

Sep | 2018

SANTA BARBARA RENTAL PROPERTY **news**

CALIFORNIA'S CENTRAL COAST RESOURCE FOR RENTAL PROPERTY OWNERS, MANAGERS & SUPPLIERS



Save Costa Hawkins, Vote No on Prop 10 . . . page 12



35 Years of Experience in Santa Barbara

Specializing in Rental Properties, HOA's, PUD's and Commercial Properties



*Family owned and
operated since 1979.*

4213 State St. Suite 205
Santa Barbara, CA 93110
#OL60662

(805) 563-0400
Fax (805) 563-0440

Visit us at:

RICHARD@BILLTERRYINSURANCE.COM



Nationwide®



CHUBB®





SANTA BARBARA RENTAL PROPERTY news



SANTA BARBARA AREA'S RESOURCE FOR RENTAL PROPERTY OWNERS, MANAGERS & SUPPLIERS

SBRPA OFFICE

Mon-Fri • 9am-5pm
Closed for lunch 12-1pm

123 West Padre Street, Suite D
Santa Barbara, CA 93105

www.sbrpa.org

Phone: (805) 687-7007

Fax: (805) 687-9708

E-mail: angela@sbrpa.org

Credit Check: (805) 687-7045

Toll Free Credit Check: 1-877-687-7045

September 2018

Calendar	5
President's Message & CalRHA/NAA Update	7
Central Coast News.....	11
No on 10	12
10 who say no on 10.....	13-14
2018 Golf Sponsorship Opportunities & Registration ...	15
Sacramento Report.....	19
Attorney's Corner	29
Santa Barbara Happenings.....	33
Directory of Advertisers.....	38

ADVERTISE IN OUR MAGAZINE
 For information on advertising in
 SBRPA Rental Property News magazine,
 please contact Angela Gonzales
 805-687-7007 • angela@sbrpa.org

SBRPA 2018 OFFICERS & DIRECTORS

- President* James Carrillo, CPM®
- 1st Vice President* Janet M. Eastman, CPM®
- 2nd Vice President* Betty L. Jeppesen, Esq.
- Secretary* Charles V. Eckert III, Esq.
- Treasurer* William B. Brace, CPM®
- Board of Directors* Chris Agnoli
James Carrillo, CPM®
Janet M. Eastman, CPM®
Joyce Hulsebos
Danielle Holzer-Burkitt
Robert Kooyman, CPM®
Michelle Roberson
Jeremy Bassan
- Executive Director* Laura G. Bode
- Copy Editor* Janet M. Eastman, CPM®
- Assistant Editor* Angela D. Gonzales

Articles appearing in this magazine are presented as a public service and may not reflect the opinion of the publisher, its board of directors or its members.

Products and services advertised herein are not warranted, expressly or impliedly by the publisher or by its board of directors. No investigation has been conducted to ascertain the quality of the products and services advertised herein. The publisher takes no responsibility should the quality of the products and services not be as advertised.

The Rental Property News Magazine is published monthly by the Santa Barbara Rental Property Association, Inc. Editorial / advertising offices are located at 55 Hitchcock Way, Suite 110, Santa Barbara, CA 93105. Phone (805) 687-7007, Fax (805) 687-9708. Subscription is included in the annual membership dues.

Graphic Design by Darkblade Enterprises

CENTRAL COAST PAVING

Commercial & Residential
Parking Lots & Driveways

- Asphalt Paving • Seal Coating • Concrete
- Chip Seal • Patching & Crack fill
- Striping



805 665 3292

WWW.CCPAVE.COM

CALENDAR

Monday, September 3rd
SBRPA Office Closed in honor of

LABOR DAY

Thursday, Sept. 6th & Thursday Oct. 4th 8:00 a.m.
FIRST THURSDAY SERIES: Coffee with Counsel
Andersen's Bakery & Restaurant, State Street, Santa Barbara

Our September and October meetings will be held at Andersen's Bakery & Restaurant, 1106 State Street, Santa Barbara. \$20 includes coffee, juice, pastries, quiche & fruit.

RSVP to Angela at: (805) 687-7007 or programs@sbrpa.org



Photo andersenssantabarbara.com

Payment required to reserve spot. (Sorry, non-refundable a week in advance as SBRPA needs to pay our host!)

Tuesday, Sept. 25th, 5:00 p.m.
TOWN HALL: No on 10
Earl's Place, Earl Warren Showgrounds
3400 Calle Real, Santa Barbara



OPEN TO MEMBERS & INVITED GUESTS ONLY.
YOU MUST RSVP TO ATTEND! RSVP: programs@sbrpa.org

If you are not a member, but own rental property in Santa Barbara, contact Angela at 805-687-7007 for more information.

Wednesday, Sept. 26th 5:00 p.m.
WINE & WISDOM: North County's Counsel Group
Far Western Tavern, 300 E. Clark St., Santa Maria

North County, this is your chance to get together with other rental property owners and discuss issues you are facing. Attorney Mario Juarez will be available to answer questions.



Appetizers Provided - Oak Grilled Steak Tips with Cilantro, Grilled Artichoke & Blonde Beer Battered Onion Rings. No Host Bar.

VINO VERITAS! RSVP programs@sbrpa.org

Friday, October 26th
SBRPA 2018 Annual Charity Golf Tournament
Glen Annie Golf Club, 405 Glen Annie Rd, Goleta, CA 93117



Our annual charity Golf Tournament takes place at Glen Annie Golf Club this year on Friday, October 26th.

This year's tourney will benefit Transition House.

Get ready for a day of fun and sun -- golfing, putting contest, prizes, raffles, auctions and more.

We hope you will join us as a sponsor or participant this year. Sponsorship Opportunities and Registration form in this month's magazine.



Tower Property Management

Placement or Full Management
Properties For Rent
View our Web Page

307 E. Ocean Ave. • Lompoc, CA 93436
Phone (805) 740-0023 Fax (805) 736-7359
www.towerpm.com

SAN ROQUE REALTY

"A Friend on Your Side"®

Ed Fuller

Broker/Owner
GRI, ABR, BPOR, SRES, e-Pro, GREEN
Selling Santa Barbara Real Estate Since 1979
Office 805.687.1551 Cell 805.570.6988
55 Hitchcock Way Suite 202
Santa Barbara, CA 93105
CalDRE Lic #00661695
Ed@SanRoqueRealty.com



South County has Coffee & Counsel. North County has . . .

Wednesday Wine & Wisdom



Wednesday, September 26th at 5:00PM.

Your chance to get together with other rental property owners and discuss issues you are facing. Attorney Mario Juarez will be available to answer questions.

The meeting will be held at the Far Western Tavern, 300 E. Clark Ave., Santa Maria.

Appetizers Provided - Oak Grilled Steak Tips with Cilantro, Grilled Artichoke & Blonde Beer Battered Onion Rings. No Host Bar.

VINO VERITAS!
RSVP programs@sbrpa.org

Mario Juarez

As a Santa Maria native, I am deeply committed to my community. After earning my Bachelor of Arts in Law and Society from UCSB and my Juris Doctorate from the UCLA School of Law, I began my practice back in my hometown. I serve the communities of San Luis Obispo, Santa Barbara, Ventura Counties, and all surrounding areas. I am grateful for my fluency in both English and Spanish as this allows me to assist more members of the community.



SBRPA IS PLEASED TO ANNOUNCE

YARDI
2018 FALL CLASSIC TITLE SPONSOR



SBRPA President's Message & CaIRHA/NAA Update

James Carrillo • CPM®, SBRPA President



Following the Holiday fire, which struck Goleta in July, our community was ready for a welcome respite from any type of heat. Leave it to Mother Nature to respond with a heat wave that lasted through July and well into August. In addition, fires throughout the rest of the Golden State devastated communities and altered lives. We are grateful for all of the efforts of our firefighters and first responders, and we pray for the families of those most affected by this incredible spate of blazes throughout California and the western states.

