXPO 2025



PROGRAM **GUIDE**

MARCH 7-8TH, 2025

Walter E. Washington Convention Center



BUILDING THE FUTURE: **INNOVATION BRICK BY BRICK**

WASHINGTON METROPOLITAN
CHAPTER
community
ASSOCIATIONS INSTITUTE

With Education Partners
Central Virginia Chapter
Chesapeake Region Chapter

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WELCOME LETTER

On behalf of the Washington Metropolitan Chapter of the Community Association Institute's (WMCCAI) Board of Directors, staff, council chairs, committee chairs, and countless volunteers who work to make this and all events a success, I welcome you to the 2025 WMCCAI Conference & Expo. Our theme this year is:

BUILDING THE FUTURE – INNOVATION BRICK BY BRICK.



This year's Conference & Expo (C&E) promises to be an enriching experience with two days of topnotch education, networking opportunities, and the foremost and largest trade show for the community association industry. We are again joined by our Education Partners, the Chesapeake Chapter, and the Central Virginia Chapter of CAI.

For 2025, we have a robust Expo Hall with 213 distinguished exhibiting companies, and interactive Pavilions to connect you with the Chapter and affiliated organizations. We have a lounge for our Annual Chapter Partners, an Allied Organizations Pavilion, and a Chapter booth for you to learn more about getting involved. For those who find themselves torn between attending sessions and visiting the booths in the Expo Hall, you do not have to choose! All education sessions will again be recorded, and everyone who attends on Saturday will get thirty (30) days of free access to those recordings!

This year, the Expo Hall will again close at 2:45 pm – I would encourage you to participate in our traffic builder game and turn your completed game board into the Chapter booth to be eligible for the grand prize drawing that will take place as the Expo Hall closes. And yes, you must be present to win!

This event would not have been possible without the support of our Chapter's Partners and Sponsors, and WMCCAI extends our appreciation for your continued support of our organization and its goals.

This event requires tremendous commitment of time and talent from our volunteers. While there are too many to list individually, I would like to extend my appreciation to the 2025 Conference and Expo Committee led by Co-Chairs Erik Fox, Esq., Rees Broome, PC, Jan Moshinsky, CMCA, AMS, PCAM, First ServiceResidential, AAMC and Dan Blom,

Chadwick Washington, Moriarty, Elmore & Bunn, PC. I would also like to extend our appreciation to our Education Committee, led by Co-Chairs Donna Aker, CMCA, AMS, PCAM, Sequoia Management Corporation, AAMC, and Chad Rinard, Esq., Whiteford; and Education Council Chair, Todd El-Taher, EBP, Hann and Hann Construction Services LLC.

I would be remiss if I did not take the time to give a huge thank you to our chapter Executive Director Renee Kayal and to the amazing Chapter team for their creativity, dedication, and passion for creating the best event and experience possible for our exhibitors, speakers, and attendees.

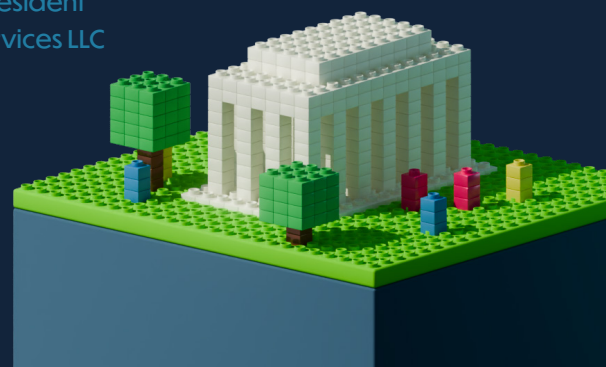
Whether you are a seasoned professional or a new member of your community's Board of Directors, this year's C&E offers something for everyone.

Throughout the conference, you will have the opportunity to engage with industry experts, participate in exceptional education sessions, and explore a diverse range of exhibitors showcasing cutting edge products and services for your communities.

This event embodies the Chapter Mission of educating, empowering and connecting our members! Thank you for being an active participant!

CHRISTA M. BRADY, AMS, PCAM, CIRMS

2025 WMCCAI President
USI Insurance Services LLC



WMCCAI LEADERSHIP

Executive Committee



CHRISTA BRADY
AMS, PCAM, CIRMS
PRESIDENT
USI Insurance Services, LLC



SARA ROSS, ESQ.
IMMEDIATE PAST PRESIDENT
Chadwick, Washington, Moriarty, Elmore & Bunn



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KEVIN KERNAN, ESQ.
Whiteford, Taylor, & Preston, LLP



EKOKE TAMBE
AMS, PCAM
Potomac Place Condominium



WENDY SMITH
CMCA, AMS, PCAM
CFM Management Services



JON STEHLE
City of Fairfax Council



STANLEY REID

Council Chairs



TODD EL-TAHER
EDUCATION COUNCIL CHAIR



CRISHANA LORITSCH
CMCA, AMS, PCAM
COMMUNICATIONS COUNCIL CHAIR

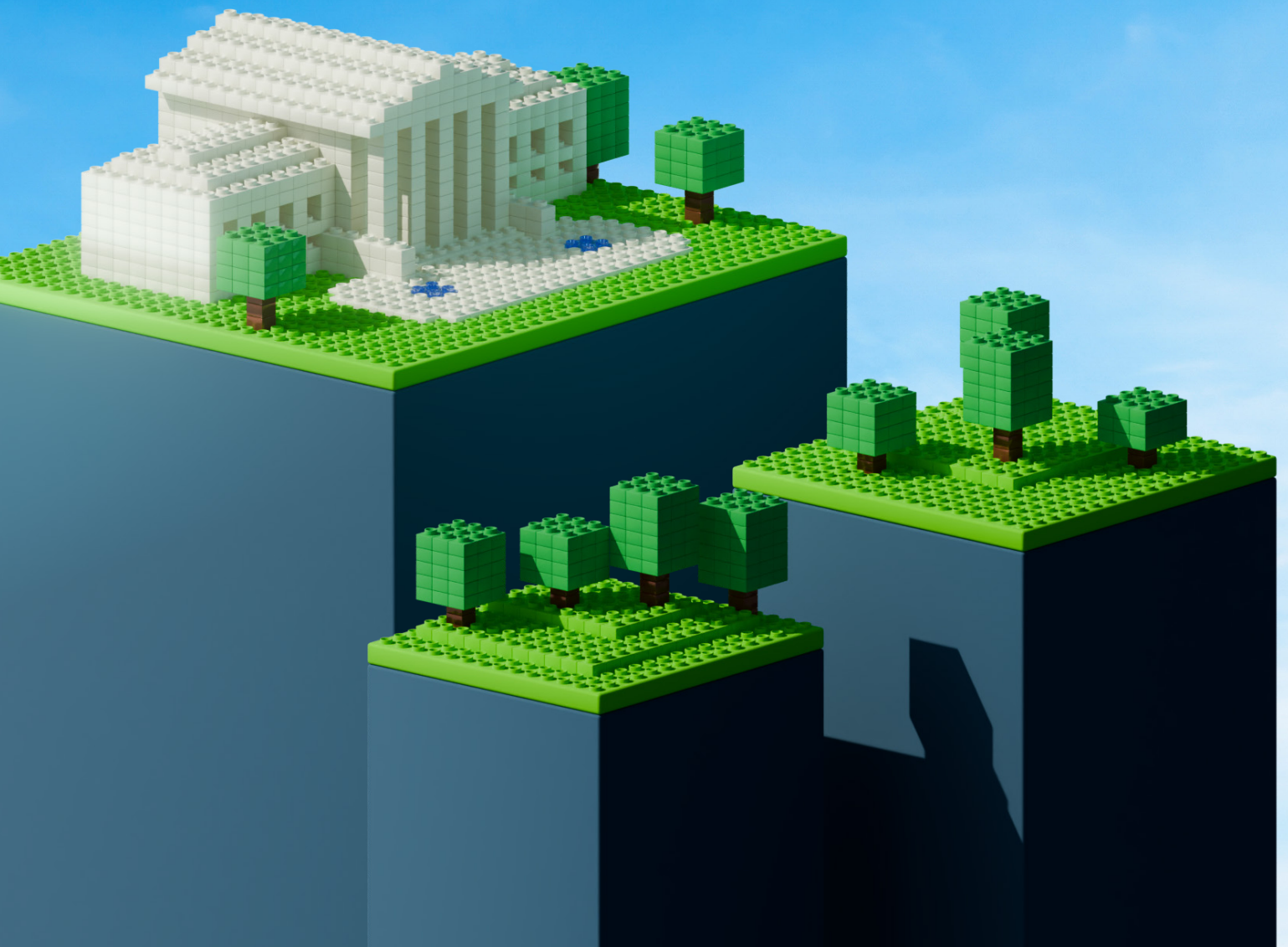


TIAGO BEZERRA, ESQ.
LEGISLATIVE COUNCIL CHAIR



APRIL MEZA
CMCA, AMS, PCAM
MEMBER SERVICES COUNCIL CHAIR

GENERAL INFORMATION



THINGS YOU NEED TO KNOW



INFORMATION

Chapter members and staff will be available all day to answer questions at the Information Booth in Hall C. You will find the Information Booth near the escalator. In addition, please be sure to visit the WMCCAI Lounge in the exhibit hall where you can find information about upcoming programs and review our numerous publications.



BADGES

Badges serve as authorization for admission to all areas of the event including the Expo Hall and Education Neighborhoods. Badges must be always worn. Attendees without badges will not be admitted to the exhibit hall or education sessions. Badge Reprints are \$10.



MAPS

Exhibitor Floor map can be found in this guide on page 8. Friday Education Session rooms can be found on page 9.



EXPO HALL

A wide spectrum of industry service and product suppliers and professional consultants will be available in Exhibit Hall C, from 8:00 a.m. – 2:45 p.m. Take this opportunity to find out what's new and preview innovative products and services available to your association. A list of exhibitors is included in this program book beginning on page 11. You can look up exhibitors alphabetically, by category or by booth number. Full company descriptions are included online. All attendees are encouraged to visit with exhibitors to find out about their services for your association.



RESTROOMS

Restrooms are conveniently located in Exhibit Hall C.



SPEAKER & CONFERENCE EVALUATIONS

Each registrant should take a few minutes to complete education session evaluations. Education session surveys will be available via QR code in each of the classrooms, and surveys will be sent to attendees via email.



MEDICAL ASSISTANCE

If you are in need of medical assistance while at the conference, please visit the first aid office on the Expo Hall floor behind near Aisle 100.



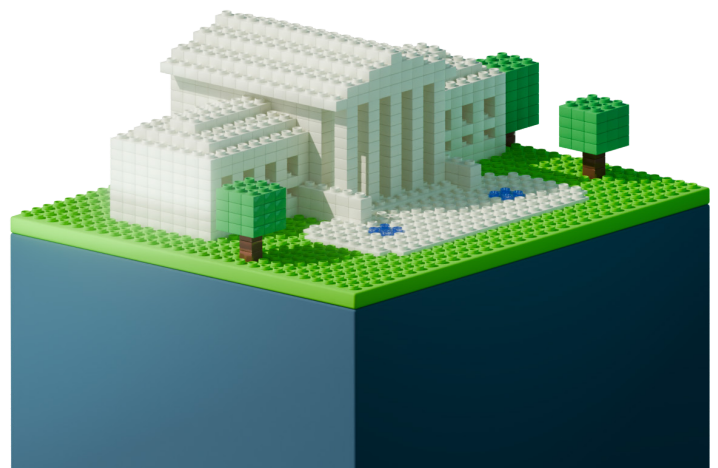
LUNCH

Lunch stations will be set up in Exhibit Hall C. Food and beverages will be available from 11 a.m. – 2 p.m., or while supplies last.



SMOKING

As a reminder, smoking is not allowed in the convention center.



SCHEDULE AT A GLANCE

DAY 1

March 7

REGISTRATION OPEN

11:30 AM – 5:00 PM

EDUCATION SESSION ONE

12:30 PM – 2:00 PM

Insurance Gone Wrong – How to Lose Your Insurance in 10 Days (Room 150AB)

Creating a Budget Driven by Building Design, Not Owner Desires (Room 151AB)

To Make an Impact, Ask Your Owners First (Room 147AB)

EDUCATION SESSION TWO

2:30 PM – 4:00 PM

Managing Casualty Loss and Insurance Claims (Room 150AB)

You Said What? Handling, In the Moment, Interruptions, Disruptions and Other Heated Discussions that Delay the Conduct of Business at Association Meetings (Room 150AB)

Where Did the Time Fly To? Proper Planning for MEP Capital Projects (Room 147AB)

DAY 2

March 8

REGISTRATION OPEN

9:00 AM – 3:30 PM

EXPO HALL OPEN

8:00 AM – 2:45 PM

EDUCATION SESSION ONE

9:00 AM – 10:00 AM

DC Legislative Update (Room #1)

Loan vs. Assessment – Supplementing Reserve Funds for Large Scale Projects (Room #2)

Wheel of Misfortune – Navigating Common Condo Calamities (Room #3)

EDUCATION SESSION TWO

11:00 AM – 12:00 PM

Maryland Legislative Update (Room #1)

Animal Questions Game Show – Fair Housing Edition (Room #2)

Designing for Failure – The Art of Deconversion (Room #3)

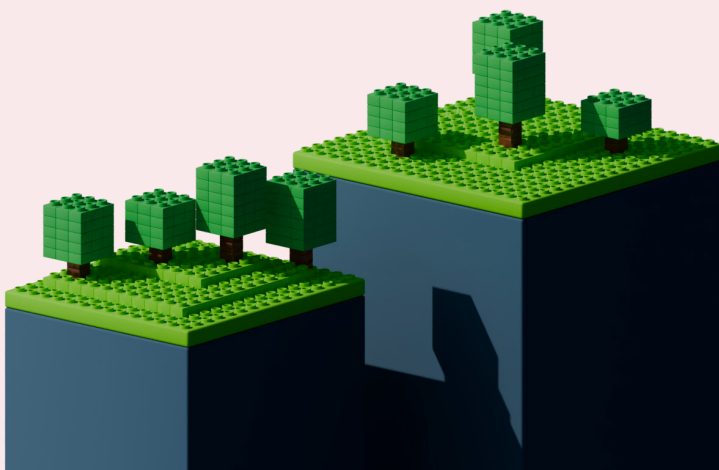
EDUCATION SESSION THREE

1:00 PM – 2:00 PM

Virginia Legislative Update (Room #1)

