

DON'T MAKE YOUR RFP A UFO!

REQUEST FOR PROPOSAL

A BASIC COURSE

11:15 AM - 12:30 PM | MEETING ROOM SUITE 1A



Heidi Daniels, CMCA®, AMS®
Property Management Associates

Heidi Daniels CMCA® AMS® is a Portfolio Manager with Property Management Associates (PMA) that was founded in 2004 and provides management services in North Carolina, Hampton Roads, Peninsula, Williamsburg, and the Richmond area. Before joining PMA, Heidi managed a large scale association as an Executive Director. Heidi's communities have been awarded SEVA-CAI's Best On-Site Association of the Year and Newsletter of the year. She has also been awarded SEVA-CAI's Author of the Year Award.

Heidi was a GySgt in the U.S. Marine Corps and earned her Bachelor's Degree in Business Administration in 2013 from Saint Leo University. In October 2014, she was awarded the Virginia Beach Crime Prevention Steering Committee Citizen Award from the City of Virginia Beach for her work in organizing the largest National Night Out in the City of Virginia Beach. Heidi enjoys camping, hiking and fishing in her free time. She has a 16-year-old daughter and a 21-year-old son who is in the Army.



Jim Durkee
AAA Pool Services, Inc.

Originally hailing from Evansville, Indiana, Jim Durkee is the Vice President of AAA Pool Services in Virginia Beach, VA. Mr. Durkee grew up in Virginia Beach and first started working as a summer pool lifeguard for AAA Pool Services in 1990. Coming back to AAA Pool Services every summer during high school and college, Mr. Durkee also managed to fit in odd jobs such as holiday warehouse worker (he personalized that wooden box you bought for your aunt from Lilian Vernon!), Commonwealth Certified Road Flagger (you can thank him for the sand trucked to the Oceanfront in January/February of 1996), general laborer (ever notice how straight the floor tiles are at Virginia Beach General Hospital?), and a licensed commercial bus driver (think Otto from The Simpsons). The siren song of the swimming pool was too strong to resist however, and upon graduating from THE University of Virginia (1997), Mr. Durkee became a full time, year round employee of AAA Pool Services. Mr. Durkee also holds a Master's Degree from Old Dominion University (MBA, 2014). Currently serving on the SEVA-CAI Board of Directors as Secretary, Mr. Durkee lives in best neighborhood in the world, Chic's Beach. You can find him at a pool or at the Bay.



Tim Morgan, CAGSD
Mid-Atlantic Entry Systems, Inc.

Tim Morgan, Certified Automated Gate System Designer (CAGSD), graduated from Christopher Newport College 1992 and has a Bachelor of Science degree in business with concentrations in marketing and management. After college he worked three years as an estimator for Rosenbaum Fence Company in Hampton. In 1995 he started with Mid-Atlantic Entry Systems as a sales person. In 1997 he became a minority partner in the business and was named Vice President. In October 2015, he became the sole owner and President of Mid-Atlantic Entry Systems. Tim volunteers for the SEVA-CAI Golf Classic Committee. When he is not working, he is the Board President and an Assistant Coach with the Williamsburg Starz Fastpitch softball organization.



Kayla Seil
BrightView Landscape Services

Kayla Seil is a Business Developer with BrightView Landscape Services. She's worked for the company for eight years, starting as a gardener planting flowers, mowing and even running a routine maintenance crew! Her hard work and commitment to the company and client partnerships led her to become the local Business Developer in 2013. Kayla is extremely passionate, seeks adventure and always up to a new challenge. She has led the Mid-Atlantic Region as Business Developer of the Year, Million Dollar Club honors and #1 in New Sales for three years running. In 2017 she retained all honors and achieved the Two Million Dollar Club and Presidents Club awards. Outside of work Kayla enjoys traveling, hammock camping, paddle boarding, surf fishing and skating on her long board.



Morgan Wade
Ardent Contracting

Morgan Wade is a certified building envelope inspector for the last 10 years and has worked solely in condominium repairs and renovations for the last 16 years. Morgan has been in the construction industry for 22 years and is co-owner of Ardent Contracting which is a Class A contracting firm.