From the standpoint of ballot initiatives, things are hotter than ever in California. As we have noted for many months, Proposition 10, the ballot initiative to repeal Costa Hawkins, will be voted on by Californians in November. If the initiative passes, municipalities will be free to enact different types of rent control in their communities. This includes Santa Barbara, where the cost of housing is high. An overview of rent control by the National Apartment Association (NAA) is the best description we can give:

Rent regulation policies (rent control) are government-enforced price control measures limiting the rents that property owners may charge in market rate rental housing. Rent control laws and regulations mandate an artificial cap on rent, without monetary investment or compensation by the governing jurisdiction. Rent control distorts the housing market by acting as a deterrent and disincentive to develop rental housing and invest in its maintenance and rehabilitation. With little or no ability to earn a profit, investors will shift their investments to other non-rent regulated jurisdictions. In practice, these policies have the effect of increasing the cost of all housing by forcing a growing community to compete for fewer housing units, and reducing the quality of rental housing.

As noted, there are three certainties with Prop. 10:

- Prop. 10 will NOT increase funding for affordable housing.
- Prop. 10 will NOT force local communities to build the housing approved in their general plans.
- Prop. 10 will NOT provide any immediate relief for people facing higher housing costs.

Proposition 10 will be the most hotly contested initiative on the ballot this year. We encourage you

to go to **Prop10Flaws.com** to learn more about what you can do to help defeat this initiative. **Prop10Flaws.com** is a combined effort by the Apartment Association of Greater Los Angeles, the California Rental Housing Association and the East Bay Rental Housing Association to bring awareness about this initiative to property owners and managers statewide.

As always, our incredible team of Laura Bode and Angela Gonzales stand ready to help with any questions you may need answered. If you have not heard, SBRPA has a new office! Centrally located downtown, feel free to stop by 123 West Padre St. and say hello to the SBRPA team.

Finally, we are gearing up for our annual golf tournament on October 26, 2018, at Glen Annie Golf Club. This year again, Yardi will be our title sponsor. Sponsorship and registration materials have been sent out and we are asking for your help finding sponsors, donating a raffle gift or even better, just coming out with your fellow members and suppliers for an enjoyable afternoon of golf, networking and fun. Mark down the date; **Friday October 26, 2018, at Glen Annie Golf Course.** Registration will be at 9:30 a.m., and the shotgun start will be at 11:00 am. We look forward to seeing you there.



SPECIALIZING IN COMMERCIAL AND RESIDENTIAL PROPERTY



Santa Barbara's Oldest Full-Service Property Management Company



Laura Lerman
Commercial & Residential Property Manager
BRE California Salesperson
License #01411837

Call Today to See How We Can Meet Your Commercial and Residential Property Management Needs

805.963.5945

thelaurelco.com · 146 E. Carrillo, Santa Barbara, CA 93101



BRE California Brokers
License #00753419



Are you an SBRPA member with questions?

Please call Angela Gonzales to make an appointment. **805-687-7007**



SBRPA has moved to new address.

We would love for you to visit our new location, at 123 W. Padre St.

If you call ahead, we will reserve a parking space for you!



FIRST THURSDAY
COFFEE & COUNSEL



2018 SEPTEMBER/OCTOBER						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
						Sept. 1
2	3	4	5	6	7	8
9	10	11	12	13 SBRPA 1st Thursday	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	Oct. 1	2	3	4 SBRPA 1st Thursday	5	6



Photo by andersenssantabarbara.com

September 6th & October 4th

Andersen's Danish Bakery & Restaurant
1106 State Street • Santa Barbara

\$20 includes coffee, juice, pastries, quiche & fruit

Please RSVP to Angela Gonzales at 805-687-7007 or angela@sbrpa.org

Payment required to reserve spot. (Sorry, non-refundable a week in advance as SBRPA needs to pay our host!)

A BIG

THANK YOU

to **Meridian Group** for the years of excellent property management at our old office location (55 Hitchcock Way). We regret having to leave this wonderful community, but needed to downsize.

Santa Barbara Rental Property Association

New Roof 2018



Battaglia Commercial
REAL ESTATE

6 Units In Lompoc

GRM: 11.4

- Brand new roof installed
- (4) 3Bed/2Bath, (2) 2Bed/2Bath
- Private patios on downstairs units
- Open beam ceilings in upstairs units
- New windows
- \$875,000

Providing exceptional service and expert representation... it's what I do.



Steven R. Battaglia

805.688.5333 ~ BRE 01318215

steve@BattagliaRE.com ~ www.BattagliaRE.com

MAILBOXES
commercial & residential



1010 East 62nd Street
Los Angeles, California 90001-1598

Contact us for a free quote or catalog!

Phone: 1-800-624-5269

Fax: 1-800-624-5299

mailboxes.com
1-800-MAILBOX

SALSBURY
INDUSTRIES
People Committed to Quality Since 1936™



Order Factory Direct!
Volume Discounts!

Central Coast News



Derek Banducci, *Guest Author*

Credit Reporting Agencies are no longer providing information about judgments and major tax liens.

One of the most important factors to consider when screening potential tenants is their credit history as it appears on a credit report. An applicant with a history of paying debts as agreed is far more likely to pay rent on time when compared with someone who is unable to maintain a good credit history. That said, there are different types of debt that a traditional credit score fails to distinguish between and that are relevant in this context.

At California West, we tend to give less weight to late pays for medical expenses and more weight to late pays for utilities and credit cards because a person who is slow to pay an unexpected medical expense is often a better credit risk than someone who cannot pay an entirely predictable expense. The traditional credit score fails to take this distinction into account.

Another example of how a raw credit score number is less meaningful than the underlying information is when it reveals an eviction judgment against an applicant who dishonestly denies ever having been evicted. This is uncommon but we have seen it happen and it is clearly a huge red flag.

The raw credit score is now becoming even less meaningful because last year each of the national credit reporting agencies -- Equifax, Experian, and TransUnion -- announced that they will be removing all civil judgments and the majority of tax liens from their consumer credit reporting databases effective in 2018. As a result, this sort of information will no longer be used when calculating a traditional credit score. The problem that the reporting agencies were having is that sometimes this information about civil judgments and tax liens is wrong. For example, there might be a civil judgment against a person with a common name like "John Smith" and tying that civil judgment to the correct John Smith is often impossible given only public records. Therefore, many people were justifiably complaining about the inaccuracy of the information on their credit reports.

Unfortunately, the solution of removing all civil judgment and tax lien information from credit reports is a problem for landlords who look beyond the credit score number. However, for an additional fee the third-party credit report provider that California West uses is offering a service that adds this information about civil judgments and tax liens back into the reports that we receive. Given the importance of this information, and the fact that we consider more than just a raw credit score number, we will be paying the higher fee to have as much information as possible when weighing the relative strength of various rental applications.

Derek Banducci is the President of California-West, Inc., a real estate management company with offices in San Luis Obispo and Arroyo Grande. Derek is a real estate broker and attorney whose investing career began in 1997. California West has been managing investment real estate since 1975.

SBRPA would like to recognize the following new and returning members.

Steven Bruhns, Monica & James Egan, Jared Holton, Judith Haskell & Barbara Laing, Kerry Moriarity, Lighthouse Trust, Marcia & Tim Tremblay, Anna & Craig Wines Deena Barnett, David Thomas



LAW OFFICES OF
BETTY L. JEPPESEN

JEPPESENLAW@GMAIL.COM

1528 STATE ST., SANTA BARBARA, CA · 805.450.1789


VOTE NO ON 10





FACT SHEET


Prop 10, the so-called "Affordable Housing Act," is anything but affordable housing. Don't be fooled, the initiative is bad for homeowners and renters – and will make California's housing crisis worse.


NO on Prop 10. It just has too many flaws.

 **Allows Regulation of Single Family Homes**
Allows government to dictate pricing for privately owned single-family homes, controlling how much homeowners can charge to rent out their home – or even just a room. It may even lead to bureaucrats charging homeowners a fee for taking their home off the rental market.

 **Places Bureaucrats in Charge of Housing with the Power to Add Additional Fees**
Puts as many as 539 rental boards in charge of housing and gives government agencies unlimited power to add fees on housing that will be passed on to tenants in the form of higher rents – making homes and apartments even more expensive.

 **Puts Taxpayers at Risk for Millions in Legal Costs**
Requires California taxpayers to pay the proponents of the initiative's legal bills if homeowners, tenants or voters challenge the law in court. Even if the proponents lose in court, taxpayers will still be on the hook to pay their legal bills.

 **Adds Tens of Millions in New Costs to Local Governments**
The state's non-partisan legislative analyst says the measure could increase costs for local governments by tens of millions of dollars per year and cost the state millions more in lost revenue, which could mean diverting funds from other vital state services.

