

SEPTEMBER-OCTOBER
2021

The official publication of the
Indiana Apartment Association

INsites



2021 MIDWEST
MULTIFAMILY
CONFERENCE

RECAP | 12



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FROM THE PRESIDENT

Lynne Petersen, CAE
IAA President

Return on Your Dues Investment

The mission of the Indiana Apartment Association has always been to promote, advise, and protect the general interests of the ownership, management, and development of multifamily housing in Indiana by uniting those engaged in the business. IAA also strives to disseminate useful business information among its members, foster a spirit of cooperation, and cultivate higher standards of practice and business ethics.

Since its founding in 1932, IAA has grown to a powerful and influential network that is well respected in the multifamily industry at the local, state, and national levels.

We fully expect you to assess the value you receive from your membership in IAA, so we are always looking to enhance the quality and scope of the services and resources we provide. We have continued to increase our services and reach by providing you with timely information on available rental assistance, legal seminars, and

relevant forms to help you navigate this post-pandemic world. IAA has worked diligently to protect your interests at the state and local levels. Following any major policy changes, be it local, state, or national, IAA strives to provide you with the proper resources so you can stay informed and compliant. By sharing sample forms, best practices, and webinars, we aim to keep you up to date on all the changes affecting our industry.

Through our increased legislative efforts, IAA has ensured Indiana's elected officials hear the concerns of the multifamily industry. Given the increased spotlight on rental housing nationwide and in Indiana, IAA continues to play defense and mitigate any changes to laws and regulations that can have a major impact on your business. This year, successfully overriding a gubernatorial veto made certain that rental housing policy continues to be made at the state level, avoiding a patchwork of laws at

the local level, which would have been costly and complicated to navigate.

Every year we expand our educational offerings to provide free statewide webinars on topics of interest and importance to multifamily employees. The value of your dues investment can be realized by the number of free education seminars IAA provides alone. IAA continues to develop new education micro-credentials in response to the changing demands of our industry. IAA's new virtual leasing certification and maintenance leadership training are direct responses from member input to the needs of the industry.

If your goal as an owner, operator, or developer in the multifamily industry is to remain in compliance with the law, keep your teams informed and educated, ensure your voice is heard by local and state government, and keep your operational costs low, your continued investment in IAA will make it happen.

VAN ROOY PROPERTIES

Van Rooy Properties would like to congratulate all of this year's Prodigy Award & Award of Excellence winners. 2021 was another great year for Van Rooy, winning a total of four awards. We would also like to thank all of the participants at Van Rooy for their involvement in this year's Midwest Multifamily Conference.

2021 VAN ROOY AWARD WINNERS

Temple Lofts Apartments

Best Floor Plan: 1-10 Years in Age, Under 800 Sq. Ft.

Buckingham & Balmoral Apartments

Best Floor Plan: 11+ Years in Age, 801-1,100 Sq. Ft.

Marott Apartments

Best Apartment Community

Turnverein Apartments

Best Floor Plan: 11+ Years in Age, 1,100+ Sq. Ft.



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december

3	Maintenance Leadership Toolkit Session 1	Virtual
7-9	LIHTC/HCCP Training	Webinar
9	Holiday FUN Meeting	Indianapolis
15	Maintenance Leadership Toolkit Session 2	Virtual



2021-2022 Changes to NAAEI CEC Requirements

A Continuing Education Credit (CEC) is one contact hour or 50 minutes of education programming or instruction (breaks and meals excluded).

2021 CECs Required

- CAM and CAPS 6 - with at least 3 CECs from In-Network Sources
- CALP (previously NALP), CAS, and AIME 3 - with at least 2 CECs from In-Network Sources

2022 CECs Required

- CAM and CAPS 8 - with at least 5 CECs from In-Network Sources
- CALP (previously NALP), CAS, and AIME 5 - with at least 3 CECs from In-Network Sources



Indiana Apartment Association™

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FROM THE IAA CHAIRMAN

Timothy J. Shafer, CPA, HCCP

IAA Chairman of the Board

MMC: A Platform to Recognize and Appreciate the Members of Our Industry

COVID-19 has really raised my awareness of just how important it is for us to come together to discuss our challenges and successes and learn how to improve for the future, and the 2021 Midwest Multifamily Conference provided the perfect platform to do just that.

Personally, during my time at the conference, I learned the importance of recognizing team members. After taking part in the presentation of the awards for the various categories to each recipient, I saw the joy that accompanied it, and it opened my eyes to what I've been missing. Prior to my involvement in IAA, there was this unfounded assumption that the only way to win any awards was to be employed by one of a few large management companies.

What I have discovered since becoming involved and seeing how the awards process works, is that the people on our team who deserved to be in the running were not given an opportunity to be recognized simply because we did not take the time to participate. It is not that we did not care or feel it was important;

we were just so busy in the business we forgot to take time out and recognize the great team that was nurturing our success. The folks at IAA do an excellent job trying to encourage everyone to get involved in the awards program.