Benchmarking and BEPS in DC & MD: Overview, Extended Deadline Pathway & Incentives (Room #2)

Community Association of the Year: Best Practices (Room #3)

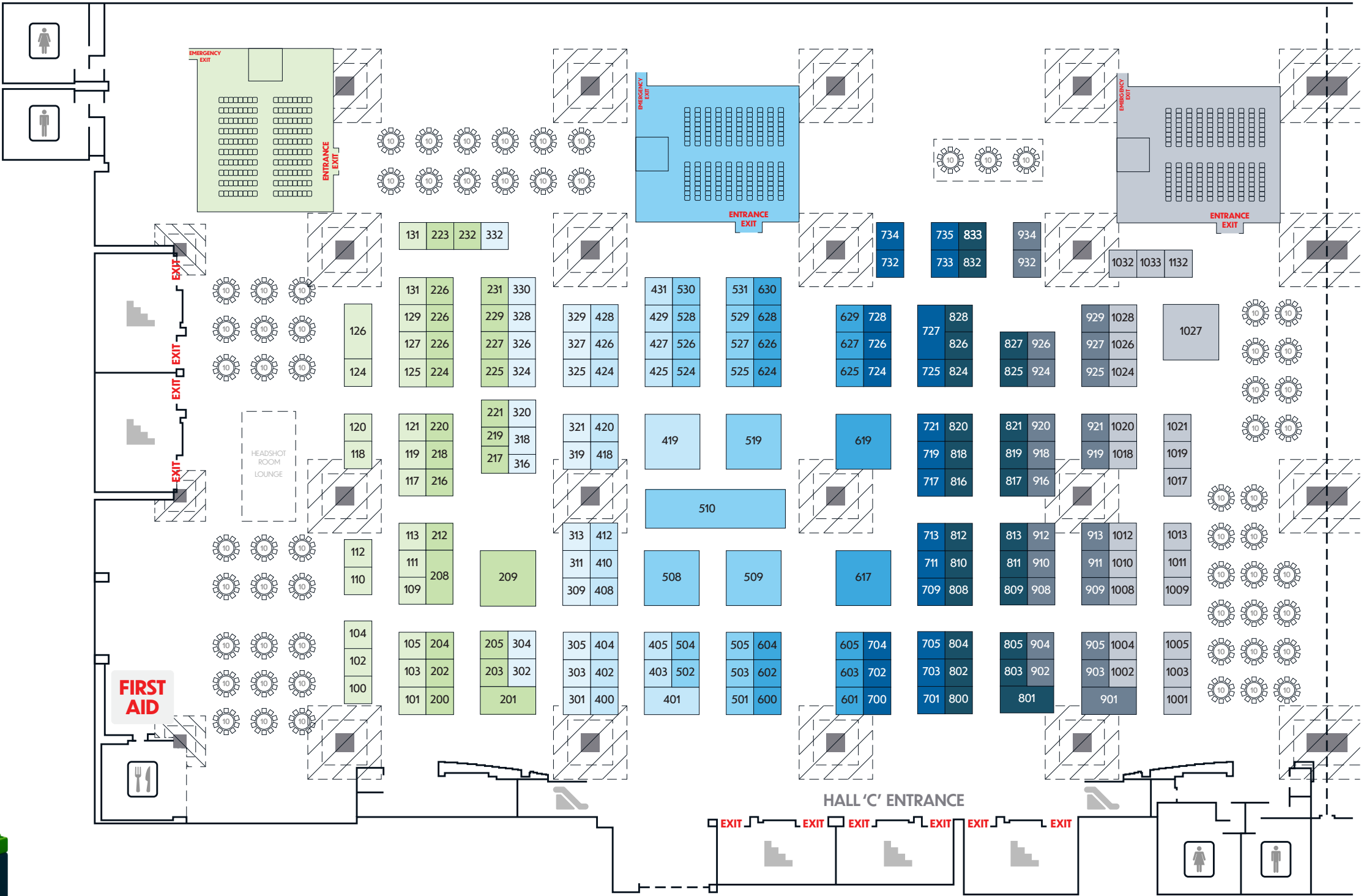
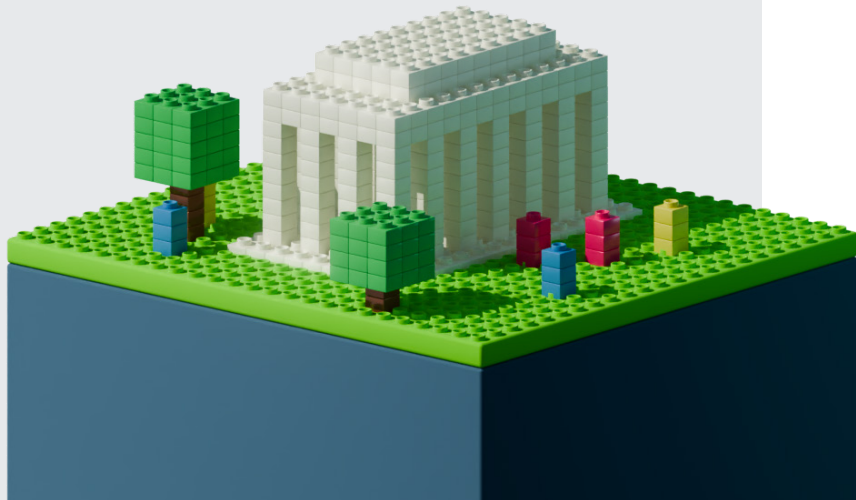


MAP & FLOORPLANS

Exhibitor Show Floor

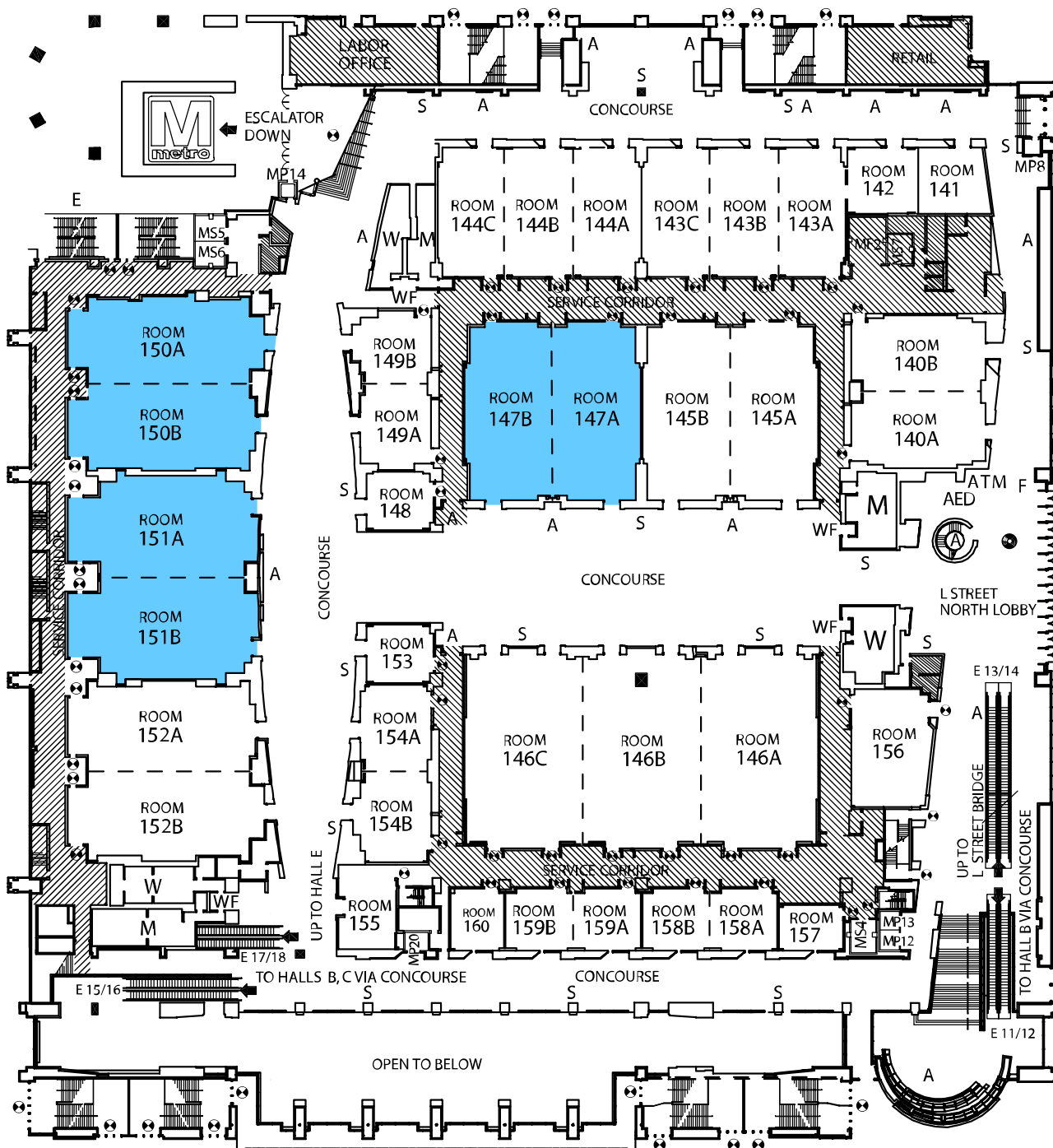
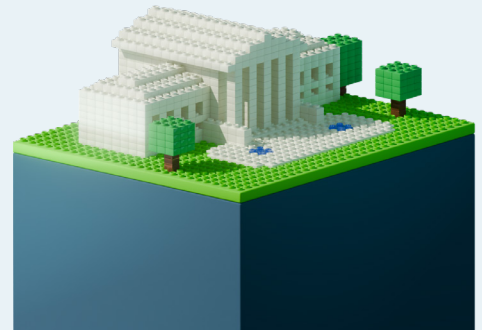
You can network with colleagues, make new business connections, and learn without leaving the Expo Hall, open on Saturday, March 8th. Three Education Rooms are built on the perimeter of the Expo for Saturday Education Sessions.

- 100'S BOOTHS
- 200'S BOOTHS
- 300'S BOOTHS
- 400'S BOOTHS
- 500'S BOOTHS
- 600'S BOOTHS
- 700'S BOOTHS
- 800'S BOOTHS
- 900'S BOOTHS
- 1000'S BOOTHS

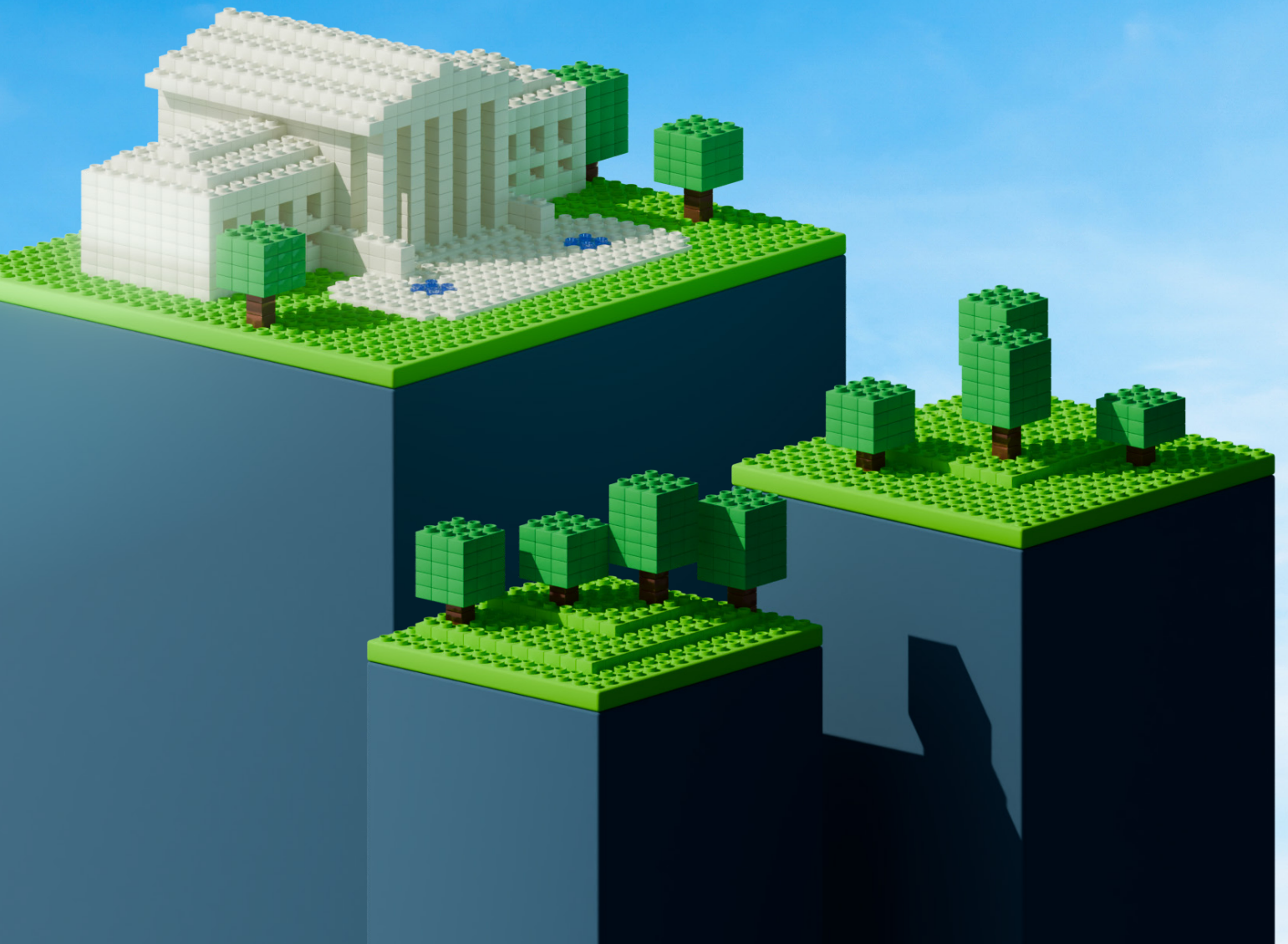


Friday Session Locations

This year's educational offerings aim to inspire and equip attendees with the tools to shape tomorrow's world. These sessions emphasize the importance of building a strong foundation brick by brick. Friday Education Sessions will be held in the Level 1 Meeting Rooms, located in the Convention Center Middle Building, accessible on the ground floor.