 **Drives Up the Cost of Existing Housing**
New government fees and regulations will give home owners a huge financial incentive to convert rental properties into more profitable uses like short-term vacation rentals – increasing the cost of existing housing and making it even harder for renters to find an affordable place to live.

MYTH vs. FACT

MYTH Prop 10 will give renters immediate relief.

FACT Prop 10, the so-called "Affordable Housing Act," repeals current law and does not force the state or any city to lower rents. This flawed initiative:

- Will NOT provide any immediate relief for people facing higher housing costs.
- Will NOT increase funding for affordable housing.
- Will NOT force local communities to build the housing approved in their general plans.

MYTH Prop 10 will make housing more affordable across California.

FACT Numerous studies show that the exact opposite could happen. Prop 10 could increase prices for existing housing and make it even more difficult for families to purchase their first home. It could even force thousands of renters – including seniors and others living on fixed incomes – out of their apartments and communities. In fact, the initiative's new government fees and regulations on housing will give apartment owners a huge financial incentive to convert rental properties into more profitable uses like short-term vacation rentals and condos. As a result, Prop 10 could increase the cost of existing housing and make it even harder for renters to find affordable housing in the future.

MYTH Prop 10 will not harm the construction of new homes.

FACT This flawed initiative will only make California's housing crisis worse. The state's nonpartisan Legislative Analyst's Office stated in their analysis of Prop 10 that, "A substantial expansion of rent control in California could result in economic effects more dramatic than those suggested by research on rent control to date, including significant reductions in construction of new housing."

MYTH Prop 10 will benefit California's economy.

FACT The state's nonpartisan Legislative Analyst's Office found that Prop 10 could increase costs for local governments by tens of millions of dollars per year and cost the state millions more in lost revenue. This could result in less money for schools and emergency services, reduced new home construction, and a loss of thousands of well-paid construction jobs.

BOTTOM LINE:

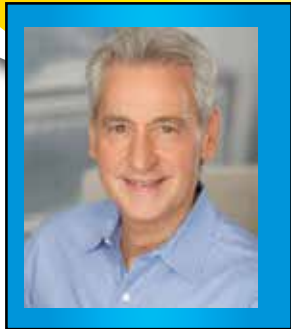
Prop 10 has too many flaws and will make the housing crisis worse.
Vote NO on November 6th!

This message was developed by "No on Prop 10 – A Flawed Initiative That Will Make The Housing Crisis Worse", a coalition of housing advocates, renters, large and small businesses, taxpayer groups, and veterans Committee major funding from Michael K. Hayde, including Western National Group & Affiliated Entities, California Association of Realtors, Lewis Pacific Partners including aggregated contributions from Lewis Investment Company, LLC. Funding details at www.fppc.ca.gov.

10 WHO SAY NO

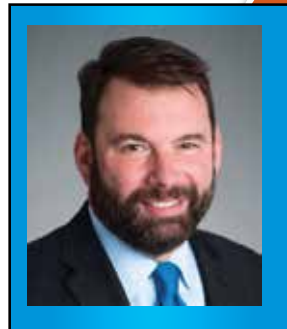


With a properly funded campaign we can reach the undecided voters in California with a winning message. You can donate on line at: www.prop10laws.com



Larry Cannizzaro
President, California
Rental Housing Association

Unless our industry joins together, we will lose this fight in California and potentially in other markets across the country.



Robert Pinnegar
President & CEO, National
Apartment Association

Proposition 10 will be the most hotly contested initiative on the ballot this year. It repeals the Costa-Hawkins Rental Housing Act to allow extreme forms of rent control in California.



Jim Carrillo
President, SBRPA
Board of Directors

California's already suffering from a housing crisis. Prop 10 will further drive up the cost of housing, making California even more unaffordable for those living paycheck-to-paycheck. It also gives false hope to the working poor who find themselves with even fewer and more expensive housing options.



Robert Apodaca
Executive Director,
United Latinos Vote

Prop 10 could hurt homeowners by authorizing a new government bureaucracy that can tell homeowners what they can and cannot do with their own private residence. It could make homes more expensive for future buyers and hurt families trying to purchase their first home.



Steve White
President, California
Association of REALTORS

We oppose Prop 10 because it would allow unelected bureaucrats to impose fees on all housing, including singlefamily homes, with no vote of the people or local elected body. This will make housing more expensive, not less.



Jon Coupal
President, Howard Jarvis
Taxpayers Association

This message was developed by "No on Prop 10 – A Flawed Initiative That Will Make The Housing Crisis Worse", a coalition of housing advocates, renters, large and small businesses, taxpayer groups, and veterans Committee major funding from Michael K. Hayde, including Western National Group & Affiliated Entities, California Association of Realtors, Lewis Pacific Partners including aggregated contributions from Lewis Investment Company, LLC. Funding details at www.fppc.ca.gov.

Prop 10 does nothing to build new affordable housing that California families desperately need. Instead, it will limit new construction, impose fees on housing and increase the cost of living for thousands of Californians. That is why I am urging people to vote no on Prop 10.



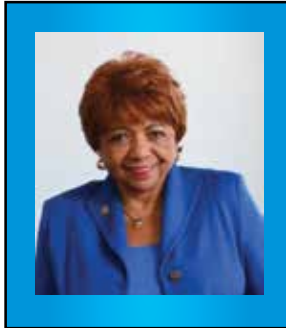
John Gamboa
President, California
Community Builders

Under Prop 10, ALL types of housing --- including single family and condominiums -- could be subject to rent control.



Laura Bode
Executive Director,
Santa Barbara Rental
Properties Association

It will increase the cost of renting and make it even harder to find affordable housing.



Alice Huffman
President, California State
Conference NAACP

For seniors on Social Security and fixed incomes, Prop 10 could be devastating.



Marilyn Markham
Board Member, California
Senior Advocates League



The rental housing industry in California is being turned upside down. Right now tenant activists are dominating the narrative that is being presented to our elected officials at the city, county and state level. Soon it may be too late to change proposed legislation that will severely and negatively impact both rental property ownership and the availability of housing. That is why now -- more than ever -- our members need to come together and make their voices heard by our elected officials.

What can you do?

1. **DONATE TO SBRPA SO WE CAN EDUCATE OTHERS ABOUT BETTER SOLUTIONS THAN PROP 10.**
2. **ATTEND THE TOWNHALL 5 PM TUESDAY, SEPTEMBER 25 Earl's Place, Earl Warren Showgrounds**
3. **BECOME PART OF THE SBRPA GOVERNMENT AFFAIRS COMMITTEE**

We need a diverse group to be part of the Committee to research, discuss, develop and communicate common sense solutions. If we don't speak up, the tenant groups and their solution of Rent Control will be the only voice heard in this discussion. Join other committee members and help be the voice of Santa Barbara's Mom and Pop housing providers! Email SBRPA Board Member Michelle Rober-son: Michelle@sierrapropsb.com.

This message was developed by "No on Prop 10 - A Flawed Initiative That Will Make The Housing Crisis Worse", a coalition of housing advocates, renters, large and small businesses, taxpayer groups, and veterans. Committee major funding from Michael K. Havde

TOWNHALL

5:00 PM, Tuesday • September 25, 2018

UPDATE!

STATE & LOCAL ACTIVITIES IMPACTING RENTAL PROPERTY OWNERS

Come hear the latest developments.

OPEN TO MEMBERS & INVITED GUESTS ONLY

If you are not a member, but own rental property in Santa Barbara, contact Angela at 805-687-7007 for more information

YOU MUST RSVP TO ATTEND

RSVP: programs@sbrpa.org



Earl's Place

Earl Warren Showgrounds
3400 Calle Real
Santa Barbara, CA



PLEASE, help give a child a warm bed



SBRPA's annual charity golf tournament supports TRANSITION HOUSE, Santa Barbara's only shelter for homeless families.