We are in the process of implementing some organizational changes that will allow us to take a more active role in the events and activities that the IAA provides. If you did not take part in the 2021 Prodigy Award Program, I would like to invite all of you to make a commitment to giving your team an opportunity to compete for that trip across the stage at the 2022 Awards Dinner.

In the spirit of recognition and appreciation, I would like to take the time to thank the entire IAA team. They do such a great job, and it's easy for us, as members, to take their efforts for granted. Thank you also to Gavin Greene and the rest of the convention committee for helping make this year a huge success.

I hope to see you all next year for the 2022 Midwest Multifamily Conference.

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Congratulations!

We're proud to say the Gene B. Glick Company was honored with the Best Company Wide Employee Relations Program Award, and Glick Executive VP of Operations Chad Greiwe received the Joe Rhodes Memorial Award during the Indiana Apartment Association's Midwest Multifamily Conference. The awards, held annually in Indianapolis, honor outstanding apartment communities, management companies, and employees who represent the best the industry has to offer.

At Glick, we value our employees and work to demonstrate that our business is family. Awards that recognize any team member's efforts are truly an honor. Congratulations to the Glick team, and all Midwest Multifamily Conference award recipients!



HERE'S TO ALL YOUR HARD WORK & ACHIEVEMENTS!



AND



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EVENT

2021 Holiday FUN Meeting

PRESENTED BY



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Join us on December 9 as we celebrate another successful year in the multifamily industry! Bring your whole team. The evening will be filled with food, beverages, and holiday fun. This event will provide the perfect forum to open doors to new contacts, enrich existing business relationships, and share great information.

December 9, 5:30 – 8:30 p.m. EST • Ritz Charles Garden Pavilion, Carmel

Member Cost: \$45/person

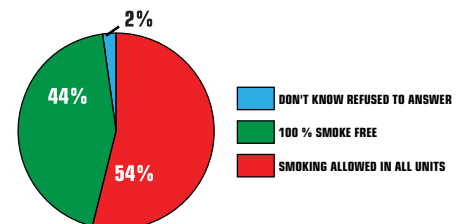
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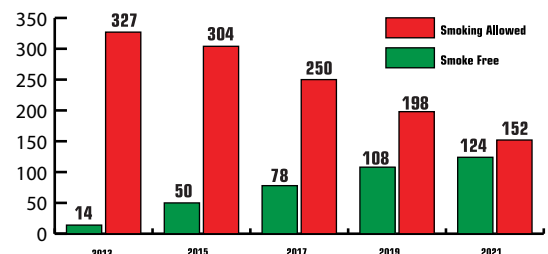
MARION COUNTY APARTMENT SURVEY RESULTS



SMOKING POLICIES IN MULTI-FAMILY HOUSING PROPERTIES 2021



MARION COUNTY APARTMENT COMPLEXES WITH 100% SMOKE-FREE POLICY, 2013-2021



• From January through March 2021, Smoke Free Indy conducted a phone survey of 281 multi-family properties in Marion County to assess current smoking policies.¹

• 124 (44%) of the properties surveyed offer smoke-free buildings for residents, up from 34% of surveyed properties in 2019, 24% in 2017, and 14% in 2015 and 4% in 2013.¹

• 100% of the Indianapolis Housing Agency HUD funded properties are covered by a comprehensive smoke free policy.²

1. The list of multi-family properties surveyed is a compilation of reliable sources including the Indiana Apartment Association, the Indianapolis Business Journal, and individually identified properties. While this is representative of multi-family housing in Marion County, it is likely not a 100% complete list.

2. Federal Register, Vol. 81, No. 233, Monday, December 5, 2016, Rules and Regulations

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JVM Realty Corp. Acquires The Mark at Fishers District

On September 27th, JVM Realty Corp. announced it has acquired The Mark at Fishers District, making it the fourth community it owns in the Indianapolis area. This luxury apartment community is located at 11547 Yard Street in Fishers, Indiana with many local retail and dining experiences close by. The Mark consists of 260-units featuring studios, one-, two-, and three-bedroom floorplans and offers a wide variety of amenities including a fitness center, bocce ball court, pool, and spa.

Watermark Residential Receives Top Power Ranking

Watermark Residential was ranked among the top 25 companies in Division IV (2,000 to 9,999 units) for online reputation in the 2021 Division ORA Power Ranking. This ranking was developed by J Turner Research with the intent to recognize management companies that manage over 2,000 units while still maintaining an excellent online presence. With 13,000 units across 14 states, Watermark received an Online Reputation Assessment Score of 83.18 out of 100, which is much higher than the division's average score of 66.18.