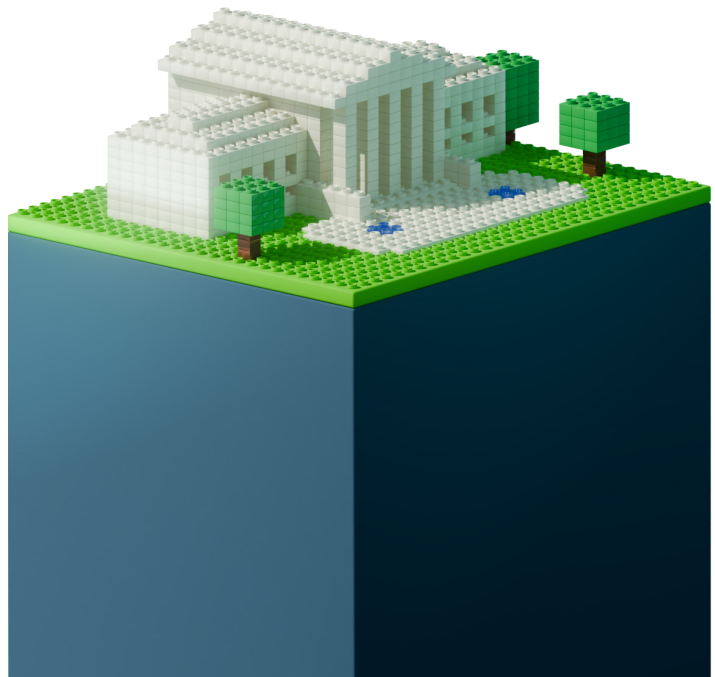
EXHIBITORS



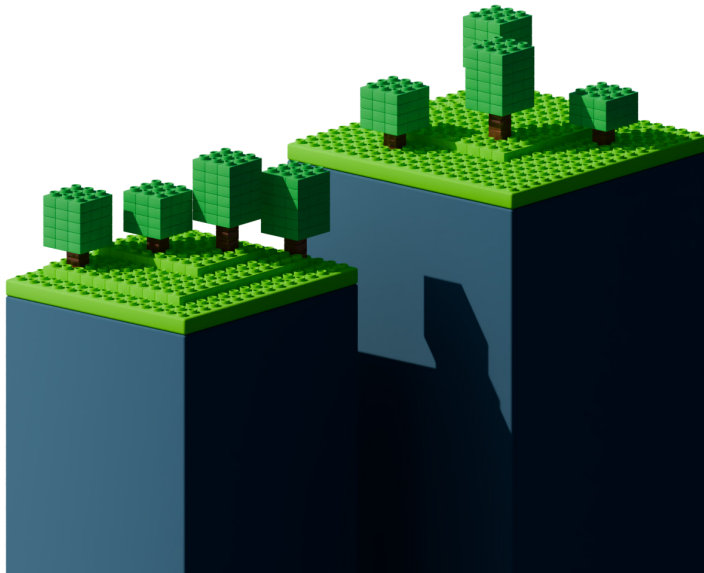
EXHIBITOR LIST

Exhibitor	Booth
ABSOLUTE TREE SERVICE, INC. Ashley Davis adavis@absolutetreeserviceinc.com Absolute Tree has served Northern Virginia for 25 years, offering expert arborist services. From tree removal to trimming and maintenance, our skilled team ensures tree health and safety. Trust us for reliable, professional care to keep your landscape thriving. Grow Roots with Us.	133
ALL CLEAN BUILDINGS LLC Cecilia Elmadi celmadi@allcleanbuildings.com	916
ALL RECREATION OF VIRGINIA Kristina Moineau kristina@allrec.com	220
ALLIANCE ASSOCIATION BANK Beth Brittingham beth.e.brittingham@allianceassociationbank.com	821
AMERICAN DISPOSAL SERVICES Kimberlee Bowle kbowles@adsimail.com	1011
AMERICAN PEST LARRY Edmonds ledmonds@Americanpest.net	129
ANVA Ashley Leslie aleslie@anva.com ANVA offers a secure, cloud-based platform for law firms in litigation, collections, enforcement, and general practice within the HOA/POA/Condo industry. Simplifying document management, calendars, and task tracking, ANVA provides real-time dashboards for improved efficiency and financial visibility. Visit www.anva.com to learn more about our tailored solutions.	1032
APC HOSPITALITY, LLC Cory Haynes chaynes@apchospitality.com APC's exceptional staff embodies The APC WAY, offering a best-in-class approach to every relationship and challenge. Our unique blend of outstanding service, cutting-edge technology, professional management, and logistical expertise elevates our industry to an art form. Experience the APC difference with unparalleled dedication and excellence.	1033

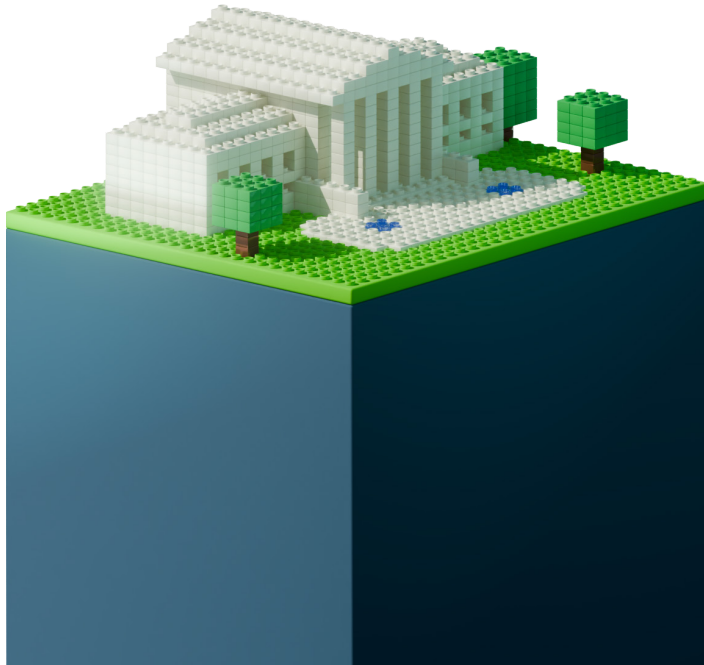
Exhibitor	Booth
AROCON ROOFING Adam Nefferdorf Adam.Nefferdorf@aroconllc.com AROCON Roofing & Construction, established in 2008, specializes in roofing, siding, windows, and gutters. Serving Maryland, Delaware, DC, and Northern Virginia, we are proud to be an Owens Corning Platinum Preferred Contractor and a GAF Master Elite Contractor, committed to delivering exceptional service and top-quality products for residential and commercial clients.	724
ARTISTIC LANDSCAPING, INC. Rajah Rose Rajah@artisticlandscaping.com Founded in 2003 by Lawrence Pat Shanahan, Artistic Landscaping Inc. began with one truck and a mission to offer excellent landscaping services in Prince George's County, MD. Through hard work, faith, and a commitment to superior service, we've grown into a respected, full-service landscaping firm serving Maryland, DC, and Virginia.	721
ASAP FIREWATCH Christopher Sequinot csequinot@asapfirewatch.com	208
ASSOCIA CMC Jaime Valentine jvalentine@cmc-management.com	604



Exhibitor	Booth	Exhibitor	Booth
ASSOCIA-COMSOURCE MANAGEMENT, INC. Gary Simon gsimon@comsource.com <p>Since 1972, Comsource has been a trusted leader in community management, serving HOAs, condominiums, and cooperatives. With over 35,000 units in our portfolio, we offer expert property supervision, maintenance, renovation planning, and green technology installations. Our experience and professionalism ensure exceptional management for every community.</p>	427	AVANZA LANDSCAPING Noe Loarca noe@avanzalandscape.com <p>Avanza Landscaping is a full-service landscaping company specializing in grounds maintenance, landscape design, installation, and snow removal for HOA and condominium communities. We prioritize reliability, communication, and quality, offering tailored services to ensure pristine properties year-round. From lawn care to hardscaping, we focus on sustainability and long-term value.</p>	232
ASSOCIATION BRIDGE, INC Thomas Willis tom@associationbridge.com	1028	AVIDXCHANGE Sarah Novak snovak@avidxchange.com <p>AvidXchange is a trusted, leading provider of accounts payable (AP) automation software and payment solutions for middle market businesses and their suppliers.</p>	624
ASSOCIATION PRIME Melissa Spatafora m spatofora@associationprime.com	309		
ASSOCIATION RESERVES Mark Bradley MBradley@ReserveStudy.com <p>Since 1995, Association Reserves has been providing Reserve Studies in the Mid-Atlantic. With offices in Maryland and Virginia, we serve high-rises, townhomes, single-family homes, and resort properties. Our expertise helps associations plan for the future across Virginia, Maryland, Delaware, and Washington D.C.</p>	812	AXELA Luis Gonzales Luis@axela-tech.com <p>Axela Technologies is a collections technology platform that specializes in helping community associations recover delinquent assessments. Through the automation of much of the standardized collections process, the Axela platform reduces the cost of outreach and engagement. Axela leverages a multi-channel, digital-first approach to collections, providing transparency and efficiency for all stakeholders. To learn more about Axela, visit axela-tech.com.</p>	1012
ATLAS GLOBAL ADVISORS Courtney Senior marketing@atlasglobaladvisors.com <p>Atlas Global Advisors, with 25+ years of experience, is a leading technology and managed service provider for the real estate industry. We specialize in strategy, implementation, and optimization of operational technology solutions, helping clients build scalable, flexible platforms and future-proof ecosystems that maximize profitability and reduce risk.</p>	218	AXOS BANK Amanda Walker Amanda.Walker@axosbank.com	531
		BANKUNITED Joshua Gelb jgelb@bankunited.com <p>BankUnited's suite of property management specific solutions along with our industry experts ensure we have a strong command of the rapidly changing market. Our team remains dedicated to keeping an eco-system of best-in-class service providers so our clients can grow and increase revenue while reducing overhead expenses.</p>	120
		BARKAN MANAGEMENT Michael Feltenberger mfeltenberger@barkanco.com	605
		BARTLETT TREE EXPERTS Todd Hagadone thagadone@bartlett.com <p>Bartlett Tree Experts was founded in 1907 by Francis A. Bartlett and is the world's leading scientific tree and shrub care company. From its over 100 offices worldwide, Bartlett helps both residential and commercial customers maintain beautiful, healthy trees. In addition, as a government contractor, we offer efitive bids and provide quality tree service with timely implementation.</p>	725

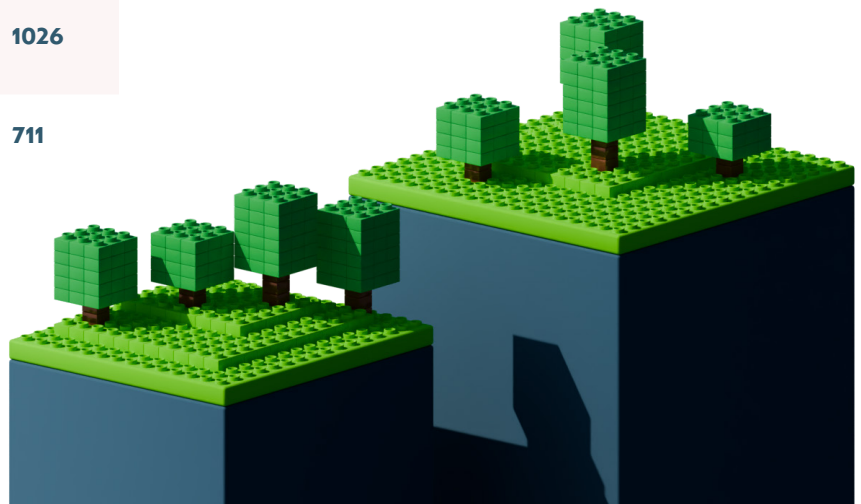


Exhibitor	Booth
BECHT ENGINEERING BT, INC. James Anderson janderson@bechtbt.com Becht Engineering BT, Inc. offers a wide range of services, including capital reserve services, roof consulting, building envelope engineering, MEP&FP engineering, forensic investigations, and project management. With 60 years of experience, our multi-disciplined team, licensed in 18 states, provides solutions for residential properties, including condominiums, townhouses, and single-family homes.	1009
BOLANA ENTERPRISES, INC. Valarie Dock vdock@bolanainc.com Bolana Enterprises offers janitorial and concierge services to businesses, residential communities, and institutions, ensuring clean, safe, and well-managed spaces. We provide customized cleaning solutions and elevate experiences with exceptional concierge services. Our partnership-driven approach tailors programs to meet your unique needs, delivering high-quality, detail-oriented solutions.	229
BLISS PRODUCTS Kristen George Kristen@blissproducts.com	231
BRIGHT BINS Ryan Miller ryan@mypainterco.com	113
BRIGHTVIEW LANDSCAPE SERVICES Jared McDade Jared.McDade@brightview.com BrightView Landscape ServicesThe Nation's best full-service commercial landscape provider. Landscape Maintenance, Snow Removal, In-House Irrigation Management, In-House Arbor Care, Design Services	104



