



Association of Professional Reserve Analysts

The ADVISOR

May 2018

Requests for Reserve Study Proposals

Hello Members,

One benefit of earning a PRA is the potential to acquire new clients through APRA.

APRA Headquarters has received an increasing number of inquiries from various homeowners associations and other clients across the country specifically seeking out reserve study services (*and* specifically seeking out our Professional Reserve Analysts!). While the member directory is displayed on our website with easily accessible contact information, the Board thought we could take this a step further, so a Request For Proposal (RFP) form has been created which allows information to flow effortlessly from potential new clients to our members.

Following extensive internal testing, the form was launched recently, and the first official RFP was sent out to members via Outlook. In the future, we would like to streamline this process by instantly forwarding these submissions directly to interested members who opt-in to these submissions.

If you would like to opt-in to receiving these RFP submissions, **please communicate your interest to APRA Headquarters at apra@teamwi.com**. Please provide a single email address per company unless you would like these proposals sent to each member at your firm. To be eligible for this valuable benefit, your firm must have at least one current PRA.

Thank you for your membership!

Sincerely,

The APRA Team

News Updates

Welcome!

The organization welcomes this newly-designated PRA. Congratulations!

- Alexander Liu, Reserve Professionals

Questions? Comments?

Contact APRA
Headquarters!

(p) 877-858-5047

(e) apra@teamwi.com



Interested in APRA Membership?

[Click here](#)

Interested in earning your PRA Credential?

[Click here](#)

Featured PRA Member



Richard Thompson
Regenesi Reserves
PRA Designation

Richard Thompson is the founder of Regenesi and a Professional Reserve Analyst (PRA). He served as the president of the Association of Professional Reserve Analysts for 11 years and currently serves as board treasurer. He has more than 40 years of experience in real estate sales, construction and property management. He has held a real estate broker's license in Montana, Hawaii and Oregon.

Since 1992, Richard has focused on homeowner's association (HOA) management consulting offering financial, maintenance, and administrative planning services to HOA managers, developers, and boards.

Richard hosts Regenesi.net, the world's largest internet HOA information resource and writes The Regenesi Report, a monthly HOA newsletter circulated nationally. He is also the founder of the Oregon Washington Community Association Managers.

He has authored a book called Trade HOA Stress for Success and more than 1800 HOA articles. He has been a weekly columnist for RealtyTimes.com since 1999.

Richard has been quoted as an HOA expert in more than 24 major publications including Wall Street Journal, Money, Washington Times, Chicago Tribune, The Business Journal, Daily Journal of Commerce and MSN.com.

Richard was recently honored at the 2018 APRA Symposium with the Outstanding Service Award. Rich has been an integral part of the organization since the beginning, and his contributions to the association and industry will be remembered for years to come.

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Want to be a Featured PRA Member? Contact APRA Headquarters at apra@teamwi.com

No Pipe Dream

By Richard Thompson of Regenesi Reserves

As buildings age, the systems that deliver utilities can fail. Electrical circuits short out and pipes spring leaks. While spot repairs often keep this deterioration under control, there may come a time when a total restoration is called for. This is particularly true of old or defective plumbing. In years past, homeowner associations and apartment buildings with failed plumbing required extensive destruction of the building to access the pipes for removal and replacement. The cost and disruption to residents was enormous. Fortunately, a new, less intrusive method is now available that actually leaves original plumbing in place.

In-place pipe restoration is now a terrific alternative. The procedure involves cleaning out the pipe interiors and then applying a protective epoxy coating. The coating eliminates further corrosion by permanently separating metals from contact with the water. First used in this country by the United States Navy, epoxy pipe lining technology has since been used successfully in many apartments, homeowner associations and commercial facilities throughout the United States.

The process begins with draining and drying the pipes. Building occupants can be provided with a temporary water source during the short repair period. The pipes are cleaned with compressed air and a sanding garnet to remove interior rust and scale. Next, the epoxy

coating is applied to the pipe interior and cured. Lastly, the pipes are reconnected to original system fixtures, pressure tested and flushed before they are returned to service.

The safety of pipe lining products has been carefully scrutinized by public health testing agencies. Epoxies used for relining pipes carry a National Sanitation Foundation (NSF) Standard 61 Certification, an accreditation that is only available after stringent public-health agency testing.

In-place pipe restoration is a cost effective approach to the repair of existing water piping systems. On average, the cost savings range from 30-50% over traditional removal and replacement methods. Added to this is the bonus of not having to rebuild walls and ceilings. Extended warranties are usually available.

As with other building trades, pipe restoration applicators must follow stringent protocols which requires special training and equipment. As with any extensive and expensive repair, checking out the contractors references is extremely important. Ask for a list of similar jobs done in your area.

So, in-place pipe restoration is one pipe dream your HOA can put in its pipe and smoke. It's the real deal and can save you a pipe full.

Interested in contributing an article to be featured in the APRA E-Newsletter? [Please fill out this form.](#)

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