Tempo Property Management Division Acquired by Granite Student Living

The property management division of Tempo Properties Inc. of Bloomington, Indiana, has been acquired by Granite Management based in West Lafayette, Indiana. Tempo is a premier third-party property management company in the Bloomington market serving undergrad students of Indiana University along with graduate students and professionals. Since its purchase in 2012, Tempo has grown to over 900 beds, under the leadership of Dave Thornbury. The merger of Granite and Tempo's property management arm comes at a time of

relatively rapid growth of Granite, having begun operations in 2008 in West Lafayette near Purdue University. Although West Lafayette is still "home office" for Granite, expansion has led to over 10,000 beds over 8 states stretching from Wisconsin to Louisiana and Missouri to Virginia.

New Indiana Senior Community Coming Soon

Sweet Galilee of Anderson at the Wigwam is officially under construction! This 111,000-square-foot, 130-unit affordable assisted living community will be developed by BWI LLC and managed by Gardant Management Solutions. The community will be located at 1315 John St. and will feature both studio and one-bedroom apartments, lounges, a café, a private dining room, a fitness center, a theater, a physical therapy room, and a library/computer room. Certified nursing staff will be available to residents at all times.



Zidan Continues to Expand; Adding Its 5th Apartment Community This Year, Totaling \$140M in Sales Completed for 2021

Zidan Management Group (ZMG), a rapidly growing multifamily property management company based in Indianapolis, continues to expand its Midwest portfolio by recently acquiring Olde Towne Apartments, a garden-style, 164-bed apartment community located in Middletown, Ohio, centrally located between Dayton and Cincinnati, Ohio. This is the 5th multifamily real estate asset ZMG has acquired in 2021. ZMG's prior acquisitions this year include Camelot East, a 492-bed community located in Fairfield, Ohio; Barton Farms, a 262-bed community; Bexley Village, a 276-bed community, both located in Greenwood, Indiana; and The Annex of New Albany, a 260-bed community located in New Albany, Indiana.

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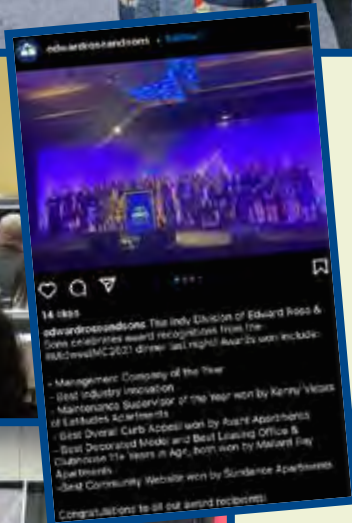
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2021 MMC

MMC

2021 MIDWEST MULTIFAMILY CONFERENCE



MMC is Back (In-Person)

On October 12th and 13th, members from all over the region gathered for the Midwest Multifamily Conference at the Indiana Convention Center to network, learn, and have fun. Over 1700 people attended the trade show, education sessions, and awards dinner, making this year's event one of the best ones yet!

Our 2021 conference featured 13 speakers from across the business landscape, seminars, breakout sessions, and networking opportunities meant to build stronger connections and more successful businessmen and women. And, of course, our keynote speakers, Judson Laipply and Rachel Sheerin, delivered powerful messages that remind us all why we do what we do.

The fun didn't stop there. After a year of virtual communication, nearly 200 exhibitor companies were able to join together



CONFERENCE RECAP



and Better Than Ever!

once again to put on a trade show that featured 221 booths, an assortment of prizes, and many, many selfies. The exhibitors put on quite a show, and even though every attendee couldn't leave with a prize, this year's game on-themed exhibition was a winner for all.

By the end of the two days, everyone was reminded of their sense of community as they gathered for the Midwest Prodigy Awards Dinner. IAA awarded 11 Awards of Excellence and 37 Prodigy Awards to recognize and honor the most successful people and companies in the multifamily industry.

Take some time to reflect on #MidwestMC2021 with photos and social media highlights from the event. The fun may be over, but now we can start planning the 2022 Midwest Multifamily Conference. We'll see you next year!



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- Sheehan Property Management, Inc.
- StoveTop FireStop
- Valet Living
- Van Rooy Restoration
- Yardi Systems
- Zillow Rentals



Award Winning Management



*Preserve at Willow Springs
Indianapolis, Indiana*

COMMUNITY OF THE YEAR



*The Springs Waterside Luxury Apartments
Indianapolis, Indiana*

BEST RENOVATION PROJECT



*Central Park Apartments
Plainfield Indiana*

BEST AMENITIES



Corporate Marketing Program
of the Year



Best Corporate Website



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AWARDS OF EXCELLENCE WINNERS

Alberto Covarrubias **Maintenance Supervisor of the Year**

Kenny Vicars, Edward Rose & Sons



Kenny has consistently completed weekly reports, preventative maintenance, and monthly inspections without missing a single deadline.

