



ACRE OF BEAVER COUNTY

A Real Estate Education Community

INSURANCE FOR REAL ESTATE INVESTORS AT THE JANUARY ACRE MEETING

How much insurance does a landlord need? What about when you are flipping properties? What is tenant occupied property insurance? What is builders' risk? If one agent is offering actual cash value coverage, and another is offering replacement cost coverage, which is the better deal? Is named peril coverage O.K., or do I need all risk?

Talking about insurance for real estate investors raises more questions than answers. We will try to answer the questions above and many more at our monthly meeting on Tuesday, January 28. Michael Pope of A.L. Kayafas Insurance Agency in Wampum will join us and lead the discussion. Michael has worked for many years with the investors of the Apartment Association of Lawrence County, and he has provided his insight at their meetings. We look forward to having him do the same for us.

INSIDE THIS ISSUE:

- PROA Chairman's Message 2-3
- Our Sponsors 4-6
- Deal for Vendors 7
- Deal for Members 7
- Meeting Schedule 7

WHY CHOOSE ACRE of Beaver County:

- **Network** with local investors
- **Attend presentations** by local leaders and experts on industry related topics
- **Meet local contractors and professionals** who are eager to work with investors
- **Get updates** on state and national issues from PROA and National REIA

UPCOMING EVENTS

ACRE Convention, March 21-23, 2014, Green Tree DoubleTree Hilton Hotel, 101 DoubleTree Dr., Pittsburgh, PA 15205
Early Bird Registration now only \$49.

* For more information, contact Debbie Dornish at 724-869-0129 or email info@acrebeaver.com

PROA CHAIRMAN'S MESSAGE

By Bradley S. Dornish, Esq.

As we start 2014, I have the privilege and honor of serving as Chairman of the Pennsylvania Residential Owners Association. As a long time real estate investor who grew up in a family of landlords, as a real estate attorney, title agent and real estate instructor, I look forward to the opportunity to bring my experience to the tasks at hand.

Hopefully, you all know that PROA is the state organization of affiliated local real estate investing and landlord associations, of which your association is a member. I am fortunate to have an executive board including Executive Director Rita Dallago, Harrisburg area real estate investor, real estate broker and member of state boards including the Accessibility Advisory Board in Labor & Industry which supervises building inspectors throughout the state.

I follow in the shoes of past Chairman Grant Nelson from West Chester, who has led PROA through the last five years of political, legal and financial issues, drawing on his experience in his home town of West Chester, where he is an active real estate investor and shepherded his local association through its successful challenge to one of the first overreaching rental registration and inspection ordinances in the Commonwealth. I appreciate Grant remaining an active member of our Executive Board.

Our Treasurer is John Baldwin, now semi-retired as a builder, residential and commercial real estate investor in Erie and a

founder of the Apartment Association of North-Western Pennsylvania as well as PROA itself. John's able financial management of PROA over the last decade has helped to keep the organization sufficiently funded to meet its various obligations in changing and difficult financial climates.

Our new Vice-Chairman is Attorney Lee Stivale from Delaware County, who has been an active member of the Delco Investor's Association, and also has litigated numerous rental registration and other landlord interest litigation throughout Eastern Pennsylvania and deep into Central Pennsylvania.

Our Secretary is LuAnn Uhl, a real estate investor from Annville, Pennsylvania, who brings years of real estate investing experience and a practical, every man and woman real estate investor perspective to a board otherwise populated with those of us for whom real estate investing is a second business.

Our Executive Board is rounded out by ex officio member Philadelphia lawyer Darrell M. Zaslow, who not only has written an authoritative resource book on real estate laws in Pennsylvania, but has represented HAPCO, the Homeowner's Association of Philadelphia through some of its most difficult political challenges with an adept understanding of Philadelphia politics to compliment his understanding of Pennsylvania real estate law.

With this talented Executive Board and the members of the Board of Directors representing real estate investor associations affiliated with PROA from all corners of the state, we want to move PROA forward in its mission to provide support to its member organizations, information and education to investors throughout the state, a voice for real estate investors and landlords in our state capital dealing with legislative issues, and the sword of support for local associations fighting litigation of state wide importance affecting not just a single local group but eventually affecting how all of us function and are burdened in our Pennsylvania real estate investments.

In order to do all of these things, PROA has to solidify its financial footing. We are not broke, but we do not have the available resources to fund all of the activities we must, and we recognize that raising dues to the state association on our member groups further would create a difficult burden for many smaller investors and associations. We have also seen a decline in the financial benefit of state wide conventions with real estate speakers, and have been forced to suspend PROA's state wide conventions to avoid the risks of losing money on activity intended to generate income for the Association.

To replace that revenue and grow PROA's budget without placing a heavier burden on individual members, we have two programs we want to accelerate this year. (Cnt'd. on page 3)

Want to read more articles on all things real estate? Looking for an article from a past issue? You can find this issue's article and much more at www.dornish.net/blog.