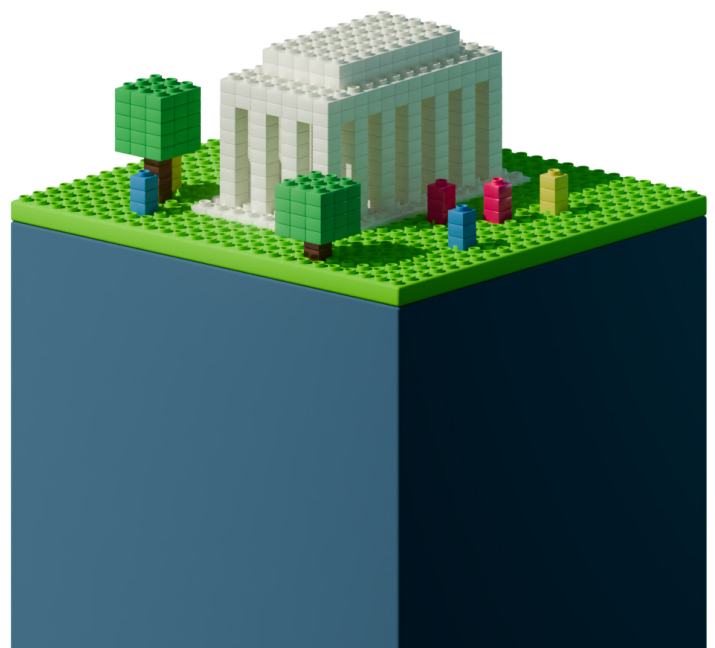
Exhibitor	Booth
BROTHERS PAVING & CONCRETE Ashley Gonzalez salessupport@brotherspaving.com	619
BUILDING ENVELOPE CONSULTANTS & SCIENTISTS KJ Rodgers kj.rodgers@wearebecs.com BECS specializes in fixing building envelope issues with a unique blend of art and science. Our team of engineers, architects, and consultants use advanced equipment and expertise to assess, test, and address lex problems. We offer tailored maintenance, repair, and stabilization programs for new, existing, and historic buildings.	219
BUILDING RESERVES Mike McDevitt mmcdevitt@buildingreserves.com	921
BUILDINGLINK Patricia Jones patricia@buildinglink.com BuildingLink has been the industry's most trusted property management software for 25 years. Serving community managers, developers, and boards globally, we enhance resident experiences by streamlining communication, maintenance, and operations. With personalized training, seamless implementation, and extraordinary support, BuildingLink equips your staff and residents with the tools to thrive in 2025!	200
C & C COMPLETE SERVICES Rikki Schneider rschneider@cnc completeservices.com	509
CALDWELL & GREGORY David Dinnie ddinnie@caldwellandgregory.com	302
CAMICB Virginia Pierce vpierce@camicb.org	929
CAPITAL BANK Daniel Selzer dselzer@capitalbankmd.com	705
CAPITOL BOILER WORKS Brian Rudolph brudolph@capitolboilerworks.com	617
CARLSON STRUCTURAL ENGINEERING, INC. Christopher Carlson ccarlson@yourstructurepros.com	530
CCA FLOORS & INTERIORS Brian Moran bmoran@ccafloors.com	903
CERTAPRO PAINTERS OF ARLINGTON Yeong-min Choi ychoi@certapro.com	311

Exhibitor	Booth	Exhibitor	Booth
CERTAPRO PRINCE-WILLIAM & FAIRFAX Mitch Carreiro mitch.carreiro@certapro.com CertaPro Painters of Prince William & Fairfax, in partnership with Sherwin Williams, offers commercial, residential, and industrial painting services throughout Northern Virginia and the DC Metro Area. We specialize in diverse projects including multi-families, HOAs, schools, and light industrial facilities. Together with Sherwin Williams, we provide top-quality paint products and expert solutions for property managers.	1008	CONDOVOTER Oshadhi Herman oshadhi@condovoter.com	1003
CHESAPEAKE FINISHING Patrick Bell pbell@cfinish.com	112	CONSTRUCTION SYSTEMS GROUP, INC. Melanie Martin accounting@csgengineer.com	230
CINC SYSTEMS Juliana Cifuentes juliana.cifuentes@cincsystems.com	121	CONTINENTAL POOLS, LLC Dejan Milenkovic dmilenkov@continentalpools.com Continental Pools, LLC is a leading provider of commercial pool management, maintenance, and staffing in the Mid-Atlantic. We specialize in lifeguard staffing, pool operations, equipment maintenance, and regulatory liance for apartment lexes, HOAs, country clubs, and recreational facilities. Committed to safety, reliability, and customer satisfaction, we ensure worry-free aquatic experiences.	1010
CLEAN ADVANTAGE CORPORATION Shelby Street shelbyg@cleanadv.com	734	COPS ON DOODY Dave Jensen djensen@copsondoody.com	627
CLEAT DESIGN + BUILD Dominique Danielle ddanielle@cleatdb.com	114	CORECOM COMMERCIAL PAINTING Sean Ouellette souellette@corecomcommercial.com	819
CLIPPERS LANDSCAPE Christy Williams cwilliams48@aspengrovelc.com	110	CORPORATE CLEANING SOLUTIONS Giancarlo Montero Robles gmontero@thecorporategroupllc.com	1002
COMMERCIAL WATERPROOFING, INC. James Ninteman tammi@cw-inc.net	908	CRITERION INC Robert Donovan robert@criterionrepair.com Outdoor patio & lawn furniture repair & restoration for residential & commercial including slings, vinyl strap, powder coating, welding, sandblasting.	100
COMMONAREA FINANCIAL Emily Shure emily@commonareafinancial.com	224	DESKA Brian Deska brian@deskaservices.com DESKA is a licensed professional specialty structural contractor. Our range of services includes structural repair, foundation repair, waterproofing, and polyurethane grouting.	126
COMMUNITY ASSOCIATION UNDERWRITERS Mike Romano mromano@cauinsure.com Community Association Underwriters provides creative insurance solutions strictly to community associations.	926		
COMMUNITY LANDSCAPE SERVICES Thomas Winter twinter@community-landscape.com	735		
COMMUNITY RISK ADVISORS Allen Hudson allen@communityriskadvisors.com	1026		
COMPLETE LANDSCAPING SERVICE Katherine Kane katherine@completelandscapingservice.com	711		



Exhibitor	Booth
DISTRICT CLEAN LLC Scott Purpura scott@district-clean.com	105
DMA RESERVES Melissa Culley maculley@dmareserves.com DMA leads in Capital Reserve Analysis with NAVIGATOR™, the industry's top ongoing reserve management tool. Our experts help you manage reserves through collaborative working sessions, client reviews, and extensive databases for informed decision-making. Visit us to learn more, or call Missy at 804-644-6404 for a demo!	728
DOMINION PAVING & SEALING John Nakovich John.Nakovich@dompave.com	410
DOODYCALLS Hazael Pareja hpareja@doodycalls.com	1027
DOWN TO EARTH LANDSCAPING, INC Chris Merkler Cmerkler@DownToEarthLandscaping.com Down To Earth Landscaping, Inc., a full service landscape contracting firm currently in its 39th year of quality service. We deal in all aspects of the landscape industry including Landscape Maintenance, Design Build Services, Snow Management, as well as Irrigation Maintenance and Installation. We are committed to building long term relationships the will enhance your community.	303
DYNAMIC DRAIN TECHNOLOGIES Matt Schreiber matt@dynamicdrain.net	703
ECOTEK POWERWASH Matthew Moore admin@ecoteksoftwash.com	827
ELECTRONIC SECURITY SERVICES Whitney Catterton cattertonw@essi-security.com For over 44 years, ESSI has been the trusted security partner for property managers and condo associations in the D.C. metro area. We offer cutting-edge access control, video surveillance, gate automation, and more. Our rehensive services include design, installation, maintenance, and 24/7 support to ensure seamless property security management.	805
EPIPE - PIPE RESTORATION INC. Johanna Guerra jguerra@whyrepipe.com ePIPE® offers a patented, noninvasive pipe restoration solution for leaks, corrosion, and lead leaching in existing systems. Using an NSF/ANSI 61-approved epoxy barrier, ePIPE cleans and seals pipes from within, providing a durable alternative to traditional repiping. With 25+ years of experience, ePIPE minimizes disruption and restores service quickly. The LeadSmart™ plan further protects health and ensures regulatory liance.	1020

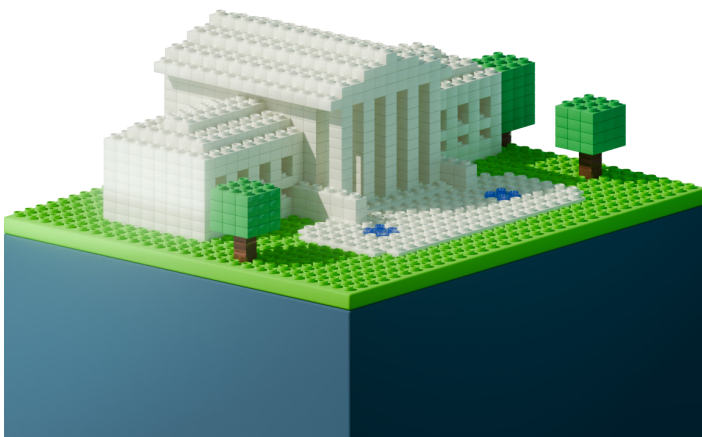
Exhibitor	Booth
ETC, INC Melinda Maronic mmaronic@aol.com ETC is an independent engineering consulting firm serving Virginia and Maryland, specializing in water intrusion, deterioration, and construction defects. Since 1982, we've earned a reputation for integrity and expertise in building envelope restoration, structural defects, and mechanical systems. Trust ETC for unbiased, professional advice and successful solutions.	701
EUNIFY Sarah Sukta ssukta@eunify.net eUnify offers an all-in-one HOA software that empowers managers, board members, and community members to engage with their community. With automated accounting, customizable portals, and a variety of management tools, eUnify streamlines operations, enhancing user experiences and optimizing HOA management efficiency.	204
EXTERIOR MEDICS Gabriela Torres Gabriela.torres@exteriormedics.com	209
FELLNER LEGAL SERVICES, LLC Brian Fellner bfellner@flslawyer.com	216
FINLEY ASPHALT & CONCRETE Katie Gibson Katie@finleyasphalt.com With 60 years in the Mid-Atlantic, Finley Asphalt and Concrete has earned a reputation for excellence in asphalt, concrete, and related services. Our expertise covers paving, repairs, milling, excavation, seal coating, and more. We have offices in Manassas, Richmond, and Hampton, ensuring top-notch service across Virginia.	801



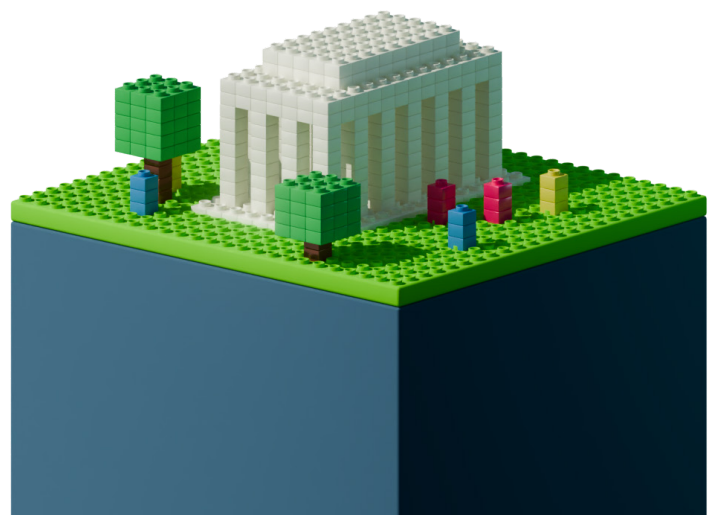
Exhibitor	Booth	Exhibitor	Booth
FIRST CENTURY BANK Ken Pizzico Ken.pizzico@myfcbusa.com <p>First Century Bank knows that the needs of community associations are unique. That is why we specialize in offering a suite of products and services designed just for you. From lockbox and remote deposit services to online payments, dedicated customer service, competitive pricing and lending solutions, we have what you need. If you're ready to make things easier, contact Ken Pizzico at Ken.Pizzico@myfcbusa.com.</p>	526	GLOBAL STRATEGIC Jordan Pearson Jordan.Pearson@GlobalStrategic.com	1019
FIRST CITIZENS BANK Carol Shenk carol.shenk@firstcitizens.com	932	GOLDKLANG GROUP CPAS, PC Laura Monahan lmonahan@ggroupcpas.com	813
FIRST ONSITE Max Lee max.lee@firstonsite.com	818	GREENSWEEP LLC Lisa Greenwell lisa@greensweepllc.com <p>GreenSweep LLC is a full-service landscaping firm serving commercial properties in the DC/MD/VA area. Specializing in grounds care, enhancements, and design/build projects, we prioritize honesty, quality, and accountability. With over 750 properties serviced, our responsive team ensures exceptional service, helping clients achieve their landscape goals year-round.</p>	828
FIRSTSERVICE RESIDENTIAL Ariel Broderick ariel.broderick@fsresidential.com <p>With a combination of deep industry experience, local market expertise and personalized attention, FirstService Residential delivers exceptional service and solutions that enhance the value of every property and the life of every resident.</p>	601	GUARD ARMED SECURITY G.A.S,LLC Ninoslav Mladenovic info@guardarmedsecurity.com <p>Guard Armed Security is a trusted provider of professional security services in the DMV area. We offer armed, unarmed, and vehicle patrol security tailored to meet client needs. Our licensed officers are trained to handle high-risk situations, provide visible deterrents, and ensure the safety of individuals, businesses, and properties.</p>	925
FLETCHER CONSULTING Kristi Fletcher kristi@fletcherdc.com <p>Fletcher Consulting is a boutique construction project management and real estate advisory firm in the DC Metro area. Specializing in managing large capital improvement projects for residential associations, we focus on risk mitigation, renovations, master plans, reserve studies, feasibility studies, and BEPs liance, acting as trusted advisors and owners' representatives.</p>	717	HADSELL SUN & SHADE, LLC Doug Hadsell doughadsellsunshade@verizon.net <p>Hadsell Sun & Shade provides pool furniture and shade. Common area site furnishings and banquet seating for the clubhouse. FREE 3D design layout. From start to finish, coordination of all manufacturers, deliveries and set up installation for a ready to use condition. Contact us at 703-327-3344</p>	227
FOUR TWELVE ROOFING Sam E Frank Sam@fourtwelveroofing.com <p>We are North America's largest roofing and waterproofing manufacturer. More homes and businesses in the U.S. are protected by a GAF roof than by any other product. We are the leading roofing manufacturer in North America, with plants strategically located across the U.S. As a Standard Industries Company, GAF is part of the largest roofing and waterproofing business in the world.</p>	118	HANN AND HANN CONSTRUCTION SERVICES Todd El-Taher tel-taher@hannandhann.com	508
FRONTSTEPS Emily Wigdale ewigdale@frontsteps.com	117	HELLO GARAGE OF NORTHERN VIRGINIA Brian Canterbury brian.canterbury@hellogarage.com	1018
GETQUORUM Mark Dipinto mark@getquorum.com <p>GetQuorum is a leading provider of virtual and hybrid meeting solutions, electronic voting, and notice distribution. Our platform has helped thousands of condos, HOAs, co-ops, and property management firms across North America achieve quorum, pass bylaws, reduce costs, and run successful governance meetings and elections.</p>	429	HIGH SIERRA POOLS, INC. Radoslaw Kaczor radek@highsierrapools.com <p>High Sierra Pools (HSP) is a commercial pool management company offering rehensive services, including certified lifeguards, pool operators, supervision, maintenance, and regulatory liance for indoor and outdoor pools. We prioritize safety, with all lifeguards certified in lifeguarding, CPR, AED, and First Aid, as well as certified pool operators.</p>	912

