National Apartment Association Education Institute















Apartment Industry Fast Facts

- Approximately 35% of U.S. Households are renter households, up 4% from 2004
- Over the next decade, renter households will increase by 360,000 470,000 annually
- After over 3 years of no new commercial development, the apartment industry is now developing new communities
- The apartment industry employs over 1 million professionals



Apartment Industry Fast Facts

> The typical Apartment Community:

- 260 apartment homes
- 6 onsite staff positions
 - Apartment Manager
 - Assistant Manager
 - Maintenance Manager
 - 1-2 Maintenance Technicians
 - 1-2 Leasing Consultants
- Annual budget of \$2.7 million

➢ Real estate asset valued at \$20⁺ million





Apartment Maintenance Fast Facts

- The employee turnover rate for maintenance professionals is 35%
- > The national median for total compensation is:
 - \$32,300 Maintenance Technician
 - \$42,200 Maintenance Manager
- Most companies offer: medical, dental, vision, life insurance, 401K and tuition reimbursement
- Some technicians are required to live at an apartment community, rent free; others receive a rent discount of 20% or more



Apartment Maintenance Career Paths

- Maintenance Technicians and Maintenance Managers are promoted to larger communities or high rise buildings with more sophisticated building systems
- Maintenance Managers are promoted to Maintenance Supervisors who oversee multiple apartment communities
- Maintenance Supervisors are promoted to Regional Maintenance Supervisors, overseeing a portfolio of communities
- Regional Maintenance Supervisors are promoted to Director or Vice President of Maintenance Operations, overseeing corporate maintenance operations
- Another career opportunity is to become a corporate Safety and Maintenance Instructor



Certificate for Apartment Maintenance Technician (CAMT)

CAMT Coursework (90 hours)



Non-Technical Courses (online):

- Inside the Apartment Business
- People, Projects and Profits

Technical Courses:

- Electrical Maintenance and Repair
- Plumbing Maintenance and Repair
- Heating, Ventilation and Air Conditioning (HVAC) Maintenance and Repair
- Appliance Maintenance and Repair
- Interior and Exterior Maintenance

CAMT Online Exam



CAMT is one of only 15 certificate programs to be accredited by the American National Standards Institute (ANSI). NAAEI is in the esteemed company of the U.S. FDA, U.S. Army Combat Readiness/Safety Center and FBI Academy.







The ANSI accreditation process is the most comprehensive and rigorous process of any personnel accreditation program worldwide.

ANSI accreditation provides a neutral thirdparty confirmation that CAMT promotes better educated and well qualified maintenance technicians. Community and technical colleges look for nationally accredited certificate programs to offer as continuing education programs.



CAMT Online Courses for Blended Delivery that Includes Hands-On Training

- > Electrical Suite (3 courses)
- Plumbing Suite (4 courses)
- > Air-Conditioning Suite (5 courses)
- Heating Suite (3 Courses)
- > Appliance Suite (3 Courses)
- Interior/Exterior Maintenance (coming soon)



CERTIFICATE FOR APARTMENT MAINTENANCE TECHNICIANS









- CAMT Course (83 hours) and Online Exam offered by Montgomery College as a Noncredit, Workforce Development and Continuing Education Course
- > CFC Certification Course (22 hours) and Exam is also required
- Courses offered over 15 consecutive days (Monday Friday)
- Students who complete CAMT and pass exam receive Provisional CAMT Certificate and Hiring Manager Letter
- NAAEI has sponsored Career Fairs attended by recruiters from local apartment companies









- Montgomery College has offered CAMT 5 times since October 2010
- > 57 students have enrolled in CAMT
- 12 students are known to have been hired by NAA member companies
- > Hiring companies:
 - Equity Residential
 - Riverstone Residential
 - Kettler Management
 - Home Properties
 - Southern Management
 - Camden Living







CAMT provides the basic training necessary to prepare students for other maintenance careers:

- Hotels, Motels and Resorts
- Condominiums
- Hospitals
- Schools
- Nursing Homes
- College Housing
- Public Housing
- Prisons







> CAMT student manual price: \$275

- Includes Online Comprehensive Exam
- Online Courses and Videos
- Free Instructor Manual
- Certificate, Pin and Patch
- > CAMT can be augmented with:
 - Tour of an apartment community plus the opportunity to meet onsite employees
 - Job Shadow experiences
 - Apartment professionals as guest instructors
 - Apartment Maintenance Career Fair



Apartment Career Web site



- Provides details about each career track
- Apartment career videos and brochures that can be downloaded
- Provides a free, searchable career database and the opportunity to upload resumes, linked by ApartmentCareers.com
- Profiles apartment industry employee success stories



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