PROA CHAIRMAN'S MESSAGE (CNT'D)

The first is our affiliation with Stream Energy. Most residential and commercial utility accounts for electricity and many for natural gas can be shifted and billed through PROA's Stream Energy affiliation. Every personal account, business account and house account in your multi-unit properties which you direct through Stream Energy will possibly save you something on your utility bills, certainly not cost you more than buying those utility services directly through your respective utilities, and provide stable monthly revenue to PROA. If PROA can only get 1,000 such accounts signed up through members of our local associations this year, we will be able to turn a budget deficit into a budget surplus, allowing us to take on additional legal challenges and enhance our legislative programs at both local and state levels. I am not asking you to consider doing something I have not done myself. Even my own home electric account has been on Stream Energy with PROA for over a year. My wife, who pays the bills, assures me that we have not paid more than we would be paying through the local provider on the same account and we are helping PROA every month. Will you consider doing the same?

Our next goal in fund raising, available to all of you throughout the state, even if you do not have a participating electric or gas utility for the Stream Energy Program, is our credit check program through ATS. If you sign up as a landlord and run credit checks on your prospective tenants through ATS, you will likely save money on what you or your prospective tenants are paying for similar services from other national companies, and at the same time, will help both PROA

and your local association to receive a stream of revenue. Between PROA and the Associations, we see more than \$2 from a typical credit search. If our thousands of members throughout the state were running all of their potential tenants' credit reports through the ATS Program, we would be able to generate tens of thousands of dollars in additional revenue for PROA and similar amounts for our local associations. It is as easy to sign up for ATS as it is for any other full credit reporting program, the costs for verifying the security of the credit report you obtain on your computer and in your home office are about the same cost with any other provider, the service is instant (on-line) and costs less per report than other services. If you run just ten credit reports a year for your real estate investment business, it is worth having your own access to tenant credit reports. Most "arrangements" to allow you to look at full credit reports obtained by others violate both the provider's contract with the reporting agencies and applicable law on who can obtain and see other people's credit reports. Make sure you are legal in your use of credit reports, get the reports quickly and cheaply, and help PROA and your local association at the same time. Further information on this service is available on PROA's website at PROAssoc.org.

While we are continuing our long standing relationship with Pugliese and Associates, our Harrisburg lobbyists, who keep an eye on all of the issues affecting landlord and real estate investors for us, we are also looking for new ways to share information with our member organizations and individual real

estate investors. Our Executive Board is testing a "drop box" to be used to provide information back-and-forth to local PROA chapters and a YouTube channel so that with a lap top and projector, you will be able to play legal updates, executive director's reports, political and lobbying reports at local membership meetings. Look for my first legal report and Rita Dallago's Executive Report coming soon to a screen near you.

Finally, we at PROA are working toward a potential affiliation with the National Real Estate Investors Association, which many of our local chapters are members, with the goal of providing our real estate investors with a seamless coordination of local, Pennsylvania and national issues affecting their real estate investment activities. National REIA's Leadership Conference was held in Pittsburgh last year and provided a forum for PROA leadership to discuss some of the issues with National REIA leadership. We hope to have more information on this affiliation as 2014 continues.

Before closing, I will ask of you one more thing: learn the identity of the PROA board member who represents your association and talk to that board member about ideas and suggestions you have for what PROA can do for you and volunteer what you may be able to do for PROA. Together we can make a difference for landlords and real estate investors and also for tenants, communities and the Commonwealth of Pennsylvania.

In closing, I wish all of you a happy, healthy, and prosperous year as real estate investors. ■

Two Companies, One Name. Superior legal and closing services.



A Full Service Law Firm Handling Business and Personal Legal Matters. Free initial consultation to our new clients and to existing clients on new matters.

Call today to speak with a one of our experienced lawyers.

WHAT CAN DORNISH DO FOR YOU?

- We represent buyers, sellers, landlords, tenants, lenders, borrowers, contractors and subcontractors in real estate and construction matters during purchase and sale, financing, leasing, construction and development of residential and commercial real estate.
- We form entities for businesses including corporations, non-profits, limited liability companies, limited partnerships and business trusts.
- We go to court for business and real estate related suits including collections, seller disclosures, evictions and foreclosures, partitions, mechanics' liens and contractor disputes.
- We provide estate planning including wills, powers or attorney, health care declarations and trusts, and probate estates when a loved one passes.
- We represent property owners in real estate tax appeals on either an hourly or a contingent fee basis.

Attorneys:

Bradley S. Dornish
Charles C. Bell
David M. Tkacik
Jack P. Bock
Richard A. Garzony
Amber Resetar

Of Counsel:

Kenneth E. Gray

DON'T GO TO COURT ALONE

Our lawyers have combined experience of over seventy years in litigation. We are not just civil litigators, though. We concentrate in real estate, business and construction litigation — handling the toughest evictions, collections, business and construction cases.

DON'T CLOSE ALONE

You are not required to have a lawyer handle your closing, but for real estate investors and others buying property in short sales, after foreclosure or from estates, it is a good a good idea. And with Dornish Settlement, you get the lawyers of Dornish Law Offices with no buyer settlement fee. So why wouldn't you use our experienced lawyers for your next closing?