DONATE RAFFLE or AUCTION ITEMS for the tournament. All donations are tax deductible and we can provide donation receipt. We welcome any donation. Here are some ideas:

- **UNIQUE EXPERIENCE:** Your vacation home, Foursome at your golf club, boat trip, dinner at your home
- **GIFT CERTIFICATES:** Ask your favorite restaurant /clothing store/haircuts/massage to donate a gift certificate for charity
- **TICKETS:** theater, sport, museums
- **BASKETS:** Things for a theme basket - beauty products, spa day, wines, beers, coffees, auto care, "Staycation", pet care
- **FAVORITES:** Fitbit, Kindle, Bluetooth speakers, SONOS, television

Donations can be dropped off at either location below, or we can pick up.

SBRPA
123 West Padre Street #D
Santa Barbara, CA 93105
PH: (805) 687-7007

DMH Properties
7394 Calle Real, Suite G
Goleta, CA 93117
PH: (805) 962-3707





Santa Barbara Rental Property Association's 2018 Fall Charity Golf Tournament

Sponsorship Opportunities

Entertainment Sponsor \$2,500

- One Foursome package
- Four banquet dinners
- Logo on the SBRPA banner
- 1/2 page ad in Program
- Tee sign
- Verbal recognition during Reception

Feed the Hungry Mob \$2,000

- Logo on box lunches
- *Meet & Greet* the hungry golfers!
- Two banquet dinners
- Skirted table

Mulligan Sponsor \$1,750

- Registration signage and tee sign
- One Foursome package
- Four banquet dinners

Attended Tee Box Package \$1,250

- Attended Tee Box -- *Meet & Greet* all the golfers!
- One Foursome package
- Four banquet dinners
- Recognition in promotional materials

~~Cart Sponsor \$1,250~~ **Sold!**

- Exclusive signage on every cart

~~Putting Contest \$1,500~~ **Sold!**

- Signage

Attended Tee Box \$750 each

- One golfer, one banquet dinner
- Skirted table -- *Meet & Greet* all the Golfers!
- Recognition in promotional materials

Closest to Pin \$500

- Signage
- Present award at dinner ceremony

Tee Sign \$200 each

- Unattended tee box
- Recognition in promotional materials & at event

2018
SBRPA
Fall Classic
golf tournament

To benefit Transition House

Friday, October 26, 2018
Glen Annie Golf Club
 405 Glen Annie Rd., Goleta, CA

Registration 9:30 AM • Putting Contest 9:30-10:45 AM • Shotgun 11:00 AM

Presenting \$7,500

4 Foursomes with golf packages, Presenting banner, 12 banquet dinners with reserved seating, 2 premium hole sponsorships with signage, presenting speaker at Awards reception, full page advertisement in SBRPA monthly magazine and logo in all print & online marketing material for 1 year.

~~Title \$5,000~~ **Sold!**

2 Foursomes with golf packages, Title banner, 4 banquet dinners with reserved seating, 1 premium hole sponsorship with signage, 1/2 page advertisement in SBRPA monthly magazine and logo in all marketing material for 1 year.

Gold \$2,500

1 Foursome with golf packages, 4 banquet dinners with reserved table, 1/4 page advertisement in SBRPA monthly magazine and logo in all marketing material for 1 year.

Silver \$1,250

1 Foursome, 4 banquet dinners, reserved seating, Acknowledgement in SBRPA monthly magazine, and signage.

Individual Golfer \$180

REGISTRATION www.sbrpa.org

Mail to SBRPA, 123 W. Padre St. #D, S.B., CA 93105.
 Contact Angela at 805-687-7007 or Angela@sbrpa.org with any questions.

Name: _____

Email: _____

Package Name: _____ Total Due \$ _____

Golfer #1 _____ Golfer #3 _____

Golfer #2 _____ Golfer #4 _____

(For multiple foursomes, attach separate sheet)

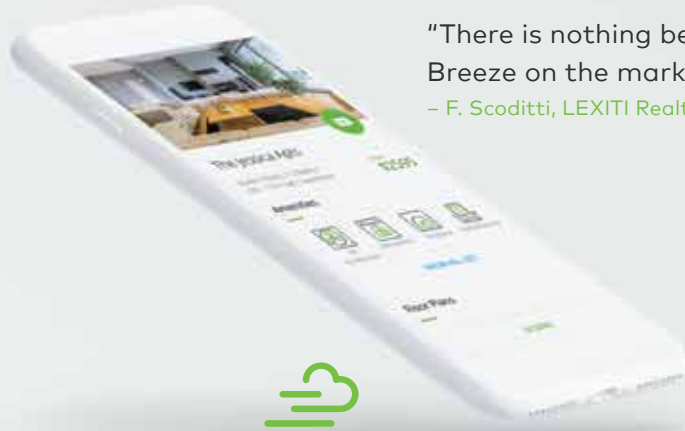
METHOD OF PAYMENT

Check enclosed (payable to SBRPA) Visa MC

Credit Card # _____ Exp Date _____

Card Name _____ Sec Code _____

A refreshingly **simple** way to manage your properties.



"There is nothing better than Yardi Breeze on the market right now."

- F. Scoditti, LEXITI Realty



YARDI breeze

Software built for small to mid-sized owners and managers.

See for yourself at YardiBreeze.com | 888.571.5344



Single Family | Multifamily | Commercial



CARPETS
VINYL

DRAPES
BLINDS

JODY'S **WINDOWS AND FLOORS**

(805) 637-6343

JODYSWINDOWSANDFLOORS@GMAIL.COM

CONTRACTOR'S LICENSE #854700 • FAX (805) 564-2959

Want to boost your NOI?

MAXIMIZE
Powered by NAA+JTGC

October 1-3, 2018 | San Diego
Omni La Costa Resort & Spa

#MAX18

Then don't miss out on

Maximize,

the rental housing industry's
sole conference dedicated to
increasing net operating income.

- ▶ Network with high-level peers.
- ▶ Hear from top industry speakers.
- ▶ Gain actionable knowledge.



Register today! Rates increase after Aug 31. www.naahq.org/max18



Christos Celmayster
Partner
805.898.4388
 christos@hayescommercial.com
 BRE# 01342996

***Santa Barbara's native
 multifamily expert.***

**Call for a FREE ANALYSIS
 of your property!**



823 E De La Guerra St, Santa Barbara

NEW LISTING

- Six-unit apartment in excellent condition
- Great location between Milpas Street and State Street, near parks and schools
- Unit mix: 4 x 1BD/1BA, 2 x 2BD/1BA
- Four covered parking spaces plus additional parking area, laundry, and storage



318 S Voluntario St, Santa Barbara

Also Available



2528 De La Vina St, Santa Barbara

- Eight-unit stabilized apartment investment
- Laundry room and 11 parking stalls
- Separate gas and electric meters

- Six-unit "Santa Barbara charmer"
- Close to Cottage Hospital and downtown
- Two triplexes with three 1-car garages



**IN THE LAST 12 MONTHS
 CHRISTOS SOLD 45 UNITS
 VALUED AT \$14.4 MILLION**



HayesCommercial.com
 222 E. Carrillo St, Suite 101, Santa Barbara, California

Sacramento Report



Steve Carlson



Jonathan Arambel

AAGLA's Sacramento Lobbyists

At the time of writing this update we are approaching the last two weeks of the legislative session. There are two big issues taking up all of the "air in the room": wildfire liability and bail reform. Lucky for the multifamily housing industry and for the time being, we are not under attack in the legislature, although there are a couple of bills we continue to work on:

- A bill that would require acceptance of veterans' housing vouchers, and
- A bill one that mandates balcony inspections, for which there will be a clean-up bill next year.

It is a welcome break, because starting with the Costa-Hawkins Rental Housing Act and continuing with the Ellis Act, unlawful detainers, and "just cause" evictions, we have spent the year battling a lot of issues and bills that if passed, might have negatively impacted housing providers. Often in the last month of the legislative session, some bills turn into "zombies" and try and make a comeback. While we had a decent year here in the legislature,

the big fight will be in November.

The outcome of Proposition 10 will likely have a ripple effect into next year's legislative session. If the housing providers come together as an industry to raise \$70+ million and crush Proposition 10, then it provides leverage going into next year. We hope to enter the next year with the California voters deciding to protect Costa-Hawkins and the housing providers in California having a reputation of being a force to reckon with. We won't get to that point if it is just large REITs writing big money checks. We need everyone to help out. We need to be able to say that we had thousands of small "mom and pop" housing providers writing checks to help protect their investment, the industry, and the protections of Costa-Hawkins.