His "inspect what you expect" work ethic serves as an example to those around him, which in turn boosts the service level for the entire property. In fact, thanks to Kenny, resident reviews and ratings have gone up 1% and occupancy has remained steady.

Assistant Property Manager of the Year **Michelle Norman, J.C. Hart Company, Inc**



Michelle sets the bar higher for assistant managers everywhere. She goes out of her way to serve not just her team, but her entire community.

With her help, her property has been able to maintain 97% occupancy for 5 consecutive years, decrease bad debt, and achieve a total income that was better than the budget.

Exceptional Corporate Support Team Member **Alexis Fox, PRAXM Management LLC**



Alexis has excelled in her HR role and has made a huge impact on those she serves. As the only HR employee through 2020, Alexis was able to hold the company together through the challenges of COVID-19 and the stress of managing two companies. She worked in recruiting, training, onboarding, implementing new technology, and creating an overall better environment for all.

Grace McFadden Manager of the Year **Mandy Williams, Marquette Management**



Recognized for her organization, efficiency, and consistency, Mandy was promoted to Senior Property Manager and trainer by Marquette.

She brings leadership and drive to her role and empowers her fellow managers to be just as successful. Thanks to her dedication, Maple Knoll has completed several renovations and has seen steady occupancy rates, even despite the challenging times brought on by COVID-19. Her passion and personality help provide a better sense of community and, of course, better ratings.

Leasing Professional of the Year **Aaron Owens, Justus Rental Properties, Inc.**



Each day, Aaron works with the Executive Director, the leadership team, the marketing team, the Leasing Counselors, new and existing customers, and the rest of the

Woodland Terrace community to promote growth and success. He always stays busy and makes sure the community has everything it needs, even during the wake of COVID-19. Aaron is more than a leader; he is a positive light that shines on everyone he meets.

Maintenance Technician of the Year **Michael Albin, Crest Management, Inc.**



Michael is a jack of all trades. If anything needs done – plumbing, electrical, carpentry, repairs – he does it without a single complaint. His can-do attitude and vast knowledge have helped

Hawthorne Properties keep costs low and retain many happy tenants. His social customer service is one that cannot be trained and one that his whole community proudly recognizes.

Rick Stapp Regional Supervisor of the Year **Tiffany Brewer, James Management Group**



Tiffany is committed to building a strong team. From implementing more team building to spear-heading the marketing and leasing training for the company, she never fails to find new ways to improve.

She even assisted her managers with the creation of a budget that fits the communities needs while still maximizing NOI. She is a true example of a team player.

Management Company of the Year, **Less Than 2,500 Units**

Milhaus Management, LLC



Milhaus Management believes that an incredible team and strong infrastructure

makes for impeccable service, and it shows in their day-to-day operations. In 2020 alone, they were able to Make the 2020 Inc. 5000 List for Fastest-Growing Private Companies in America, open three new properties, support local charities, and so much more. From day one, Milhaus prepares their employees for success through elaborate training, recognition awards and bonuses, consistent support, reliable benefits, and a strong emphasis on work/life balance. They are active volunteers, learners, and members of the IAA community with a vision that truly works.

Management Company of the Year, **More Than 2,500 Units**

Edward Rose & Sons



Since its inception, Edward Rose & Sons has stayed active in residential development and construction and has completed more than 80,000 apartment homes. By thoroughly training and consistently recognizing employees, they are able to maintain a reputation of success. They actively participate in IAA events and increase their networking circle, and they have recently partnered with Tickets at Work. Edward Rose & Sons' top focus is on investment,

which is reflected in the many accomplishments they met throughout 2020. Despite the challenges of a global pandemic, they were able to introduce an AI leasing assistant (Rosie), implement Amazon Hub Locker at select communities, rollout smart apartment technology at select communities, and invest in continuing education through Edward Rose University. Both their commitment to the industry and drive for success are exactly why they are able to celebrate their 100th year in business.

Volunteer of the Year **Thomas Whetsel, HI Management**



Tom always makes the effort to go above and beyond in everything he does. When it comes to education, he frequently volunteers as an instructor and dedicates countless hours to helping students

understand our industry and feel confident in their careers. He has instructed CAMT, EPA, and the Service Technician Program. Tom not only shapes the future of our industry by leading the maintenance professional development committee, but he has also played an integral part in the newly created Service Technician Program by mentoring several candidates who will be successful in this industry for many years to come. He does all this without hesitation, and he has made a true impact on all those he serves.