SUPERIOR LEGAL AND CLOSING SERVICES

Our lawyers don't just practice business, real estate and construction law — they live it.

- Brad Dornish is a landlord and teaches real estate law to brokers and agents at the Realtors' Educational Institute, investors at ACRE and paralegals at Duquesne University.
- Chuck Bell has owned commercial real estate, has owned and operated a business and has served as a director and officer of non-profit and fraternal organizations.
- Jack Bock owns property in Pittsburgh's Shadyside neighborhood and has represented all sides in real estate transactions and litigation in State, Federal and Bankruptcy courts.
- Dave Tkacik is a Pennsylvania licensed real estate agent, landlord and property renovator.
- Rich Garzony is a Pennsylvania licensed real estate agent, landlord and property renovator.
- Ken Gray is a Professor of Real Estate Law at Duquesne University and an expert and author on real estate in Pennsylvania. His book "Mortgages in Pennsylvania" is now in its Third Edition.

Our firm holds the highest professional rating — the AV Peer Review rating by Martindale Hubbell and is listed in the Bar Register of Preeminent Lawyers.



www.dornish.net

1207 Fifth Avenue
Suite 300
Pittsburgh, PA 15219

Phone: 412-765-2726
Fax: 412-765-2736
Email: info@dornish.net

Windows "R" Us

Windows • Siding
Roofing • Doors

Any Size - White
**Double Hung
WINDOWS...**

only **\$188**

Installed!
Fully Insured & Licensed



**Up to 30%
Tax Credit Available!
Ask for Details!**

"You've Tried The Rest, Now Try The Best!"
No Gimmicks, No Games,
Absolute Lowest Prices Guaranteed!

412-892-9960

www.windowruspgh.com

1116 Castle Shannon Blvd - Castle Shannon, PA 15234

At the intersection off Route 88 & Castle Shannon Blvd.
Behind the antique mall.



TRUST YOUR ACCOUNTING AND
TAX PLANNING TO FELLOW REAL
ESTATE INVESTOR AND FORMER
BIG SIX ACCOUNTANT

JON KRATSAS, C.P.A.

AND HIS TEAM RIGHT HERE IN
CONWAY!



***MERCADANTE AND COMPANY, PC
CERTIFIED PUBLIC ACCOUNTANTS***

- TAX PLANNING AND PREPARATION
 - AUDITING
 - FINANCIAL PLANNING/ CONSULTING
 - BOOKKEEPING
 - INVESTMENT PLANNING
- (724)869-3007 FAX (724)869-3003
WWW.MERCADANTE-CPAS.COM

THE DEAL FOR VENDORS

One reason we run ABC is to connect local investors with local vendors who can help in real estate investing. Of course, I'm not just an investor, but a real estate lawyer, owner of a settlement company and publisher of real estate how-to books. That makes me a vendor too.

We offer two different levels for vendors (Premier and Value). Both levels get an advertisement in our newsletter sized according to level. All vendors get to come to the meetings, be introduced at the beginning of the meeting and network with the investors who are there. All vendors also get our monthly newsletter to keep up on speaker and event schedules and articles of interest to investors.

Premier vendors, for \$300 per year, get a half-page ad in each bi-monthly newsletter and an opportunity to speak at a meeting as a Vendor Speaker, the right to put materials on tables during meetings as available, and a chance to sponsor coffee and snacks at meetings and workshops.

Value vendors get a business card ad in the newsletter, for \$125 per year. ■

To learn more about becoming a vendor or member of ACRE of Beaver County, contact Brad or Deb Dornish at 724-869-0129 or info@acrebeaver.com.

THE DEAL FOR MEMBERS

The ACRE of Beaver County yearly membership fee is \$120.00. All members receive a monthly e-newsletter, attendance at all Beaver meetings and up to two meetings per year at ACRE of Pittsburgh, plus member discounts to all programs of ACRE of Beaver and ACRE of Pittsburgh.

Members of ACRE are also members of the Pennsylvania Residential Owners' Association (PROA) and members of the National Real Estate Investors' Association, with both of which ACRE is affiliated. Both the state and national groups have even more benefits for our members. ■



ACRE of BEAVER COUNTY

27 Doniport Road
Baden, PA 15005

Phone: 724-869-0129
Fax: 724-242-0827
Email: info@acrebeaver.com

MEETING SCHEDULE:

Meetings will be held from 6:30-9:30 pm, on the 4th Tuesday of every month.

2014 Dates: Jan 28, Feb 25, March 25, April 22, May 27, June 24, July 22, Aug 26, Sept 23, Oct 28

6:30 PM.....Vendor Setup and Networking

7:00 PM.....Meeting Commences;
Introduction of Vendors

7:20 PM.....Teaching Segment

7:40 PM.....Vendor Speaker

7:55 PM.....Properties for Sale

8:05 PM.....Main Speaker

9:05 PM.....Q&A

9:30 PM.....Meeting Adjourns

Remember to bring your properties for sale and ideas for future speakers!

**Next Meeting:
Tuesday, January 28, 2014
Harmony Ridge Golf Club
1280 Breitenstein Road
Ambridge, PA 15003**