We cannot overestimate the importance of a strong showing in the upcoming November battle. Everyone needs to help by supporting the Issues PAC of SBRPA. Give today, before it's too late! Please contribute by mailing your check to SBRPA at 123 W. Padre Street, Suite D, Santa Barbara 93105

ATTEND TOWNHALL

on

CURRENT STATE & LOCAL ACTIVITIES IMPACTING RENTAL PROPERTY OWNERS

5 PM Tuesday, September 25, 2018

Earl's Place, Earl Warren Showgrounds

RSVP Required: programs@sbrpa.org



INVESTMENT PROPERTY SALES EXCELLENCE




NATE HAGON

Multi Family Sales

BRE #02011627

KW Commercial | The Epstein Partners

 805.636.0807

 Nate@KWCommercial.com

 TriCountyMultiFamily.com



COMING SOON -- DOWNTOWN MULTI-FAMILY \$4,950,000



This upcoming apartment offering provides an investor the unusual opportunity to acquire an asset very close to the heart of Santa Barbara's downtown. The 12-unit building is located just 2 blocks from the start of the Arts & Theater District, and within 4-5 blocks of 25 restaurants, 2 major theaters and dozens of high-end professional employers. The favorable unit mix is 2 x 2-BR+den/2-BA, 2 x 2-BR/2-BA and 8 x 1-BR/1-BA, with a current scheduled annual income of ~\$285K. The building is surrounded by highly improved properties, giving a glimpse of the untapped potential for this valued investment. Contact agent for details and timing.



KEN SWITZER
805.680.4622

**BERKSHIRE HATHAWAY
COMMERCIAL DIVISION**

Prime 14 Unit Multifamily Asset

Located in Santa Barbara's Oak Park neighborhood



28 W. Pedregosa St., Santa Barbara

Offered at \$4,500,000 | 3.06% CAP Rate | \$137,666 NOI | 19.17 GRM

Rare opportunity to acquire an asset of this size located in the highly desirable Oak Park neighborhood in the heart of Santa Barbara! This beautiful 14-unit apartment complex is just one block from State Street, near Cottage Hospital, Alice Keck Memorial Gardens, Alameda Park, Opal, The Granada Theatre, The Arlington Theatre, Santa Barbara Public Market and so much more. Wonderful unit mix of 14 spacious units: (2) Studios and (12) 1BD/1BA apartments, common laundry room and quaint shared courtyard. Carport has a new roof and the driveway has just been resurfaced. The carport area has a new slurry covering, includes one parking space per tenant and a large storage area within each space. Terrific upside in rents that are below market.

Contact The Radius Team for details or to schedule a showing.

Steve Golis

BRE 00772218

805.879.9606

sgolis@radiusgroup.com



Lori Zahn

BRE 01914851

805.879.9624

lzahn@radiusgroup.com



The Radius Team. Count On Us. Every Time.



205 E. CARRILLO ST. SUITE 100 | SANTA BARBARA CA 93101

805.965.5500 | RADIUSGROUP.COM

ROGERS, SHEFFIELD & CAMPBELL, LLP



ANNOUNCEMENT

Grokenberger & Smith, P.C. has merged with Rogers, Sheffield & Campbell, LLP.

Since 1973, Rogers, Sheffield & Campbell, LLP, has provided sophisticated legal advice to Central Coast businesses and individuals. Learn more by visiting rogerssheffield.com

- | | | |
|-----------------|-------------------------|-------------------|
| Real Estate | Civil Litigation | Condominium & HOA |
| Estate Planning | Landlord-Tenant | Family & Divorce |
| Business & Tax | Probate, Wills & Trusts | |
| Construction | Wine & Agricultural | |

SBRPA Members can call with questions regarding areas of practice, and are billed at a "Preferred Client" rate if they decide to retain the firm for Landlord-Tenant matters.

152 E. Carrillo Street, Santa Barbara, CA 93101 rogerssheffield.com
t 805.965.7746 f 805.845.2356 e david@rogerssheffield.com

MAGID MASONRY

• **Full Masonry Service** •
Specializing in fireplace design,
construction, renovation,
restoration & repairs

824 E. Montecito St.
Santa Barbara

Phone: 805-899-2720
Fax: 805 899-4561



*Local company since 1983
Member of SBRPA, SBCA, SBAIA*

www.magidfireplaces.com

**Pre-Renovation
Asbestos & Lead Surveys**
Fire & Water Damage Assessments
Mold Assessments

Insight
ENVIRONMENTAL, INC.
TESTING & CONSULTING

Ben Blaker
ofc: 805.898.1123
cell: 805.816.8788

ben@insightenviro.com • www.insightenviro.com

CAL-OSHA Asbestos Consultant
Registered Environmental Assessor
Certified Microbial Investigator
CDPH Certified Lead Inspector/Assessor

Is it Time to Sell or Exchange Your Property?

Is it a Buyer's or Seller's Market?
What are the Best Options?

SOLUTIONS ARE MY SPECIALTY!

- Over 2,300 Units Sold • 2/3 of my Volume is Exchanges
- Santa Barbara, Ventura, & SLO Counties Covered



Brian Bailey

MULTIFAMILY BROKER
BRE #00680927

Over 38 Years of Success!
SBRPA Member Since 1983

805-637-1031

Brian@CentralCoastInvestments.com
www.CentralCoastInvestments.com

CENTRAL COAST
INVESTMENTS

Fire Water Mold Asbestos Lead Build-Back

For Expert Fire, Water, and
Mold Damage Restoration.
Asbestos & Lead Removal.

Rapid Cost Effective

Build-Back. Call

Pearl Bay /
Rainbow



(805) 966-1480

PearlBayCorp.com



**PEARL BAY
CORPORATION**
Serving Santa Barbara since 1978



**RAINBOW
INTERNATIONAL**
of Santa Barbara

Bob Ulmer

Cell 805-636-1087

bob.ulmer@verizon.net

HERMOSA PAINTING

License #923073

1224 Bath Street, Suite A
Santa Barbara, CA 93101

Phone/Fax 805-962-3418

If you Manage It... We're Unmatched in



- Reliability
- Satisfaction
- Customer Service

If you're a property manager, contact MasterCare® for a customized Property Services Cleaning Quote. Let's get you started by using one of our four Special Value Offers* to give your clientele measurable value.

Offer #1: Schedule 1 Cleaning, get a 2nd for 20% Off

Offer #2: Schedule 2 Cleanings, get a 3rd for 30% Off

Offer #3: Schedule 3 Cleanings, get a 4th for 40% Off

Offer #4: Schedule 4 Cleanings, get a 5th for 50% Off

*Note: Scheduled cleanings must be of equal value



www.mastercarehomecleaning.com

We're Unmatched!

- We've Never Missed an Appointment!
- Your Satisfaction is Guaranteed!
- Staff of 27 Fully Trained Cleaning Techs
- Licensed, Bonded and Insured to \$2M
- Green Cleaning Products and Techniques
- We offer Carpet and Window Cleaning too!

(805) 683-1915

CENTRAL COAST INVESTMENT OPPORTUNITY

54 UNITS \$11,595,000



The Grandview Apartments in Paso Robles offer an investor the rare opportunity to acquire a sizeable asset in a premiere California inland coastal location. The annual scheduled income is \$1.032M (11.2 GRM) with a unit mix of 42 x 2/1, 8 x 1/1, 4 x 3/1 in 44,273sf. The 2.8-acre commercially-zoned parcel rests prominently at Paso Robles’ “Gateway” corner - surrounded by newer commercial development, and the entry point to the region’s boutique wineries, revitalized downtown and the newly improved Spring Street corridor. Ride the Paso Robles housing demand wave in this unmatched multi-family location.



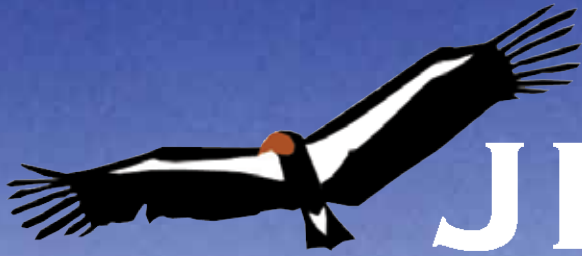
BERKSHIRE HATHAWAY



KEN SWITZER
805.680.4622

BERKSHIRE HATHAWAY
COMMERCIAL DIVISION

©2018 Berkshire Hathaway HomeServices California Properties (BHHSCP) is a member of the franchise system of BHH Affiliates LLC. BHH Affiliates LLC and BHHSCP do not guarantee accuracy of all data including measurements, conditions, and features of property. Information is obtained from various sources and will not be verified by broker or MLS. DRE#: 01245644



JPIA

JOHN E. PEAKES INSURANCE AGENCY INC.