Exhibitor	Booth
HIREONE STAFFING Elena Solorzano esolorzano@hireonestaffing.com HireOne Staffing is Washington, DC based workforce solutions company with 20+ years' experience supporting property management and community associations with top-notch talent. We offer concierge services, security, fire watch, as well as assistance with admin talent, maintenance and managerial roles. Direct Hire, Managed Service, Temporary Assistance, Temp to Hire.	726
HONEYDEW ENERGY ADVISORS Julian Belilty jb@honeydewadvisors.com	325
ICF Brian Mina brian.mina@icf.com	902
ICF Seth Fawcett seth.fawcett@icf.com	911
INNOVATIVE AQUATIC SOLUTIONS Chris Granados chris@innovativeaquatic.com	403
JB KLINE LANDSCAPING John Burgoyne jbburgoyne@jbklinelandscaping.com JB Kline Landscaping is a second-generation, family-owned business with over 50 years of experience. We offer year-round custom maintenance, landscape design, snow/ice management, and more. Serving various property types, we provide tailored services across Montgomery, Frederick, Howard, Prince George's, Anne Arundel, Baltimore counties, and DC.	529
JOHNSON CONTROLS SECURITY SOLUTIONS William Plunkett william.edward.plunkett@jci.com	103

Exhibitor	Booth
KASTLE SYSTEMS Karen Tu MBicz@kastle.com Kastle provides advanced access control and video surveillance technology, along with 24/7 installation, monitoring, and maintenance. We don't just sell systems; we ensure ongoing security year-round. Choosing Kastle is a smart decision for meeting today's needs and exceeding your residents' expectations for years to come.	408
KATCHMARK John Lyons jl Lyons@katchmark.com	700
KEVCO BUILDING SERVICES, INC. Robert Cohn robert@kevco1.com	811
KEVIN DAVIS INSURANCE SERVICES, INC. Damikka Mitchell damikka.mitchell@amwins.com Leading wholesale broker Kevin Davis Insurance Services is a nationwide provider of insurance for community associations. We carry Directors and Officers Liability, Crime, Excess Liability, and Cyber Risk. We insure everything from condo associations to homeowner associations, co-ops, planned unit developments (PUDs), and commercial condos.	804
KOLAS CONTRACTING Jessica Galassi jessica@kolasinc.com	901
KOLB ELECTRIC, INC. Paul Kolb brandy@kolbelectric.com	603
KRIS KONSTRUCTION Selene Morely smorley@kriskonstruction.com	1017
LAKESOURCE LLC Chris Fish chris@thelakesource.com LakeSource Aquatic Habitat Management specializes in revitalizing stormwater retention ponds, transforming them into vibrant community assets. With over 20 years of experience, we provide expert stormwater pond management services in DE, MD, and VA, offering aeration, fountain solutions, and exceptional customer service, backed by trained biologists and high satisfaction rates.	125
LAMBIS RANK Owen Wassiliew owassiliew@lambisrank.com	702



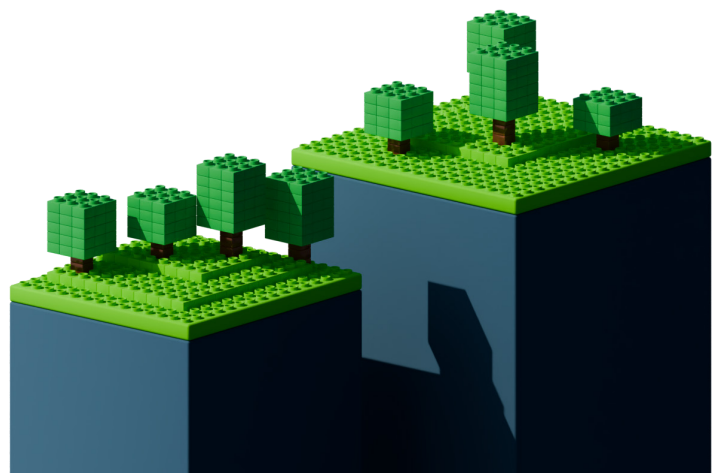
Exhibitor	Booth	Exhibitor	Booth
LANCASTER LANDSCAPES, INC. Adrienne Zaleski azaleski@lancasterlandscapes.com Lancaster Landscapes, Inc. is a top landscaping company in the Washington, D.C. area, specializing in landscape maintenance, design, installation, tree care, snow removal, and irrigation services for commercial properties. We focus on enhancing beauty, functionality, and value with eco-friendly solutions, superior craftsmanship, and customer satisfaction. Let us bring your vision to life!	602	MIDDLEDORF PROPERTY SERVICES Craig Middledorf craig@middledorf.com Middledorf Property Services has been serving the DC Metro area for over 40 years. We specialize in hassle-free commercial renovations that keep your properties looking top-tier—without the headaches. From siding to full-scale transformations, we handle everything, so you can focus on what you do best.	233
LCS PROPERTY SERVICES Kathleen Filart kfilart@lcspropertieservices.com	431	MILLERDODSON ASSOCIATES, INC. Vanessa McCallister vanessa@millerdodson.com	927
LEGUM & NORMAN Wanda Powell wpowell@legumnorman.com For over 40 years, Legum & Norman has specialized in managing common interest ownership communities. Our experience allows us to anticipate client needs, while our extensive resources ensure efficient, effective service. With a commitment to personal attention and quality, we remain an industry leader, continually improving to win clients for life!	405	MINKOFF COMPANY Kara Permisohn kpermisohn@minkoff.com	600
MAINSTREET MAILBOXES & MORE Michael Horner mhorner@mainstreet-mailboxes.com	426	MINUTES SERVICES LLC Dolly Sharma dolly@minutesservices.com	119
MCFALL AND BERRY LANDSCAPE MANAGEMENT, INC. Kelly Cochran Kelly.Cochran@mcfallandberry.com	313	MINUTES SOLUTIONS INC. Matthew McEwan matt@minutessolutions.com Minutes Solutions, founded in 2014, is a professional minute-taking company that delivers prompt, accurate, and objective meeting minutes, allowing you to focus on what you do best. With over 50,000 meetings documented for more than 4,000 communities, including the Community Associations Institute, we specialize in condominium and HOA services. Our team of 150+ trained professionals ensures the highest industry standards, offering etitive pricing with no long-term commitment. Let us save you hours on your next meeting!	816
METRO RECREATION INC. MICHAEL SLIFER mike@metrorecreation.com	628	MONUMENTAL PEST CONTROL Chadd Edwards ce@monumentalpest.com Monumental Pest Control LLC is a customer-centric pest control company committed to delivering exceptional service at a etitive price point. We prioritize customer satisfaction and education throughout the consultation and treatment process. We handle all types of pests and wildlife, everything but Bears!monumentalpest.com	102
METROPOLIS DMV CONTRACTING Nick Ploutis info@metropolisdmvcontracting.com Metropolis Painting and Contracting is a family-owned, full-service commercial painting and general contracting company serving VA, MD, and DC. Our experienced team delivers high-quality craftsmanship and excellent customer service for large-scale projects. Fully licensed and insured, we focus on remarkable results and building lasting relationships with our clients.	904		
MID-ATLANTIC SEWER Matt Zakutny mattz@masewer.com Storm sewers often cause sinkholes after road paving due to leaking, cracking, or failing pipes. To prevent this, we focus on rehabilitating infrastructure systems, ensuring no excavations are needed and avoiding issues like sinkholes that can form immediately after paving. Our goal is to restore your system's integrity effectively.	316		



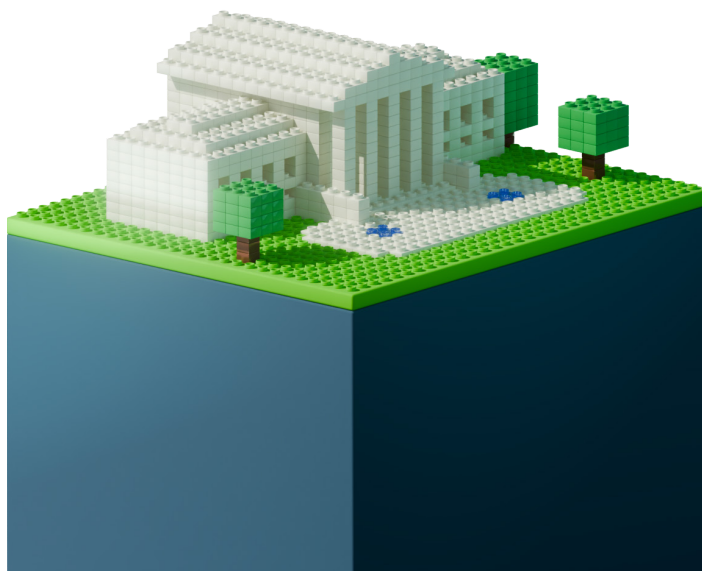
Exhibitor	Booth	Exhibitor	Booth
MY PAINTER & EXTERIORS Ryan Miller ryan@mypainterco.com Interior and Exterior Painting Contracting Pressure Washing Tuckpointing	111	PALMER BROTHERS Francisco Erazo francisco@palmerbros.com	733
NANIA ENERGY ADVISORS Jill Congiusti jcongiusti@naniaenergy.com Nania Energy Advisors offers expert energy consulting to help clients achieve cost and sustainability goals. Specializing in energy procurement, efficiency, sustainability, and demand management, we work with institutions to develop and execute strategies. Founded in 1999, we serve commercial and industrial sectors across deregulated states nationwide.	824	PARADISE POOL SERVICE LLC Edward Garcia ed@paradisepoolservice.com We are a full-service swimming pool management, maintenance, and construction provider for commercial and residential pools in the DMV and Delmarva Coast. Our services include pool supply and equipment, safety cover replacements, whitecoat, tile, and coping replacement, pumps, filters, chemical feeding automation, lifeguard services, and opening/closing services.	1132
NATIONAL COOPERATIVE BANK Mary Alex Blanton mblanton@ncb.coop	320	PARITY, INC. Alex Siminoff alex.siminoff@paritygo.com Parity remotely optimizes HVAC systems 24/7/365, ensuring guaranteed utility cost savings and revenue for multifamily buildings. By automating control adjustments in real time, we increase energy efficiency, reduce staff workload, and maintain a comfortable environment. Visit our booth to learn how we can save your building money!	400
NETINTEGRITY INC. Mitchell Vinnitsky mitchellv@netintegrity.net For over 30 years, Netintegrity has helped property management companies grow with industry-specific tools like INFO-Tracker. This flexible, cost-effective solution automates tasks for staff, accounting, and boards. With superior implementation, training, and ongoing support, Netintegrity ensures its technology meets the evolving needs of property management companies. Visit netintegrity.net.	127	PATRIOT DISPOSAL Thomai Nassiri thomai.nassiri@patriotdisposalservices.com Patriot Disposal, Inc. is a leader in refuse and recycling services, specializing in homeowners' associations, commercial businesses, and government contracts. With 300 HOA contracts and over 75,000 homes served, we focus on quality control, risk management, and efficient operations, ensuring customer satisfaction and cost-effective waste management solutions since 2009.	109
NEWMAN CERTIFIED PUBLIC ACCOUNTANT PC Jeremy Newman jeremy@hoacpa.com	709	PAUL DAVIS RESTORATION & REMODELING Alexis Golkin alexis.golkin@pauldavis.com	833
NORTHSTAR TECHNOLOGIES, INC. Jim Wisniewski jim.wisniewski@globalnorthstar.com	924	PEAK GENERAL CONTRACTING Megan Rose Admin@peakgc.net	1021
NOVA PAINTING COMPANY Mark Hamilton mark@novapainting.com	402	PINE RIDGE LANDSCAPING Keith Mainland keith@pineridgelandscaping.com	909
NV ROOFING Andy Barnes abarnes@nvroofing.com	732	PINNACLE FINANCIAL PARTNERS Noni Roan noni_roan@comcast.net	326
O'LEARY ASPHALT INC. Edie Ritterpusch eritterpusch@olearyasphalt.com	101	PLANNED COMPANIES Susan Gessler susan@plannedcompanies.com	318
DRYER VENT WIZARD Chris Durbin cdurbin@dryverventwizard.com	719	PLAYCRAFT SYSTEMS LLC Kyle Fauley marketing@playcraftsystems.com At Playcraft Systems, craftsmanship is our foundation. We combine sustainable materials, innovative design, and state-of-the-art manufacturing techniques to create playground equipment and playscapes that deliver an unmatched experience in the industry.	802
PACIFIC BUILDING SERVICES Marina Quintana info@pacificbuildingservices.us	428		
PACIFIC PREMIER BANK COMMUNITY ASSOCIATION BANKING Matt Baron mbaron@ppbi.com	1013		

Exhibitor	Booth
PLAYGROUND PATROL, LLC. Keith Lively keith@playgroundpatrol.net	304
PLAYGROUND SPECIALISTS INC Amanda Mcguire amanda@playspec.com PlaySpec is the leader in outdoor recreation products and services! Serving the DC Metro area for over 25 years, we have an experienced team that can assist with any project- large or small! We offer turn-key services for playgrounds, site furnishings, shelters, safety surfacing, outdoor fitness equipment and more!	424
PLOUTIS CONTRACTING Stella Ploutis info@ploutiscontracting.com	629
POINTS NORTH STRATEGIES, LLC Catherine Fulkerson cate@pointsnorthstrategies.net	328
POOLENTRY Holiday Watson hwatson@poolentry.com	803
POOPSCOOP TROOPERS Chris Goodman chris.goodman@poopcooptroopers.com	419
PORTERPLUS Josh Harber josh@cleanoffice.com	401
POWER SYSTEMS ELECTRIC CORPORATION Annmarie Quick annmarie.quick@psec.net Since 1991, Power Systems Electric has been providing electric services for Homeowner Associations, Condominiums, and Apartment Buildings. PSE will address your specific and specialized common area electrical maintenance requirements. As a top electrical contractor, we routinely interact with Board of Directors, Property Managers and Unit Owners. We set the standard for working cooperation and communication with our customers; we understand the value of high-speed electric services and high quality electrical contractor work.	212
POWERPUMP pascale van cleemput pascale@powerpump.com	820
PREFERRED INSURANCE SERVICES, INC. Shannon GaNun shannon@preferins.com	800
PREMIER AQUATICS Mark Raeder mraeder@premieraquatics.com	808
PRO-PAVE INC Josh Elliot pbartlett@propaveinc.com	831

