



Kipcon, Inc. promotes Welsh to director of business development

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Kipcon, Inc. has promoted Graceanne Welsh, to the position of director of business development. In this capacity, Welsh will provide overall management of Kipcon's client retention and business development initiatives on both the residential and commercial markets with a focus on overall customer service. She brings with her over 12 years of experience in the community association market sector. She began her career as a community manager and later as regional manager for six years. Recently, she served as the director of education and development for a leading national property management firm, where she was involved in new business development, including the preparation of proposals and client presentations.

"It is with great pleasure that I am promoting Graceanne to this critical role," said president Mitch Frumkin. "Graceanne's expertise on the client side of the community association industry will prove vital as Kipcon continues its dedication to providing unparalleled customer service to each of our clients."

Welsh graduated with a BA in English from Rutgers University. She is a member of the Community Associations Institute's N.J. Chapter (CAI-NJ) and Penn. & Delaware Valley Chapter (CAI-PADELVAL) serving on the Gold Star Committee. She is also active with the IREM serving on both the Friends Committee and the Public Relations Committee. She has held several industry credentials including Certified Manager of Community Associations (CMCA) and Association Management Specialist (AMS) from CAI, and LEED Green Associate from the USGBC.

About Kipcon - Kipcon is an innovative, full-service engineering firm for over 25 years. Led by President Mitchell H. Frumkin, PE, RS, CGP, Kipcon is a leader in the industry and a trusted name in the preparation of Transition and Reserve Studies, as well as in providing engineering services for capital improvement projects such as those pertaining to any type of site or building upgrades or replacements. Kipcon continues to introduce new services, most recently by extending its expertise into the world of sustainable design and budgeting for community associations through the firm's High Performance Initiative®. Kipcon has regional offices nationwide, as well as an affiliate company, Energy Squared LLC, which specializes in engineering cost-effective energy solutions. To find out more, please visit www.kipcon.com.

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