Joe Rhodes Memorial Award **Chad Greiwe, Executive Vice President,** **Gene B. Glick Company**



Chad Greiwe received IAA's most prestigious award for his contribution to the Apartment Industry. He has a diverse background as a licensed real estate broker and a certified public accountant, which has allowed

him to climb the ladder at Glick since 2008. During his first three years, he served as the Director of Accounting and Financial Operations, got promoted to Vice President of Accounting and Financial Operations in 2011, and later got promoted again to his current role of Executive Vice President of Operations in 2013.

Since 2013, he has been involved with IAA in a variety of ways, and he is known for his hands-on approach to education, insight into the multifamily industry, and emphasis on business culture.

He served as chairman of the board for four years, leading IAA in one of the most challenging times during the COVID-19 pandemic. He served as a strong leader who spoke with new or prospective members, assisted in obtaining sponsorship for IAA programs, and moderated weekly COVID-19 calls in order to share essential information.

Chad doesn't just believe in community involvement; he lives it. He is a member of both the Indiana Society of Certified Public Accountants and the American Institute of Certified Public Accountants. He has also served on the board of directors for the Indy Chamber and as chairman of the board for Connect2Help.

PRODIGY AWARDS WINNERS

Best Community Corporate Suite Program

Sunlake Apartments,
Regency Windsor Management

Best Community Resident Retention Program

Shadow Creek,
Flaherty & Collins Properties

Best Company Wide Employee Relations Program

Gene B. Glick Company, Inc.

Best Decorated Model

Mallard Bay Apartments,
Edward Rose & Sons

Best Floor Plans — 1,100+ sq. ft., 11+ Years in Age

Turnverein Apartments,
Van Rooy Properties

Best Floor Plans — 1,100+ sq. ft., 1-10 Years in Age

Midtown Flats, J.C. Hart Company, Inc.

Best Floor Plans — 801-1,100 sq. ft., 11+ Years in Age

Buckingham & Balmoral Apartments,
Van Rooy Properties

Best Floor Plans — 801-1,100 sq. ft., 1-10 Years in Age

Southern Dunes,
Sheehan Property Management, Inc.

Best Floor Plans — Under 800 sq. ft., 11+ Years in Age

River Ridge, Barrett & Stokely, Inc.

Best Floor Plans — Under 800 sq. ft., 1-10 Years in Age

Temple Lofts, Van Rooy Properties

Best Industry-Related Innovation

Edward Rose & Sons

Best Lease-Up Community

Harmony Apartment Homes,
J.C. Hart Company, Inc.

Best Leasing Office/Clubhouse — 11+ Years in Age

Mallard Bay Apartments,
Edward Rose & Sons

Best Leasing Office/Clubhouse — 1-10 Years in Age

The Mill at Ironworks Plaza,
Flaherty & Collins Properties

Best Mixed-Use Community

The Mark at Fishers District,
JVM Realty Corporation

Best Overall Amenities — 11+ Years in Age

Central Park Apartments,
Becovic Management Group of Indiana

Best Overall Amenities — 1-10 Years in Age

The Railyard at Midtown,
Barrett & Stokely, Inc.

Best Overall Community Marketing Plan

The Depot at Nickel Plate,
Flaherty & Collins Properties

Best Overall Corporate Marketing Program

Becovic Management Group of Indiana

Best Overall Curb Appeal — 11+ Years in Age

Legacy Towns & Flats,
Edward Rose & Sons

Best Overall Curb Appeal — 1-10 Years in Age

Avant Apartments, Edward Rose & Sons

Best Project Based Rent Subsidy Community

Amber Woods,
Flaherty & Collins Properties

Best Renovation Project

The Springs Apartments,
Becovic Management Group of Indiana

Best Social Media Program, Community

Penrose on Mass, J.C. Hart Company, Inc.

Best Tax Credit Affordable Housing Community

Union at Crescent,
Crestline Communities

Best Use of Technology

Wabash Landing,
Sheehan Property Management, Inc.

Best Website, Community

Sundance Apartments,
Edward Rose & Sons

Best Website, Corporate

Becovic Management Group of Indiana

Community of the Year — 11+ Years in Age

Marott Apartments,
Van Rooy Properties

Community of the Year — 2-5 Years in Age

The Arbuckle,
Flaherty & Collins Properties

Community of the Year — 5-10 Years in Age

The Preserve at Willow Springs,
Becovic Management Group of Indiana

Community of the Year — New Development

Grid, Milhaus Management, LLC

Gene B. Glick Spirit of Giving Nomination

Regency Windsor Management

Outstanding Regional Community of the Year - Evansville & Surrounding Counties

The Landing,
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Stonewater at the Riverwalk,
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The Breakwater,
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Regional Community of the Year (Merrillville, South Bend, Gary & Surrounding)