Exhibitor	Booth
PROFESSIONAL GROUNDS, INC Jon Zalewski jon.z@progrounds.com Family Owned, Full Service Landscape Management company specializing in HOA's for over 50 YEARS! Professional Grounds, Inc. prides itself on quality, communicate and responsiveness. We have clients for decades not just a year. Check out our Google Reviews!	330
PSI PROPERTY SERVICES David Moody Dave@psipropertyservices.com	504
PUROFIRST OF METROPOLITAN WASHINGTON Jaime Barnhart jbarnhart@purofirst.net Purofirst of Metropolitan Washington provides 24/7 emergency property damage, mitigation, and cleaning services for residential and commercial customers. Our services include water extraction, fire and water restoration, mold remediation, trauma clean-ups, repairs, and more. We serve Maryland, DC, and Northern Virginia, ensuring readiness for the unexpected.	626
QUALITY AIR SERVICES Vicky Liderman vicky@qualityairservices.com	727
REALPAGE FOR ASSOCIATIONS Bernay Porter Bernay.Porter@RealPage.com HomeWiseDocs, a RealPage Company, streamlines association documentation requests such as disclosures, lender questionnaires, and refinancing. With an online platform, it simplifies these processes for property management businesses and self-managed associations. Managing over 10 million homes nationwide, HomeWiseDocs is the industry-leading solution for efficient documentation handling.	319
RELIABLE ENGINEERING, LLC Robert Radcliff rradcliff@reliableengineering.com	826
RESCON RESTORATION AND CONSTRUCTION Karyn Stewart kstewart@gorescon.com	524



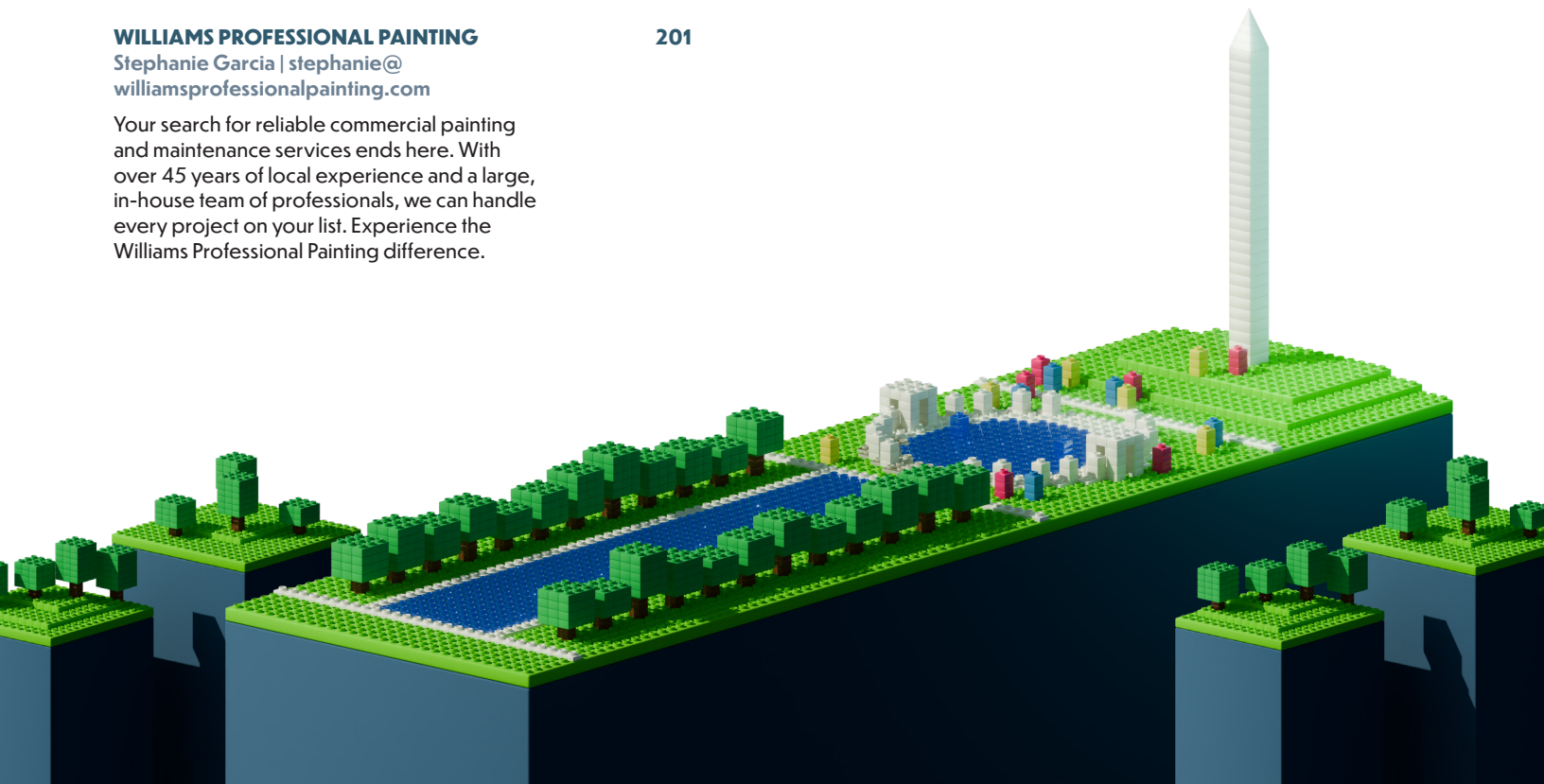
Exhibitor	Booth
RESERVE ADVISORS Michelle Baldry mbaldry@reserveadvisors.com	502
RESTORECORE Cara Mohan cara.mohan@restorecore.com	324
RESURFACE INC. Melissa Zingo melissa@resurfaceva.com Resurface Incorporated is a full-service asphalt paving Company headquartered in Northern Virginia. With a private fleet of dump trucks, new state-of-the-art equipment, and in-house traffic control crews, it has demonstrated an ability to control project performance and ensure quality results every time. Customers value the fact that Resurface never uses subcontractors – all work is performed by company employees only.	404
RISK STRATEGIES COMPANY Jeff Duce jduce@risk-strategies.com	713
ROCHE LANDSCAPING SERVICES Julie Hoffmann juliehoffmann@rochelandscapingservices.com Roche Landscaping Services provides rehensive solutions for maintaining and enhancing outdoor spaces, including residential, commercial, and public areas. Our services cover mowing, pruning, planting, irrigation, and pest control, ensuring the health, aesthetics, and functionality of landscapes. We help preserve the beauty and value of your outdoor environments year-round.	412
ROLLING SUDS Nicholas Heye nick.hey@rollingsuds.com	332
ROSE PAVING LLC Ron Weisletten ron.weisletten@rosepaving.com	124



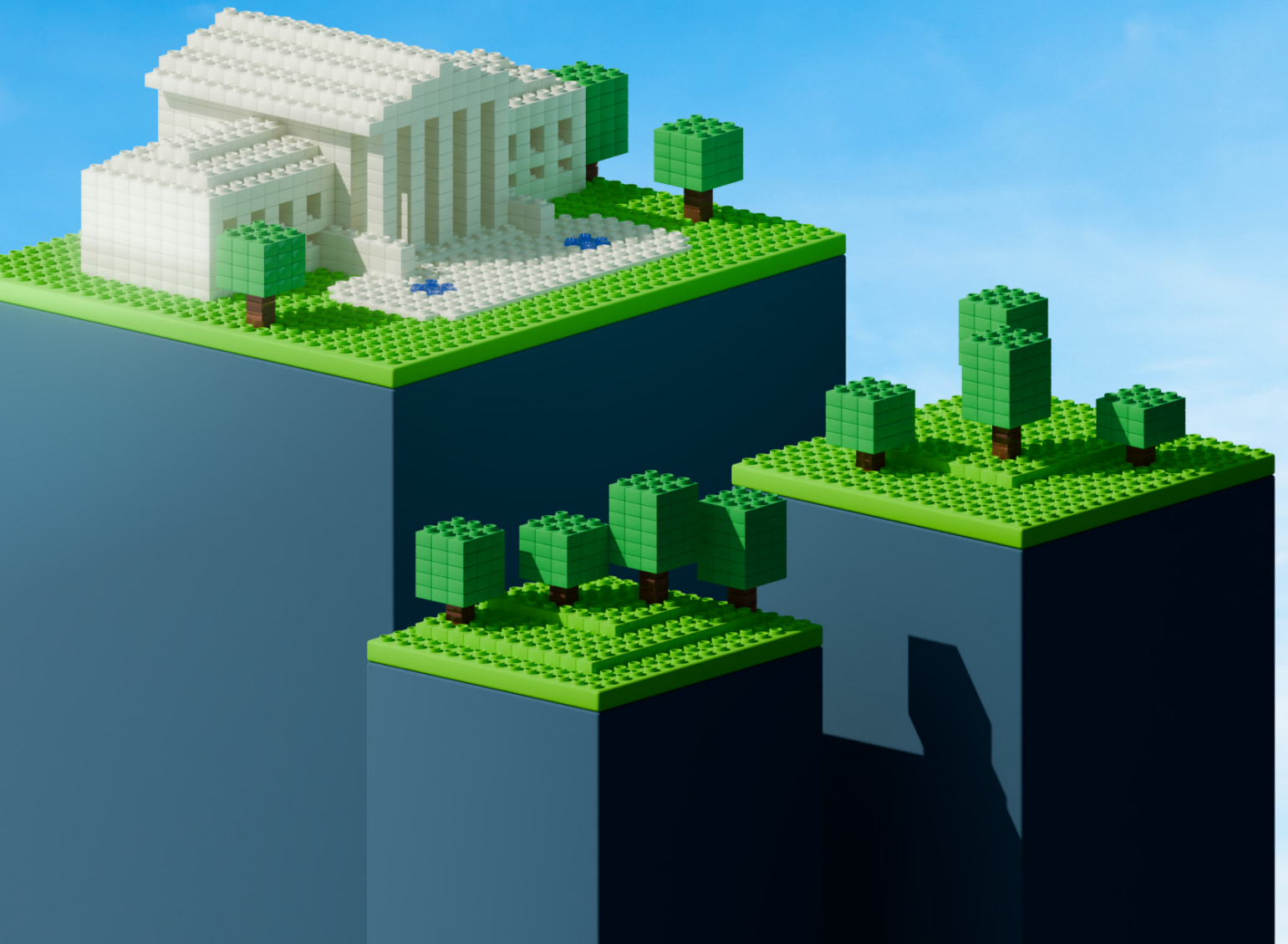
Exhibitor	Booth
RUNWISE Matthew Wilbanks mwillbanks@runwise.com Smart building control platform that cuts energy costs, eases property management, and keeps tenants safe and comfortable.	913
S&K ROOFING, SIDING AND WINDOWS INC. Cynthia Warren cwarren@skroofing.com	305
SAGEWATER Stella Fistic sfistic@sagewater.com	418
SAHOURI INSURANCE Hussain Al-Mutawakil marketing@sahouri.com Sahouri's Community Association Insurance specialists possess a deep understanding of community managers' processes and priorities when procuring insurance coverage on behalf of Community Associations. Our Real Estate Team streamlines the insurance process for community managers to obtain multiple coverage options from different carriers with custom pricing and protection parameters for each Association's unique needs.	519
SAVATREE, LLC Chuck Davis cdavis@savatree.com	934
SC COMPANIES Jennifer Osborn service@thinkscfirst.com	501
SCHEFFRES LAUNDRY SERVICE Jamie Zaffke jzaffke@scheffreslaundry.com	809
SERVPRO OF ROCKVILLE-OLNEY Ramona Drieu ramona@servpro5186.com	525
SHANCO Emily Carey ecarey@feazelinc.com	226
SHENANDOAH LANDSCAPE SERVICES, INC. Jayson Lane jlane@shenlandscape.com	503
SHORB LANDSCAPING Ryan Smith Ryan.S@jsli.com	817
SMARTPROPERTY, INC. Damian Esparza damian@smartproperty.com	329
SMARTSTREET POWERED BY BANC OF CALIFORNIA Sally Mccray sally.mccray@bancocal.com	810

Exhibitor	Booth	Exhibitor	Booth
SMARTWEBS Robert Holte robert@smartwebs.com Smartwebs is an All-In-One Accounting and Management software.	225	THOMASVILLE RESTORATION Ingrid Mejia imejia@tvr247.com	825
SOLID PAVING & CONCRETE James Glotfelty james@pavingsolid.com Solid Paving & Concrete is a full service asphalt and concrete company that travels all over the DC, MD and VA territory. Solid focuses on milling & paving, asphalt patching, sealing, crackfill, line striping and concrete work.	203	TIBBS PAVING, INC. Austin Bent austin@tibbspaving.com	920
SOLITUDE LAKE MANAGEMENT Lynda Maschue info@solitudelake.com	505	TITAN RESTORATION CO Anita Puckett apuckett@titanrestoration.com Titan Restoration Company is a familyownedmulti-generational business providing exterior buildingrestoration, preservation, and waterproofing services for commercial,multi-unit residential, and historical properties. We engagein a wide variety of commercial industry sectors includingeducational, light industrial, retail, religious and municipal	528
SPECTRUM ENERGY LLC Chet Knaup Info@spectrumenergyllc.com Spectrum Energy is an energy consulting firm specializing in state and local energy policies. We assist clients with energy data tracking, ASHRAE audits, mechanical designs, and energy efficiency improvements. Our services include life cycle cost analysis, building energy simulations, utility incentives, commissioning, and Testing, Adjusting, and Balancing (TAB) to ensure optimal system performance.	327	TRC ENGINEERING Elisabeth Kirk ekirk@trc-engineering.com	625
ST. MORITZ SECURITY SERVICES INC. Leslie Schafftauer lschafftauer@smssi.com	221	TRUGREEN Frederick Perotta FrederickPerotta@trugreenmail.com	905
STANDARD STRIPING Shelby Butler sbutler@standardstriping.com	1005	TWC SERVICES, LLC Amanda Walker amanda@twcserv.com	425
STRUCTURAL REHABILITATION GROUP, LLC Louisa Stillman lstillman@srg-llc.net STRUCTURAL REHABILITATION GROUP (SRG) is a full-service structural engineering firm specializing in structural, waterproofing, and building envelope repairs. We provide evaluation, design, bidding, and construction services for residential, commercial, and institutional projects. With over 100 years of experience, SRG delivers quality, personalized service throughout the Mid-Atlantic region.	704	UNIVERSAL RENEWABLES LLC Sam Eanes sam.eanes@universalrenewables.com Universal Renewables is a DC-based solar power developer, installer, distributor, and integrator, providing custom solar solutions for commercial and government clients. We specialize in maximizing rooftop hosting capacity, often increasing installed capacity by 50% to over 500%. With over 10 MW installed, we are growing rapidly in the solar industry.	1024
SUPREME WINDOW Bryan Friedman bryanf@supremealuminum.com	910	USI INSURANCE SERVICES Jessica Knutsen jessica.knutsen@usi.com	630
THE BALDWIN GROUP MIDATLANTIC, LLC David Velasco david.velasco@baldwin.com	527	VALCOURT EXTERIOR BUILDING SERVICES Ashley Kane akane@valcourt.net Valcourt Building Services is your single source for exterior building maintenance. Our rehensive commercial service offerings include window cleaning, facade restoration, waterproofing services, safety systems, and more.	202
THE FALCON GROUP Megan Brazil mbrazil@falconengineering.com	919	VANTACA Erin Martin erin.martin@vantaca.com	321
		VIRGINIA WATERS & WETLANDS, INC. Betty Norton bnorton@vawaters.com	301