- We offer blanket policies for multiple properties
- Office Locations in Ventura, Lancaster and Monterey
- Carriers offered: Mercury, Philadelphia, Travelers, CSE Insurance, Nationwide, Oregon Mutual and many more.
- Coverage provided for all Commercial Properties, Multi-Family Dwelling and Single Family
- Proud Member of the *Santa Barbara Rental Property Association*

Family Owned And Operated Since 1969

1445 Donlon St., Ste 6, Ventura, CA 93003

PH: 805-650-0199 | License # 0619917

www.peakesinsurance.com

The Attorney's Corner

David M. Grokenberger, Esq. • *Rogers, Sheffield & Campbell, LLP*



OWNING RENTAL PROPERTY THROUGH AN LLC

A limited liability company, or LLC, is a form of business organization that is treated as a partnership for income tax purposes and as a corporation for liability purposes. Generally, an LLC is a legal entity formed under a statutory scheme that allows one or more owners to carry on a business with none of the owners having personal liability for the obligations of the business. LLCs are a relatively new invention in the legal landscape, having only come into existence in 1977. In California, LLCs are governed by the California Revised Uniform Limited Liability Company Act (Corp. Code, § 17701.01 et seq.), which in 2014 replaced the Beverly-Killea Limited Liability Company Act of 1994 (Corp. Code § 17000 et seq.).

In recent years, LLCs have become one of the most preferred forms of business entities through which to hold title to investment real estate properties. Part of the reason is that LLC members are protected from the liabilities of the LLC, such as a civil judgment. Were someone to be injured at a party at a rental property, they might very well sue the property owner alleging some premises defect or unsafe condition, believing that the owner has the deep pockets. If that rental property were owned by an individual, he or she would be named in the lawsuit and would have to defend his or her personal assets from the plaintiff's claims. In contrast, if that property were owned by an LLC, the plaintiff would have to sue the LLC, and only the assets of the LLC would be available to satisfy a judgment. The individual owner would be insulated by the protection of the company, and his personal assets would not be available to satisfy a judgment against the LLC.

The other main benefit to the use of an LLC is pass through taxation. Most often, an LLC will elect to be treated as a partnership for income tax purposes, in which case the income, gains, losses, deductions, and credits of the LLC generally will flow through to its members for reporting on their personal tax returns. Since there is no separate LLC tax, the owner can avoid double taxation on both the rental income generated by the property and the appreciation in value of the property upon sale.

Moreover, the owner of a single-member LLC can deduct mortgage interest similar to a sole proprietor based on current IRS rules. Larger operations can create "multimember" LLCs that are generally taxed by the IRS like partnerships, meaning that the LLC files an "informational" tax return, but does not actually pay taxes itself.

Multimember LLCs also enjoy the benefits of pass-through taxation as the LLC passes its profits and losses through to its members, who report their portion of the LLC's business income or losses on either a Schedule C, K or Form 1065 with their individual income tax returns. This means that both single member and multimember LLCs offer the benefits of pass-through taxation of profits and losses and limited liability and personal protection for the owners.

While an LLC is similar to a limited partnership, in a limited partnership there must be one partner that is personally liable for the partnership's obligations, and if limited partners attempt to manage the partnership in some way, they could be found to be personally liable as well. With an LLC, there is no requirement that a member be personally liable for the company's obligations, and thus a corporation or another LLC can be the manager of an LLC. Additionally, members can participate in managing the company without subjecting themselves to individual liability for the company's obligations.

The insulation from personal risk exposure for real estate investors provided by LLCs, coupled with the relative ease of administration and potential tax benefits, make ownership of investment property through an LLC a very desirable option in most instances. However, where an individual, married couple, or trust is the sole owner of a property, some of these attributes may no longer be as beneficial. For example, if the property is owned by only one individual or trust, the trouble of forming and maintaining a company may not be worth the protection from the potential threat of a lawsuit. LLCs must register with the State of California and submit statements of information, just like corporations. Moreover, California LLCs must pay a fee

Continued on page 31



MERIDIAN GROUP

Real Estate Management, Inc.



COMMITTED TO EXCELLENCE!

- Full Service Real Estate Management
- Commercial & Multi-Unit Residential
- Over 30 Years of Experience
- 24/7 Maintenance Service
- Online Application & Payment Options

ADDING VALUE TO YOUR INVESTMENT
Since 1999

Locally Owned and Managed by
Robert Kooyman, CPM® & Robert Ramirez
CA DRE License #01272282

5290 Overpass Road, Building "D"
Santa Barbara, CA 93111
P. (805) 692-2500 / F. (805) 692-5020
www.meridiangroupprem.com

Beach House Inn

(805) 966-1126

Call us for your "Staycation"

Furnished Apartments
Free Parking & Wifi
Kitchens
Dog Friendly

During your
*Fumigation
*Remodeling
*New Floors
*Water Damage



TheBeachHouseInn.com

Danielle Holzer

FULL SERVICE MANAGEMENT
ONE TIME LEASING
PROPERTY MAINTENANCE

DMH PROPERTIES

PROPERTY MANAGEMENT COMPANY

*Serving Santa Barbara,
Santa Ynez, & the North County*

📞 805-331-3963
☎ 805-962-3707

DANIELLEHOLZER@DMHPROPERTIES.NET

DMHPROPERTIES.NET

336 NORTH CALLE CESAR CHAVEZ SANTA BARBARA, CA 93103



DRE LIC. # 01369548

of \$800.00 each year to the Franchise Tax Board regardless of the LLC's income or activities.

An individual owner who creates a single-member LLC to own a rental property must also be careful to avoid treating the LLC as his "alter ego", which would subject the owner to personal liability. In a lawsuit, the alter-ego doctrine can be invoked where a claimant proves an entity is merely the "alter-ego" of the owner/member, and that the entity should be disregarded so that the owner/member is personally liable. Courts will "pierce the corporate veil" and extend the liability of an LLC to the owner/member where two key elements are shown: (1) a unity of interest and ownership between the company and its owner; and (2) it would be unfair to treat the underlying acts as those of the corporation alone. For landlords who want to form single-member LLCs to own rental properties and avoid a piercing of the corporate veil, it is critical to establish a business purpose for the LLC, maintain separate records and bank accounts, adhere to corporate formalities, and ensure adequate capitalization of the LLC.

The most common strategy to limit personal liability, other than forming an entity to hold a rental property, is insurance. Liability insurance is available to protect against the threat of litigation and is generally affordable. However, insurance carriers are notoriously unpredictable with regard to

handling claims, and should they provide an attorney for defense of a lawsuit, it will be an attorney selected by the carrier. Moreover, liability policies have limits, exclusions, and exceptions, and generally do not insure against intentional conduct. Thus, the "shield" provided by an insurance policy may not be as comprehensive as the prudent landlord would like.

As always, it is important to seek independent legal counsel as to your specific objectives and circumstances. If you have questions on these topics and/or need legal advice on these subjects, please call (805) 965-7746 or email David Grokenberger at david@rogerssheffield.com; Michael Brelje at mike@rogerssheffield.com, or Scott Soulages at ssoulages@rogerssheffield.com.



Frederick Lang
Real Estate Appraiser
 License #AG003428

(805) 886-4146

Since 1964



LIC.#005132

406 W. Figueroa St
 SB, CA 93101

963-3117
689-8397

MENDEZ
 BUILDING SERVICES INC.

- Water Damage Specialists
- Carpet Steam Cleaning
- General Building Maintenance
- Wood Floor Refinishing & Repair

Rafael Mendez • www.mendezservices.com



BEAU BRUNNER PAINTING
 LIC. # 929377

Beau Anthony Brunner
 OWNER
 7464 Evergreen Dr.
 Goleta, CA 93117

CELL: (805) 218-5251
 FAX: (805) 685-0776
EMAIL: beaubrunnerpainting@gmail.com



Landlord Luncheon

Hosted by the Housing Authority of the City of Santa Barbara

September 26, 2018 • 12 pm - 2 pm

Grace Village Apartments - 3869 State St. - Santa Barbara

Please join us for information on new Section 8 landlord incentives, program updates, Q & A, and MORE!

