



AAGW

APARTMENT ASSOCIATION OF GREATER WICHITA



AAGW Goes to Washington!

By: Paul Bergeron, Units Magazine

If there was such a thing as the perfect Capitol Hill visit for NAA members during Advocate, the Wichita contingent had it when visiting the office of Sen. Jerry Moran during Advocate.

Leah Thibault, Maxus Properties; and Ryan Farrell, Association Executive (AE) for the Apartment Association of Greater Wichita; spent 30 minutes with Moran’s Legislative Director William Ruder, holding a comfortable and enlightening chat about key rental housing issues such as the Americans with Disabilities Act lawsuits, cybersecurity and flood insurance.



“We came there to brief him on these topics and it was great to hear that he already knew so much about them,” said Thibault, attending her ninth NAA Capitol Hill Lobby Day. “In fact, we learned from him. [Ruder] is so smart. He does his homework. It’s satisfying to know that he is the person who helps inform [Sen. Moran] about our industry. Moran, a former U.S. Representative who was elected to the U.S. Senate in 2010, sits on committees for appropriations; commerce, science and transportation; environment and public works; and veterans and Indian affairs.

Thibault usually visits Moran’s office during Advocate, formerly known as the NAA Capitol Conference. She corresponds with Ruder through email during the year, and the two were able to make light-hearted chatter about the Kansas schools competing this year in March Madness as well learn updates about Ruder’s 1-year-old son. This made the meeting more relaxing for Farrell, who spent 13 years in local property management (Continued on Page 2)

Member of the Month

David Pfaff with Westlake Indian Hills Ace Hardware is coming off a very busy first quarter of the year. Besides continuing to transition his store to the Westlake ownership, he also was Co-Chair of Maintenance Mania and current Chair of the Newsletter Ambassador program. With all these duties keeping him busy well into the evenings, he still is first to ask what more he can do for his clients and committees he is involved with.

David began in the industry doing apartment maintenance and then moved into sales which he has been doing the last 25 years, about five years ago he joined the Indian Hills Hardware team and became involved with the AAGW. Since then he has been building relationships with those in the area which he says is the most rewarding part of his involvement. “I like to be the voice of others and myself. I try to listen to those in our organization and give feedback regarding their opinions” Pfaff said.

The best thing he believes the AAGW has going for it are its educational and networking opportunities and the future should include increased focus on those areas so we can continue to grow as an association. Pfaff added, “I have found it to be very beneficial to myself and my company. I have seen a lot of great changes during my time with the AAGW and feel we are heading in the right direction. As the chair of the Ambassador committee I am always encouraging others to get involved. Plus everyone wants to hang out with me, LOL!” Yes we do David, yes we do.



David Pfaff
Westlake Indian Hills
Ace Hardware



The Grapevine



Bye-Bye Pretty One *by Mike Pharis*

All organizations need strong leaders. It has been said that any organization will take on the character of its leader. From the beginning the AAGW has had the good fortune to have some outstanding leaders. For the last several years we have had one of those rare individuals that has the energy, drive and dedication to move an organization forward. That individual is Josh Turner.

In addition to serving for several years on the Board of Directors Josh has held several key positions including Co-Chair of the Round for the Red, Legislative Chair, Treasurer and President of the Association. Whatever the project or task was, Josh was always there to do whatever he could to make it a success.

I remember last year when Josh and Kim Robertson were Co-Chairs of our biggest event of the year, the Round for the Red. In order for us to tell them apart they had T-shirts made with their "title" on the back. Kim was the "Smart One" and Josh was the "Pretty One"!

Josh was recently offered a fabulous opportunity with a large real estate company here in town. Unfortunately for us, he let his better judgment rule and accepted the position. While we will miss him terribly, we wish him nothing but the best in his new position. Good luck, Josh and thanks for everything!

(Continued from Page 1)

before taking the job as Wichita's Association Executive the past year.

"We wanted to bring up the two bills [cybersecurity and ADA lawsuits] because they had already passed the House," Thibault said. "We encouraged him to tell Moran to move them along in the Senate. These are complicated topics. But [Ruder] came prepared. It was impressive. He filled us in on potential language on the topics that could end up in the Senate version—things we didn't even know about."

The honest discussion was welcomed, Thibault said, especially compared to some meetings when comments seem scripted, stiff and even forced. "Just the three of us in the meeting was the ideal number for a Hill visit, in my opinion," Thibault said. "Everyone got to make their points."

Thibault says the apartment industry has made great strides in having its voice heard during events such as Advocate."

"It wasn't too many years ago that we'd come here and only talk about who we are in terms of being a large and important industry," Thibault said. "Now, they know who we are and what we stand for. Now we aren't just telling them who we are, but what we want."

Farrell was pleased that Ruder understood the importance that housing plays in any market.

"He can see that Americans today want housing that serves both ends of the socio-economic scale," Farrell said.

"[Ruder] said that he sees cranes everywhere, building more housing. And that a lot of people are living in apartments because they choose to."



MONTHLY MEMBERSHIP MEETING

4.25



featuring
B2B
back to basics
Part II: Asking Qualifying & Probing Questions

Monthly Membership Meeting: NAA's Click & Lease Program · Abode Venue · Members: \$27.00 Non-Members \$47.00

Odds are those in the industry have heard of the NAA Click & Lease program aka "The Bluemoon Lease", but what makes it the industry standard? How can it benefit your business? What are its legal benefits? Join us at Abode Venue on April 25th from 11:30-1:00pm as NAA's Peter Gaviorno will be our guest speaker that will answer these questions and more. The meeting will also include Part II of our Back to Basics series covering the key questions you should ask before your property tour and why they are so important.



Fair Housing 101: An Introduction to Fair Housing

April 26th, 9:00am-12:00pm, Abode Venue, 1330 East Douglas Ave
Members: \$79.00, Non-Members: \$99.99

The Fair Housing Act turns 50 this month and AAGW & IREM will be celebrating together by offering Fair Housing education. Robynn Haydock with At Home Apartments will lead the class. This education is highly encouraged and required by most employers.



UPCOMING EVENTS

Register Today at myaagw.com!

- Thursday, April 12th, 11:30 am – 1:00 pm**
Furniture Options
Board of Directors Meeting
- Wednesday, April 18th, 12:00 pm – 1:00 pm**
Furniture Options
Suppliers Council Meeting
- Wednesday, April 25th, 11:30 am – 1:00 pm**
Abode Venue
Monthly Membership Meeting: Click & Lease Program
- Thursday, April 26th, 9:00 am – 12:00 pm**
Abode Venue
Fair Housing 101
- Thursday, May 10th, 11:30 am – 1:00 pm**
Furniture Options
Board of Directors Meeting
- Wednesday, May 16th, 12:00 pm – 1:00 pm**
Furniture Options
Suppliers Council Meeting
- Thursday, May 17th, 11:30 am – 1:00 pm**
Abode Venue
Monthly Membership Meeting

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