Exhibitor	Booth	Exhibitor	Booth
VOTE HOA NOW Cathi Sleight cathi@votehoanow.com Vote HOA Now specializes in electronic voting, offering full-service management for director elections, amendment votes, and surveys. We help communities achieve quorum while saving time and money. With years of experience, we host webinars, attend CAI trade shows, and provide electronic voting education to the industry.	420	WINSTON'S CHIMNEY SERVICE AND BAD DOG METALS Chuck Hall charles@winstonsservices.com	217
VPS RECREATION Faye Charles faye@vaplaygrounds.com Commercial Playground and Park Equipment Sales and Installation. Playground Equipment Dog Parks Shade Structures Shelters Site Amenities Safety Surfacing Installation Inspections and More!	918	WMCCAI Renee Kayal @rkayal@caidc.org	510
WALKER CONSULTANTS Kirby McCleary kmcclary@walkerconsultants.com	205	WRIGHT MECHANICAL SERVICES Wesley Wright wesleyw@wright-mechanical.com With over 35 years of experience in the commercial and residential HVAC, building operations, and maintenance industries, we know what it takes to keep your equipment operating efficiently. You can trust that we're the Wright Choice for your HVAC needs.	1004
WEB PARKING PASS Rick Chambers Rick.c@webparkingpass.com	1001	YELLOWSTONE LANDSCAPE Tim Boucher tboucher@yellowstonelandscape.com Yellowstone Landscape provides rehensive commercial landscaping services to meet your unique needs. From landscape design to installation, to ongoing maintenance,, irrigation, and tree care, we'll be by your side.	228
WHAT LLC Parker Dumas what.wehaveatruck@gmail.com WHAT - We Have A Truck started at George Mason University in 2017 with a small pickup truck and a group of friends. Initially helping with deliveries and furniture removal, we've grown significantly, expanding our fleet and service areas. We remain committed to providing friendly, respectful, and dependable service.	131		
WILLIAMS PROFESSIONAL PAINTING Stephanie Garcia stephanie@williamsprofessionalpainting.com Your search for reliable commercial painting and maintenance services ends here. With over 45 years of local experience and a large, in-house team of professionals, we can handle every project on your list. Experience the Williams Professional Painting difference.	201		



EDUCATION SESSIONS



DAY 1 SESSIONS

Session One

12:30 – 2:00 PM

MAR
07

INSURANCE GONE WRONG – HOW TO LOSE YOUR INSURANCE IN 10 DAYS

Jessica Knutsen, CIC, CIRMS, USI Insurance Services; Jenny Osborn, CMCA, MBA, GC, AMRT, WRT, FRT, TSC, SC Companies; Shayla Love, CMCA, AMS, PCAM, FirstService Residential

In today's challenging insurance landscape, it is crucial for Board Members and Community Managers to understand the triggers behind insurance cancellations and how to avoid them. This session will reveal key factors that can enhance an association's risk profile, helping to maintain insurance coverage and prevent cancellations. An examination of case studies will illustrate the financial impact and benefits of these strategies.

TO MAKE AN IMPACT, ASK YOUR OWNERS FIRST

Catherine Fulkerson, CMCA, Points North Strategies, LLC; Mark Walker, CMCA, AMS, PCAM, FirstService Residential

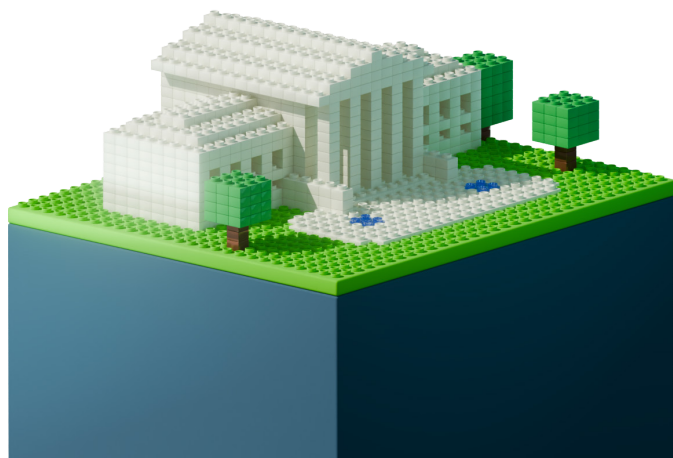
Creating an effective and impactful long-range plan starts with gathering input from your members. Learn how to collect two key sets of data that will set you and your board on the right course for establishing an actionable strategy that your whole community will support and value. See how this method positively impacted one community's strategic planning process. This session will provide of how to conduct a stakeholder assessment and identify key community focus areas.

A Case Study will illustrate how the process of gathering member input can improve overall community relations while developing a long-range plan for the community.

CREATING A BUDGET DRIVEN BY BUILDING DESIGN, NOT OWNER DESIRES

Gregory Beeker, PenFed Realty; LaTonya Young-Lyons, CMCA, AMS, PCAM, Legum & Norman

Too frequently, associations develop budgets that do not fully cover their actual operations and maintenance expenses because they are more concerned with keeping condo fees low, robbing funding from their reserves. This presentation provides an unprecedented deep dive into how to create budgets that FULLY fund an association's annual costs as well as future reserve projects; and provides a rehensive understanding of reserve studies, associated reserve analyses and how to create reserve investment plans. It discusses budget goals highlighting what the BOD can and cannot control, the importance letting the property speak to you in determining needed line-items, the need for tracking historical data to assist with determining current year projections critical to next year's draft budget development and brings new understanding of the impacts of inflation on reserve line-item costs driving the need for reserve investments.



MANAGING CASUALTY LOSS AND INSURANCE CLAIMS

Todd A. Sinkins, Esq., Whiteford; Nasim Saeidi, Esq., Whiteford; Robin Manougian, EBP, CIRMS, The Baldwin Group

This is a great opportunity to walk through every step of the process once there is with an insurance claim causing damage to a community association's property. From initial steps to be taken once a loss incident has been reported to addressing the factors to consider when determining whether a claim should be filed and what factors that apply when an association chooses to self-insure. Included in the discussion are such issues as betterments and improvements, obligation to cover the costs of the deductible on the master policy when there is damage to units, and the interaction between the obligation to insure and the responsibility to oversee and perform the repairs.

YOU SAID WHAT? HANDLING, IN THE MOMENT, INTERRUPTIONS, DISRUPTIONS AND OTHER HEATED DISCUSSIONS THAT DELAY THE CONDUCT OF BUSINESS AT ASSOCIATION MEETINGS

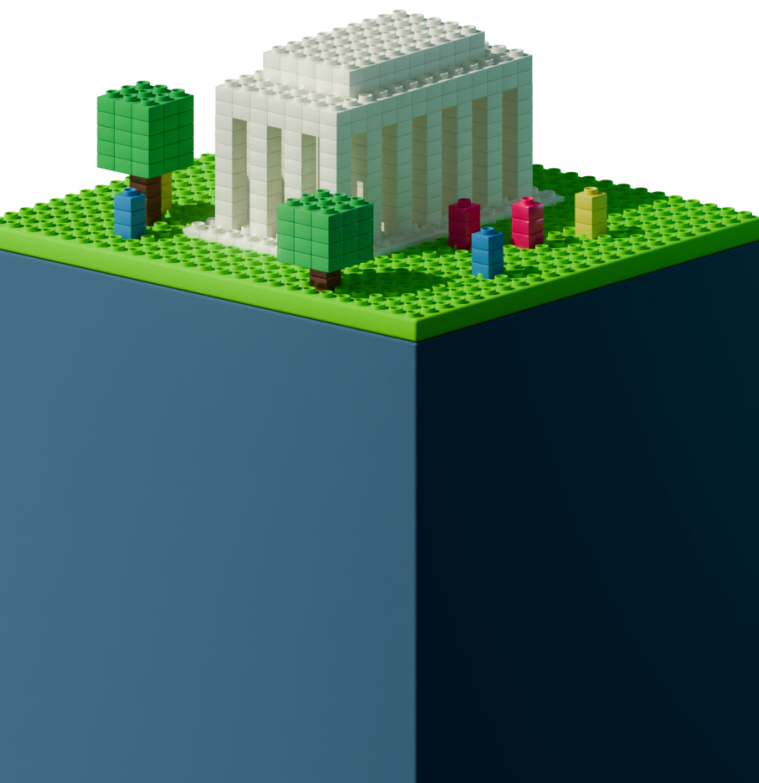
Chad Rinard, Esq., Whiteford; Marla Diaz, Esq., Whiteford; Donna Aker, CMCA, AMS, PCAM, Sequoia Management

Any civil meeting of an Association is a good meeting. Unfortunately, civility is not guaranteed and cannot be presumed. Incivility, which occurs at any moment, may (only) interrupt a meeting causing delay before that meeting can resume a short while later, or may disrupt a meeting necessitating its adjournment to a later date. How to respond to incivility? There is no one answer. Rather the answer may come from any number of sources. Join us for a fun and fast paced interactive session on how best to deal effectively with disruptive behaviors.

WHERE DID THE TIME FLY TO? PROPER PLANNING FOR MEP CAPITAL PROJECTS

Eric Collins, PE, Becht Engineering; Tammy Brende, CMCA, AMS, FirstService Residential

This presentation will walk through the life cycle of a well-planned Capital Project, from the initial realization by the Association that there is a need for the project, through to project closeout at the conclusion of construction. Particular attention will be paid to the sequence and typical durations of the various tasks included in the development of the drawings and specifications, the bidding process, and the construction phase to gain a better understanding of how long different types of projects actually take to design and execute. There will also be an overview of the responsibilities of each of the key players in the project including the Engineer/Architect, Community Manager, Association/Board and Contractor during each of these phases.



DAY 2 SESSIONS

Session One

9:00 – 10:00 AM

MAR
08

DC LEGISLATIVE UPDATE

Wendy Smith, CMCA, AMS, PCAM, CFM Management Services; Robin Manougian, CIRMS, EBP, The Baldwin Group; Yaida O. Ford, Esq., Ford Law Pros, PC

Get an update on the latest developments on proposed legislation in the District of Columbia and a fresh perspective on how it will impact common interest communities located there.

LOAN VS. ASSESSMENT – SUPPLEMENTING RESERVE FUNDS FOR LARGE SCALE PROJECTS

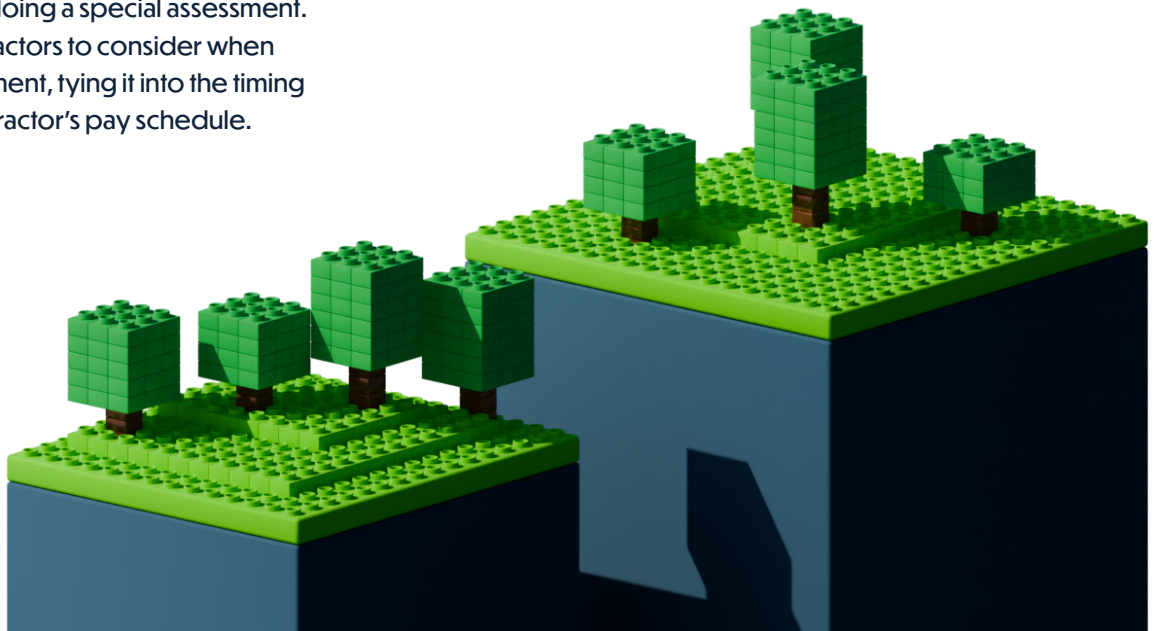
Sarah Steel, EIJ Real Estate Services; Don Plank, PCAM, Pinnacle Financial Partners

Explore the pros and cons of loans and assessments when deciding which option is best for the Association. The speakers will discuss what makes an Association eligible for a loan, how it affects the Association's financials and resale efforts and when it makes the most sense to secure a loan vs. doing a special assessment. They will also address the factors to consider when opting for a special assessment, tying it into the timing of the project and the contractor's pay schedule.