All property owners/managers welcome!

To RSVP contact Janice Rodriguez: 805-897-1046 or jrodriguez@hacsb.org

Celebrating 25 years
1993 - 2018

RESPONSIVE MANAGEMENT WITH PERSONALIZED SERVICE

“ *Finding the right property manager is the key to owning rental property. I was lucky to be referred to Sierra Property Management as they have increased the value of my investments through their knowledge and expertise in both residential and commercial properties.* ”

Lisa H.

- Full service property management servicing residential, commercial, and facilities
- Comprehensive property marketing systems
- Skilled in-house team of technicians, carpenters, and painters
- Online owner portal for 24/7 report review, account balances, and other property related items
- Offering online payments for tenants



www.SierraPropSB.com

5290 Overpass Rd. Bldg C Santa Barbara CA 93111
Phone: 805-692-1520 Fax: 805-692-1420
Email: SPM@sierrapropsb.com

BRE No. 01995764
CSL No. 1008596

Santa Barbara Happenings

Terry A. Bartlett • Reetz, Fox & Bartlett LLP



Santa Barbara City Council Votes in Favor of Local Coastal Program Land Use Plan

On August 7, 2018, the Santa Barbara City Council voted 6-0 to approve a new Local Coastal Program Land Use Plan. The unanimous vote, with Randy Rowse abstaining due to a potential conflict of interest, means that the Plan will now go to the California Coastal Commission for its review and approval. If the Plan is approved by the California Coastal Commission, it will revise and replace the current Local Coastal Program Land Use Plan that was approved in 1986.

The new Plan will govern all land use activities inside the City's Coastal Zone, a region in the City of Santa Barbara around four miles in length. About 65% of the City's Coastal Zone is publicly owned land, which will also be subject to the Plan. Development of the land by the City is not very likely.

The impact of the Plan will be mostly felt by private individuals who hold about 35% of the land in the City's Coastal Zone currently. Those owners considering future development will need to comply with the Plan as finally approved by the Coastal Commission. Once approved, the City will administer the new Coastal Plan.

Employment Statistics Reflect Strong Economy, Growing Construction Workforce

The U.S. Bureau of Labor Statistics recently released its labor summary for June 2018. A total of 2.4 million new jobs have been added nationwide over the past 12 months, an indication of a strong and growing economy.

The continued job additions create an increased demand for housing. However, a lack of construction workers has contributed to an already existing housing inventory shortage. Encouragingly, construction employment has increased by 282,000 jobs over the past 12 months and continued the trend in June by adding 13,000 jobs. The nationwide trend is expected to trickle down to Santa Barbara County.

(Editor's note: Love him, or hate him, or a little of both, the Trump economy is showing legs!)

Homeowners Can Expect More Frequent Blackouts under Southern California Edison's New Policy

Recently, Southern California Edison ("SCE") announced that it will allow power to be shut off when SCE determines that there may be extreme weather conditions. Since the recent change in implementation, SCE has already ordered two shutdowns in the southern parts of its coverage area.

SCE frames the reason for this change in policy implementation as a public safety issue; however, it is likely that the flood lawsuits against SCE have played a major role. The lawsuits stem from allegations that fires were caused by downed power lines. The most notable for Santa Barbara County are lawsuits arising out of the Thomas Fire and the subsequent Montecito Debris Flow events.

It appears that SCE, and other utility companies who are following suit, are fed up with the financial burden that they have faced due to the injuries resulting from natural disasters. They are now seeking to insulate themselves anyway they can, including being much quicker to turn off the power—potentially for days on end.

For California homeowners, especially those in more rural areas, this means that blackouts will likely be more frequent. Steps should be taken to ensure that you and your property are prepared for those blackouts. SCE has been holding public hearings, and there will likely be more upcoming, so there may still be time to try to change SCE's mind. Let them know what you think about this revision of their policies.

(Editor's note: I'm so old, I remember when delivering electric power to customers was SCE's highest priority!)

Continued on page 35

DON'S HEATING + AIR CONDITIONING, INC

LIC#483508



Sprint Forward and beat the heat!
Have your air conditioning system serviced + checked
OR
Call today for a free estimate to have a new air conditioning system-installed.

Receive a free **nest** thermostat with the purchase of any new air conditioning system.



CALL NOW (805)683-2233



California Coastal Commission Shoots Down Short-Term Rental Ban

In May, the County's short-term vacation rental ban was shot down by the California Coastal Commission by way of a 7-5 vote. The reason for the denial was that the ordinance banning short-term vacation rentals was said to improperly limit the public's access to housing near the coast.

It is rare that a Coastal Commission decision is pro-landowner, so this was a notable and significant development.

(Editor's note: Expect more from the California Coastal Commission on this issue before it is finally resolved.)

Renewed Plans for Wind Farm near Lompoc in Santa Barbara County

A proposed wind energy project in Lompoc seeks to install 30 wind tower generators just south of Lompoc off San Miguelito Road. A wind farm was previously planned for the same site a decade ago, but that plan never came to fruition. The new proposal seeks to install fewer – but much larger – wind tower generators, which will generate energy to be sold and transmitted to Pacific Gas & Electric Co. through a new 8.6-mile line to be constructed as part of the project.

The project is relying on the earlier proposal's environmental impact report (EIR) from 2009, with a draft supplemental EIR to be prepared and circulated for public comment. Some argue that circumstances have changed so drastically in the last 10 years that the 2009 EIR with its old data is practically obsolete, and that a brand new EIR should be prepared. However, despite state-of-the-art technology, birds continue to be killed and injured by the big windmills. Bird protection and bird collisions with the generator blades are serious problems for these energy sources.

If approved, the project would be Santa Barbara County's first commercial wind energy farm. Construction is estimated to take approximately 10 months, but the project still requires coastal development permits, as well as a conditional use permit from Santa Barbara County.

Two Target Stores Coming to Santa Barbara County

After years of rumors, the highly-anticipated retailer Target is finally coming to the 805. Earlier this year, Target officials announced their plans to

bring a "small-format" store to Santa Barbara. The mini store will be located in the 34,000-square-foot Galleria building at 3891 State Street and is expected to open in October 2018

Following the announcement of the small-scale version of a typical Target store, representatives from the retail chain said that a full-scale Target was still in the works.

In July 2018, Target revealed it would open a location in Goleta in 2019. The full-scale store will assume the place of the K-Mart, located at 6805 Hollister Avenue, which is scheduled to close this October. This store will be one of Target's "new generation" stores. It will feature a sleek, minimalist design and will include convenient options like self-checkout, a nursing room, and online "order-pickup."

In a time when brick and mortar businesses are failing, Target hopes to change that by rallying support from the Santa Barbara and Goleta communities. Target hopes the new stores' presence will attract shoppers, increase revenue, create jobs, and breathe new life back into the areas surrounding the stores.

SPECTRUM

Realty of Santa Barbara

"There is no substitute for experience"

PROPERTY MANAGEMENT

- Strict rent collecting policy
- Fast tenant turnaround
- Obtain competitive bids and get YOUR approval
- Careful tenant screening
- On call 24 hours / 7 days a week
- No conflict of interest with "In-House" maintenance
- Easy to read monthly statements
- In business over 30 years
- Member SBRPA / IREM CPM candidate

We increase cash flow and control expenses to maximize property value.