Amber Woods

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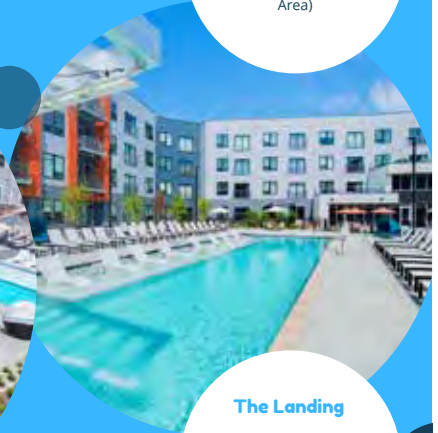
The Arbuckle

Community
of the Year



The Breakwater

Regional Community of the Year (New Albany/Jefferson Area)



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Please note, programs being offered online are marked as **VIRTUAL**. All program dates currently scheduled for in-person instruction have the possibility to be moved virtually pending COVID-19 restrictions.

EPA/CFC 608

PROGRAM DATE: November 30
(VIRTUAL: HELD VIA ZOOM MEETING)



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PROGRAM DATES: December 7–9
(VIRTUAL: HELD VIA ZOOM MEETING)



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Maintenance Leader's Toolkit

PROGRAM DATES:
December 3, 15 • January 5, 19 • February 4



This customized program will prepare IAA members to create better reporting relationships by identifying basic competencies critical to leading a property management maintenance team. The series will address the specific challenge of managing a team in the challenging role of leader/contributor. The series will also address managing a team a priority-shifting, deadline-driven environment where time to connect with employees and colleagues comes at a premium.

Need help logging into your IAA account? Email iaa@iaaonline.net or call (317) 816-8900 for assistance

Congratulations to IAA members who earned a new designation between July 15 and October 6, 2021!



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Timothy Cocagne, Deylen Realty, Inc.
Mayra Cortez, Gene B. Glick Company, Inc.
Megan Kennedy, J.C. Hart Company Inc.
Darrian Rosenberry, In Good Company
Amy Williams, Gene B. Glick Company, Inc.



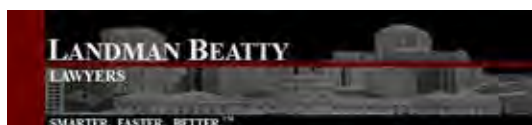
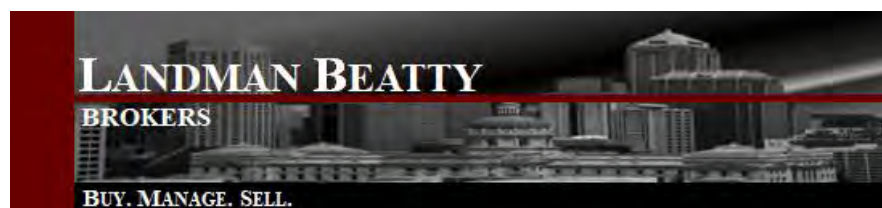
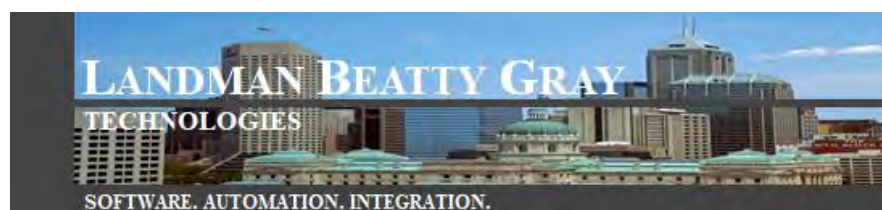
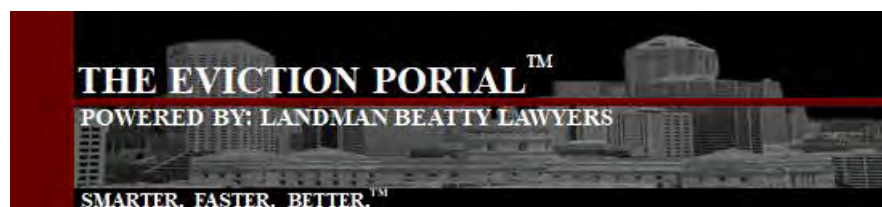
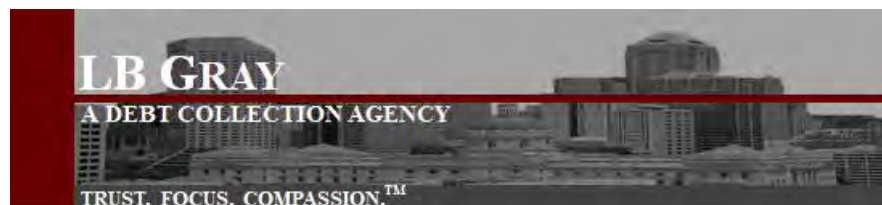
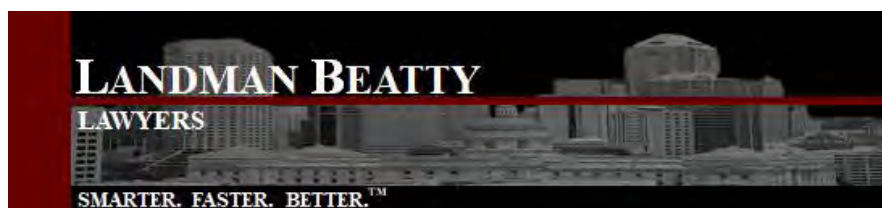
Ferras Abdalla, Triangle Associates, Inc.
Brenda Alter, TWG Management
Aliyah Clark, Flaherty & Collins Properties
Lauren Gray, Englert Mgmt Corp.
Irma Jackson
Samantha Smoot, Dominion Realty, Inc.
Shelena Stevens, Buckingham Companies
Lindsay Synesael, HI Management
Cierra Wood, Lauth Communities