WHEEL OF MISFORTUNE – NAVIGATING COMMON CONDO CALAMITIES

Beth Bencivenni, RestoreCore; Nura Rafati, Esq., Lerch, Early & Brewer; Chase Hudson, CIRMS, Sahouri Insurance; Mira Brown, CMCA, AMS, PCAM, EIJ Real Estate Services

Spin the Wheel of Misfortune, featuring common condo calamities. Our expert panel, rised of an attorney, insurance broker, community manager, and property restoration specialist, will provide insights on various scenarios including Major Flood on the 8th Floor, First Steps to take after a Fire, Neighbor to Neighbor Harassment, Mold in Common Areas, Loss of Insurance Coverage, Legal Smoking, Tree Laws, and Developer Defects. Gain valuable knowledge and practical advice to tackle these challenges head-on.



MARYLAND LEGISLATIVE UPDATE

*Scott Silverman, Esq., Nagle & Zaller, PC;
Ruth Katz, Esq., Lerch, Early & Brewer; Robin
Manougian, EBP, CIRMS, The Baldwin Group*

What will the Maryland legislative landscape look like in 2025 for common interest communities? Find out the latest on everything from collections to cannabis during this moderated panel discussion.

ANIMAL QUESTIONS GAME SHOW – FAIR HOUSING EDITION

*Tiago Bezerra, Esq., Chadwick, Washington, Moriarty,
Elmore & Bunn, PC; Dan Blom, Esq., Chadwick,
Washington, Moriarty, Elmore & Bunn, PC*

Put your knowledge to the test and rete with your colleagues in a fun game show format that will focus on fair housing law related to pets, service animals and support animals. Are you required to let Mr. Jones keep his support llama in this unit? Presenters will discuss fair housing case law and provide practice pointers for preventive actions to take to avoid fair housing issues in your community.

DESIGNING FOR FAILURE – THE ART OF DECONVERSION

*Todd El-Taher, EBP, Hann & Hann Construction Services;
Michele Baldry, PE, Reserve Advisors; Bruce Easmunt, Esq.,
Chadwick, Washington, Moriarty, Elmore & Bunn, PC*

A thought-provoking session that highlights the worst of practices available that board members and managers can engage in for the maintenance & financial management of association-controlled assets. The discussion will illustrate differences between expense and asset management. Panelists will discuss the implications of questionable funding and spending, as well as the path to receivership or option of deconversion along with the associated wealth destruction and litany of legal implications contained. How does the intersection of underfunding, financial illiteracy, inflation and deferred maintenance make the growing trend of deconversion a much more common occurrence of failure, than catastrophic structural failures as seen in Surfside condominium collapse? Join us to find out!



VIRGINIA LEGISLATIVE UPDATE

Tiago Bezerra, Esq., Chadwick, Washington, Moriarty, Elmore & Bunn, PC; Lucia Anna "Pia" Trigiani, Esq., MercerTrigiani, Rosemarie Linder, CMCA, AMS, LSM, PCAM, The Brambleton Group, LLC; Jessica Knutsen, CIRMS, EBP, USI Insurance Services; Aimee T.I. Kessler, Segan, Mason & Mason, PC, WMCCAI Virginia Legislative Committee Co-Chair

Members of the WMCCAI Legislative Action Committee will provide an overview and analysis of proposed legislation and legal trends in 2025.

COMMUNITY ASSOCIATION OF THE YEAR: BEST PRACTICES

Moderators: Crishana Loritsch, CMCA, AMS, PCAM, Sahouri Insurance; Crystal Coats, CMCA, AMS, PCAM, Paul Davis Restoration

Join the winners of WMCCAI's Annual Community Association of the Year awards for a moderated panel discussion on what it takes to rise to the top and stay there.

CONTINUING EDUCATION CREDIT (CEUs)

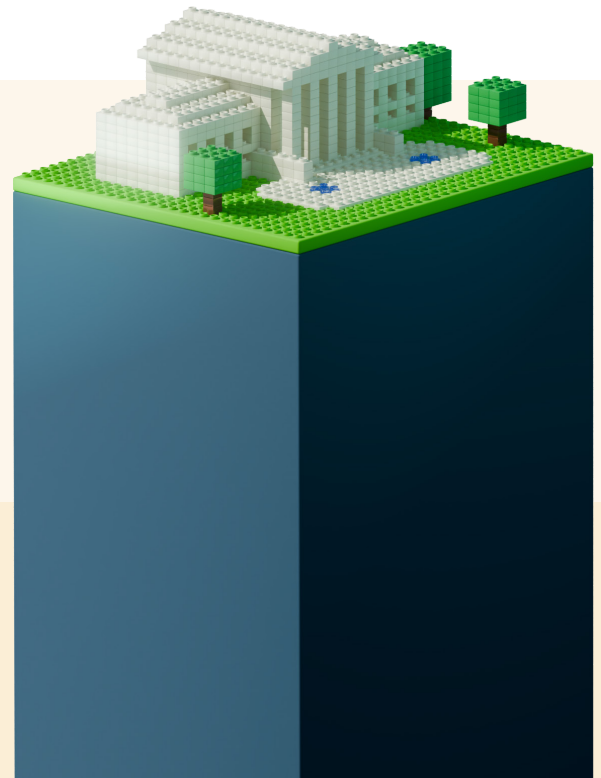
All education sessions are approved for CEU credit, including PCAM redesignation. Approximately 2 weeks after the conference ends, all attendees will receive a survey via the email address used to register. Upon submission of a completed survey, each attendee will receive a CEU award noting 6.0 hours of CEU credit earned for the 2025 Conference & Expo. CEU award certificates will not be provided for each individual session.

Please note: Presentation PowerPoint slide decks will NOT be provided prior to Conference & Expo. Attendees may request slide decks once the event has concluded. Simply send an email request to info@caidc.org stating the title(s) of the session(s) desired.

BENCHMARKING AND BEPS IN DC & MD: OVERVIEW, EXTENDED DEADLINE PATHWAY & INCENTIVES

Christine Gibney, DC Department of Energy and Environment; Nick Casey, CMCA, AMS, EJP Real Estate; Julian Belilty, Honeydew Energy Advisors; Molly Peacock, Esq., Rees Broome, PC

Learn from an expert-led panel that will break down the lex energy benchmarking and performance standards in the DMV region. The session will cover a narrative overview of regulations in DC and Maryland along with key compliance deadlines and steps to avoid penalties. With one year left, learn key action steps to comply with BEPS before 2026 deadline. Also discussed will be incentive opportunities, including DCSEU, IRA tax credits, and the Montgomery County Green Bank.



SESSIONS SPEAKERS

DONNA AKER, CMCA, AMS, PCAM
SEQUOIA MANAGEMENT

MICHELLE BALDRY, PE
RESERVE ADVISORS

GREGORY BEEKER
PENFED REALTY

JULIAN BELILTY
HONEYDEW ENERGY ADVISORS

BETH BENCIVENNI,
RESTORECORE

TIAGO BEZERRA, ESQ.
CHADWICK, WASHINGTON, MORIARTY, ELMORE & BUNN, PC

DAN BLOM, ESQ.
CHADWICK, WASHINGTON, MORIARTY, ELMORE & BUNN, PC

TAMMY BRENDE, CMCA, AMS
FIRSTSERVICE RESIDENTIAL

MIRA BROWN, CMCA, AMS, PCAM
EJF REAL ESTATE

NICK CASEY, CMCA, AMS
EJF REAL ESTATE

CRYSTAL COATS, CMCA, AMS, PCAM
PAUL DAVIS RESTORATION OF SUBURBAN MARYLAND

ERIC COLLINS, PE
BECHT ENGINEERING

MARLA DIAZ, ESQ.
WHITEFORD

BRUCE EASMUNT, ESQ.
CHADWICK WASHINGTON, MORIARTY, ELMORE & BUNN, PC

TODD EL-TAHER, EBP
HANN & HANN CONSTRUCTION SERVICES

YAIDA O. FORD, ESQ.
FORD LAW PROS, PC

CHRISTINE GIBNEY
DC DEPARTMENT OF ENERGY & ENVIRONMENT

CHASE HUDSON, CIRMS
SAHOURI INSURANCE

RUTH O. KATZ, ESQ.
LERCH, EARLY & BREWER

AIMEE T.H. KESSLER, ESQ.
SEGAN, MASON & MASON, PC

JESSICA KNUITSEN, EBP, CIC, CIRMS
USI INSURANCE SERVICES

ROSEMARIE LINDER, CMCA, AMS, PCAM
BRAMBLETON GROUP, LLC

CRISHANA LORITSCH, CMCA, AMS, PCAM
SAHOURI INSURANCE

SHAYLA LOVE, CMCA, AMS, PCAM, F
IRSTSERVICE RESIDENTIAL

ROBIN MANOUGIAN, EBP, CIRMS
THE BALDWIN GROUP

JENNY OSBORN, CMCA, MBA, GC, CMI, AMRT, WRT, FRT, TSC
SC COMPANIES

MOLLY PEACOCK, ESQ.
REES BROOME, PC

DON PLANK, PCAM,
PINNACLE FINANCIAL

NURA RAFATI, ESQ.
LERCH, EARLY & BREWER

CHAD RINARD, ESQ.
WHITEFORD

NASIM SAEIDI, ESQ.
WHITEFORD

SCOTT SILVERMAN, ESQ.,
NAGLE & ZALLER, PC

TODD A. SINKINS, ESQ.,
WHITEFORD

WENDY SMITH, CMCA, AMS, PCAM
CFM MANAGEMENT SERVICES

SARAH STEEL
EFJ REAL ESTATE SERVICES

LUCIA ANNA PIA TRIGIANI, ESQ.
MERCERTRIGIANI

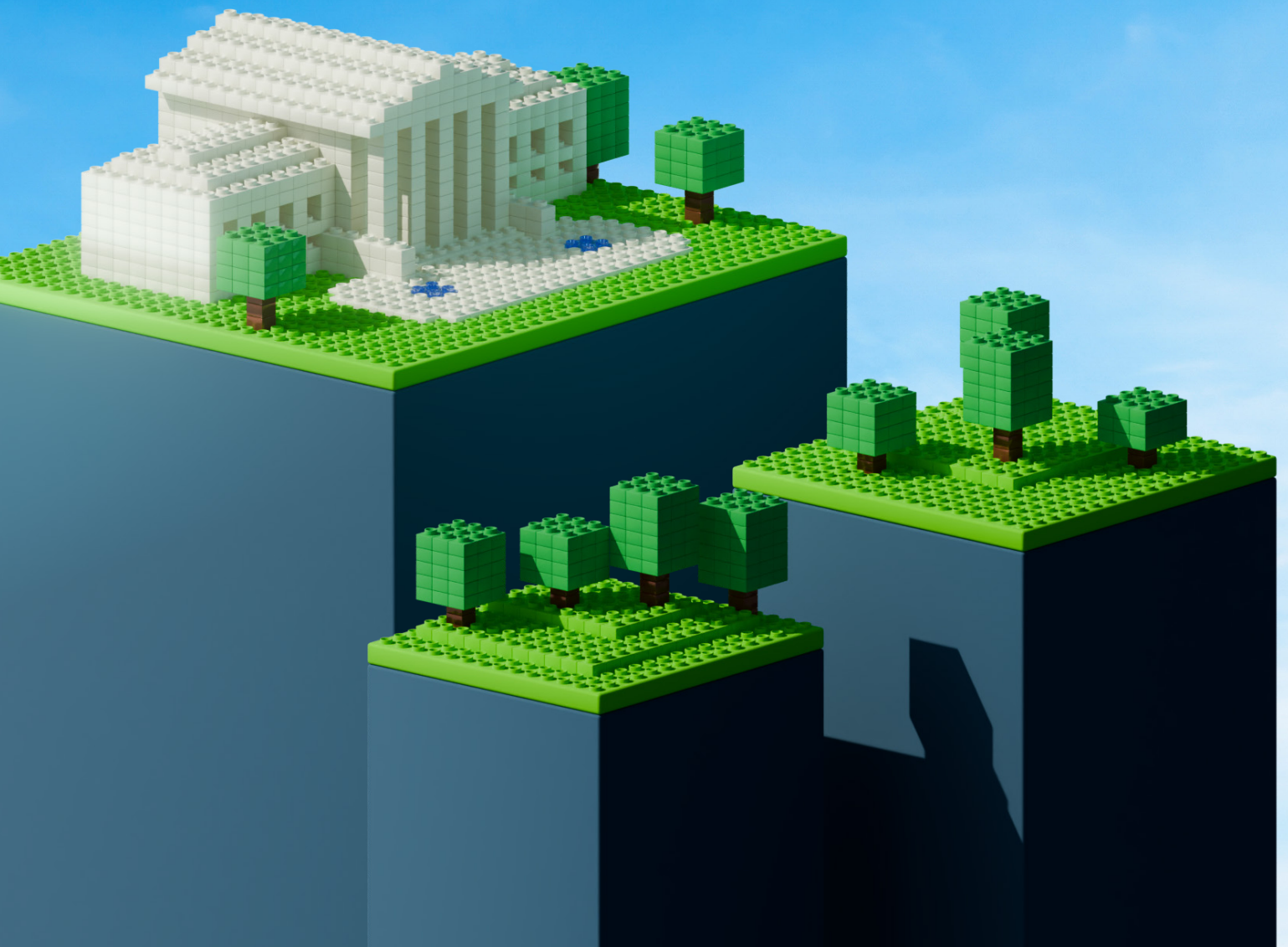
MARK WALKER, CMCA, AMS, PCAM
FIRSTSERVICE RESIDENTIAL

LATONYA YOUNG-LYONS
LEGUM & NORMAN AT RIVER PARK MUTUAL HOMES

View full bios for each author by visiting the link below:

<https://caidc.glueup.com/event/washington-metropolitan-chapter-cai-2025-conference-expo-111764/speakers.html>

CHAPTER INFORMATION



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- Log in to the CAI website and your profile to ensure all contact information is current so you don't miss out on CAI news, emails, and other important updates.
- Get involved with your local chapter-attend an education or networking event and maybe even join a committee, where you can network, learn with peers, or meet potential new clients.



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