



SPEAKER PROFILE

MARTIN SOMMER

CEO, CRESS Inc.

Bio: The process improvement addict

Martin is on a mission to help property management (PM) companies improve efficiency and profitability. An entrepreneur and process improvement addict, Martin is a founder and the CEO of CRESS Inc., a Canadian SaaS company that automates lease administration and asset management. For 11 years, Martin has managed \$30 million in Karanda Properties Limited assets as Director of Operations in all areas of commercial property management, including new development, asset management, capital expenditures, operations, leasing and lease administration of the industrial portfolio. He also has 18 years of experience in construction project management and development, including international projects. Martin works with Canadian- and U.S.-based PM companies that have portfolios of several to several dozen multi-tenant commercial properties. He specializes in PM accounting and administration workflow improvement.

Suggested topics

Is Your Property Management Style Hurting Your Profitability?

What is an “informal” landlord? How management style directly affects real estate profitability. How real estate differs from other forms of investing. What real estate professionals, lawyers and accountants need from landlords. How to increase efficiency and accuracy in real estate accounting.

What Commercial Property Managers Need to Know About CAM Calculations

Gross vs. net leases, CAM, operating vs. capital expenditures, proportional cost allocations, area gross-ups and expense gross-ups, slippage, fixed costs, variable costs, capital cost recoveries, reserve funds, recovery methods and CAM caps. Completing a CAM expense calculation. Factors that affect CAM recovery. How automation makes a difference.

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About CRESS Inc.:
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