Tiffany Brewer, James Management Group
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AAFW-NEI is Back in Action

Our first in-person event for 2021 was our **Golf Outing** on July 29. AAFW-NEI members were treated to a great day at the Canterbury Green Golf Course. From prizes, awesome food truck lunch to the awards, members were so glad to be back and seeing other members again. The team from Hays & Sons won the golf outing, and as always, we do have a Far from Par for our last-place team. They may not golf all that well, but they may be the team that has the most fun! We could not have held the event without the support of our sponsors. Find out everything you need to know about the AAFW-NEI Golf Outing in the September issue of the AAFW Newsletter.



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Cornhole Tournament Recap

On August 19, the Indiana Apartment Association hosted the annual **Cornhole Tournament to benefit Rebuilding Lives**, a program that donates money to residents



when they have suffered a loss due to a natural disaster that has displaced them from their home. Several members formed a team and came out for food, drinks, sunshine, and lively competition! It was a great opportunity for members of the industry to join together and raise money for a worthy cause.



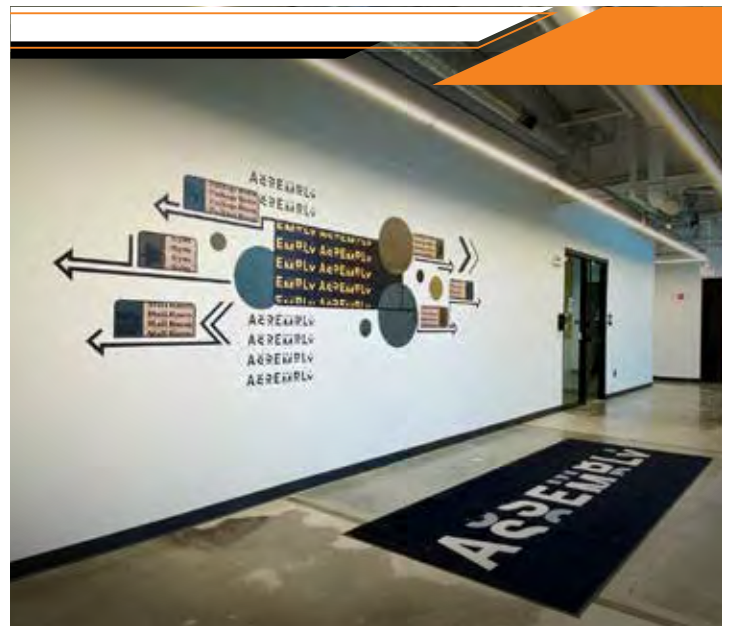
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The Maintenance Leadership Toolkit

This customized program will prepare IAA members to create better reporting relationships by identifying basic competencies critical to leading a property management maintenance team. The series will address the specific challenge of managing a team in the challenging role of leader/contributor. The series will also address managing a team in a priority-shifting, deadline-driven environment where time to connect with employees and colleagues comes at a premium.

The Maintenance Leadership Toolkit will take place over 4 sessions and 1 roundtable:

- **Module 1: Quick Start** – Managing People Basics – **December 3**
- **Module 2: Setup Guide** – Communicating Expectations – **December 15**
- **Module 3: MacGyvering** – Proactive Problem Solving – **January 5**
- **Module 4: Trouble Shooting** – Dealing with Difficult People – **January 19**
- **Maintenance Leadership Roundtable:** **February 4**

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1. Based on internal 2020 study 2. MindBody Virtual Fitness Survey July 2020. All Valet Living logos and images associated therewith, and all other Valet Living products and services, are trademarks or registered trademarks of Valet Living, LLC in the United States and other countries.

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Sources:

¹ CoStar Q3 earnings, RP Internal Data

² Internal Data: Dec 2019 - Nov 2020

³ comScore, Jan 2020 - Dec 2020 (average), RentPath Network vs CoStar Network (does not include syndication)

⁴ Internal Data: Nov 2019-Nov 2020

⁵ Internal Data: 12 month average (Dec 2019 - Nov 2020). Looking back to 2016

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Federal Update

If you follow politics, even at a glance, you have probably determined that the rental housing industry is in the firing line of many state and federal elected officials.

During Indiana's most recent legislative session, IAA defended against nearly 40 bills that would have dramatically affected the operations of our industry. Thankfully, we defeated all the harmful bills and secured a veto override of Senate Enrolled Act (SEA) 148. Consequently, only the state legislature can pass laws affecting the landlord-tenant relationship. SEA 148 likely prohibited any attempts by local governments to implement their own eviction moratoria that exceeded the federal government's CDC Order.

At the federal level, IAA is tracking 58 bills (and counting) involving a few common themes:

- Extending the Federal Eviction Moratorium
- Creating a national eviction database
- Prohibiting all evictions
- Delegating the CDC and Department of Health and Human Services the explicit authority to enact eviction moratoria to stop the spread of infectious diseases
- Creating a tenant's bill of rights
- Reforming the Emergency Rental Assistance Program
- Increasing participation by Property Owners in the rental housing voucher program
- Federal Right to Counsel for Residents facing evictions
- Tenant Screening and Reporting

Expediting Assistance to Renters and Landlords Act of 2021

Included in these themes are bills that are expected to pass the Democrat-controlled U.S. House of Representatives in the near future. House Financial Services Committee Chairwoman Maxine Waters (D-CA-43) authored H.R. 5196, titled the Expediting Assistance to Renters and Landlords Act of 2021. On September 14, the legislation was heard and passed out of committee along party lines. The legislation seems promising at face value, as all stakeholders in our industry want to see rental assistance distributed more quickly. However, hidden in the bill are several problematic provisions, including a 120-day eviction moratorium for nonpayment of rent upon receipt of the rental assistance funds without any guarantee of payment during that period. Additionally, any property owner receiving funds must notify all residents of their rights under the Fair Housing Act and any relevant state and local laws. Plus, that notice must include how to file complaints about violations of any of the cited laws.

Given Chairwoman Waters' leadership role, there is a very good chance this bill will receive a vote before the end of the year. However, the pathway forward in the Senate is uncertain, due to the filibuster rule requiring 60-votes for a bill to receive consideration on the floor. Ultimately, this is likely to prevent the bill's passage. However, it is important to note that public support for property owners and our issues is softening, even among Republicans. For example, a recent Morning Consult survey found that 53% of all voters and 31% of Republican voters supported the Eviction Moratorium.



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Rep. Bush and Sen. Warren Offer Bills Giving CDC and HHS to Enact Eviction Moratoria

Earlier this year, the U.S. Supreme Court found that the Centers for Disease Control and Prevention (CDC) lacked the authority to enact an eviction moratorium under the Public Health Service Act without express permission from Congress. Senator Elizabeth Warren (D-MA) and Congresswoman Cori Bush (D-MO-01) introduced bills in the Senate and House on September 21, 2021, to immediately rectify that issue and explicitly add to the Public Health Service Act that the Department of Health and Human Services “may implement, maintain, or extend a residential eviction moratorium.” The House version of the bill currently has 40 cosponsors, while the Senate has four co-sponsors. IAA will continue to monitor this legislation and provide updates if and when it receives a hearing.

Yes in My Backyard Act, Build More Housing Near Transit Act

Despite all the noise and havoc happening in D.C., Senator Todd Young (R-IN) introduced the Yes In My Backyard Act (S. 1614). Congressman Trey Hollingsworth (R-IN-09) also co-sponsored the same bill in the House (H.R. 3198), which he originally authored.

This bill would create transparency (and some accountability) by requiring communities to track and report on their discriminatory land-use policies, which prohibit the construction of higher-density housing.

Additionally, Indiana Senator Mike Braun (R – IN) also introduced an amendment to the \$3.5T Democrat-only reconciliation bill that mirrored the House’s “Build More Housing Near Transit Act.” This legislation elevates and prioritizes applications for Capital Investment Grants if an applicant demonstrates substantial effort to preserve or encourage affordable housing near the project. Sadly, although the amendment added \$0 to the bill’s cost, it was not included in the final infrastructure reconciliation bill. However, Senator Braun has agreed to carry a standalone bill this session.

Given all the chaos in Washington, IAA is committed to keeping members updated via the **Multifamily MarkUp** and **INSites**. As always, if you have questions, please never hesitate to contact IAA’s Government Affairs Team at iaa@iaaonline.net. Scan the QR code to learn more.



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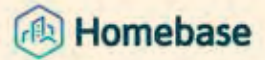
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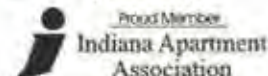
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