Call today for a free consultation

Andy Sillers, Broker

(805) 681-6268

SPECTRUMREALTY.COM

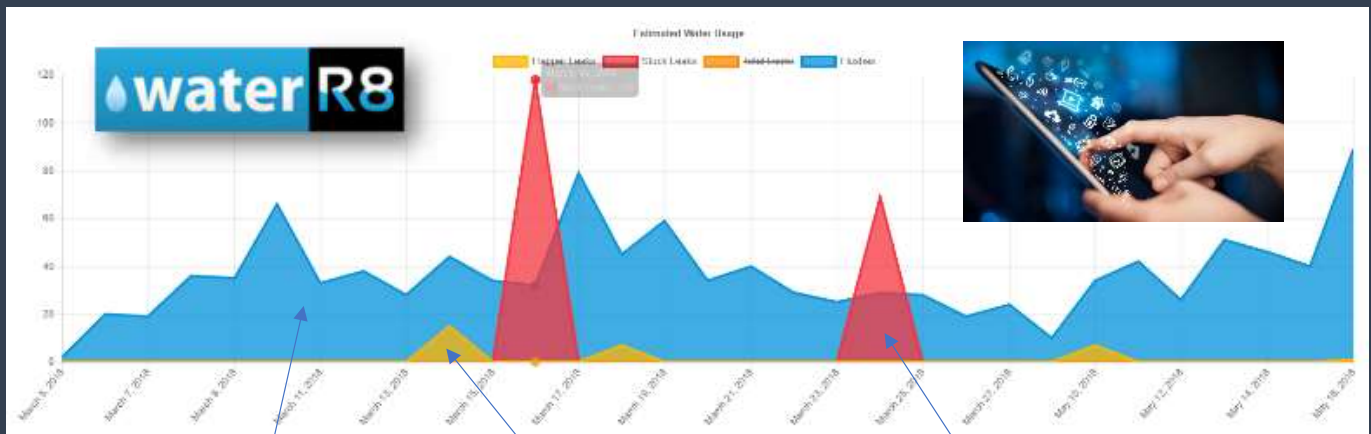


SAVE 15% to 30% ON YOUR WATER BILL!

A single toilet leaking only 5 minutes per hour equates to 15,000 gallons of water wasted every month!



The SII Dashboard provides a powerful customer user interface that is highly intuitive and informative, displaying actionable data at your fingertips!



Total Flashes

Flapper Leak

Stuck Open Leak

Not only has our water bill dropped significantly, but with our weekly reports we have been able to repair new problems immediately before they can become costly.
- Jim Whilt, Santa Barbara

Ask us about our early indoor flood warning systems with 24/7 monitoring!

Call: Valerie Watson at: 888-893-6493
valerie.watson@sensor-industries.com

SANDPIPER



PROPERTY MANAGEMENT

Helping You Increase Your Bottom Line!

Residential • Commercial • Multi-Family

Sandpiper Property Management is an Accredited Residential Management Company (ARM)
with the Institute of Real Estate Management (IREM)



MARKETING

- Craigslist, Newspaper, our website
- Over 10 online rental websites
- Tenant locator services
- 24/7 Phone attendant
- Market to Students, Adults, Seniors

SETTING RENT AMOUNTS

- Full market survey for each vacancy
- Maximize monthly rent
- Minimizing vacancy period

MANAGEMENT

- Collect rents
- Bilingual staff
- Handle slow or non paying tenants
- Pay monthly expenses
- Produce monthly statements for owners
- Distribute monthly proceeds to owners
- Our experienced staff protect your asset
- Regular site inspections

24 HOUR MAINTENANCE

- 24/7 on call maintenance team
- Lic. & Bonded
- In house maintenance lowers expenses
- Budgeting for large capital expenses

SCREEN PROSPECTIVE TENANTS

- Credit and background check
- Employment verification
- Past landlord verification
- Prior eviction check and
- Face to face interview with all applicants

LIABILITY

- We confirm you have adequate insurance
- Current lawyer endorsed leases
- Mold, and lead disclosures used
- Conduct any necessary evictions

OUR RESULTS

- Annual portfolio occupancy rate consistently over 98%
- Consistently lowest maintenance expenses in the industry
- High client retention rate

Call **805-705-4744** for a free consultation.

1825 State Street, Suite # 106 Santa Barbara, CA. 93101
805-705-4744 • 805-563-2156 (fax)

www.SandpiperPropertyManagement.com

Directory of Products & Services

INDEX OF ADVERTISERS

Battaglia Commercial Real Estate....	10
Beach House Inn	30
Beau Brunner Painting.....	31
Betty Jeppesen, Esq.....	11
Berkshire Hathaway – Ken Switzer ...	23, 27
Bill Terry Insurance.....	2
Central Coast Investments.....	25
Central Coast Paving	4
DMH Properties	30
Don’s Heating & Air Conditioning	34
Frederick Lang R.E. Appraiser.....	31
Hayes Commercial Real Estate	20
Hermosa Painting	26
Insight Environmental	25
John E. Peakes Insurance Agency ...	28
Jody’s Windows & Floors.....	18
Keller Williams Commercial	22
Loadstar Movers.....	7
Magid Masonry.....	25
MasterCare Home Cleaning Services	26
Mendez Building Services	31
Meridian Group	30
Pearl Bay Corporation	26
Radius Group	24
Rogers, Sheffield & Campbell, LLP...	25
Salsbury Industries.....	10
Sandpiper Property Management	37
San Roque Realty	5
Sensor Industries	36
Sierra Property Management.....	32
Spectrum Realty.....	35
The Laurel Company	8
Tower Property Management.....	5
Wash Laundry Systems	40
YARDI.....	18

ATTORNEYS AT LAW

Betty L. Jeppesen,
Attorney At Law
jeppesenlaw@gmail.com
(805) 450-1789

James M. Hall,
Attorney At Law
(805) 737-7177

Jim O’Neill
Attorney At Law
joneill@wog-law.com
(805) 925-4200

Law Office of Kuldeep Kaur
Estate Planning
www.estateplanningsb.com
(805) 453-3560

Reetz, Fox & Bartlett LLP
www.reetzfox.com
tbartlett@reetzfox.com
(805) 965-0523

Rogers, Sheffield & Campbell, LLP
www.rogerssheffield.com
(805) 963-9721
David@rogerssheffield.com

APPRAISERS
Frederick Lang, R.E. Appraiser
(805) 886-4146

BLINDS/DRAPES
Jody’s Windows & Floors
(805) 637-6343

CARPETS/FLOORING
Andros Floor Design
www.androsfloor-design.com
(805) 966-4645
glen@andros.sbcoxmail.com

Jody’s Windows & Floors
(805) 637-6343

CARPET CLEANING

SB Carpet Cleaning
(805) 569-7027
santabarbaracarpetcleaning@
gmail.com

CLEANING/MAINTENANCE SERVICES

MasterCare Home Cleaning Services
www.MastercareHomeCleaning.com
(805) 683-1915

Mendez Building Services
www.mendezservices.com
(805) 963-3117

COIN-OPERATED LAUNDRY

Wash Laundry Systems
www.washlaundry.com
(800) 421-6897

CONSULTING

Coastal Crossroads Consulting Inc.
www.coastalcrossroadsconsulting.com
(805) 444-3074

ENVIRONMENTAL

Insight Environmental
www.InsightEnviro.com
dwayne@insightenviro.com
(805) 898-1123

HEATING/AIR

Don’s Heating & Air Conditioning
donsheatingsb@gmail.com
805-683-2233

HOTEL/MOTEL

Beach House Inn
www.thebeachhouseinn.com
805-966-1126



INSURANCE

Bill Terry Insurance

www.billterryinsuranceagency.com
bill@billterryinsuranceagency.com
(805) 563-0400

John E. Peakes Insurance Agency Inc.

www.peakesinsurance.com
cpeakes@peakesins.com
(805) 658-2423

MAILBOXES

Salsbury Industries

www.salsburymailboxcompany.com
(800) 624-5269

MAINTENANCE SUPPLIES

Ferguson Facilities Supply

www.ferguson.com
(805) 234-8457

MASONRY

Magid Masonry

www.magidfireplaces.com
(805) 899-2720

MOVING COMPANY

Loadstar Movers

www.loadstarmovers.com
(805) 886-9679

PAINTING

Beau Brunner Painting

www.beaubrunnerpainting.com
(805) 218-5251

Hermosa Painting

Bob.ulmer@verizon.net
(805) 952-3418

PAVING

Central Coast Paving

justin@ccpave.com
(805) 636-1200

PRINTING

Sundance Press

(520) 622-5233

PROPERTYMANAGEMENT

DMH Properties

danielleholzer@dmhproperties.net
(805) 962-3707

Meridian Group

www.meridiangroupprem.com
(805) 692-2500

Sandpiper Property Management

www.sandpiperpropertymanagement.com
(805) 705-4744

Sierra Property Management

spm@sierrapropsb.com
(805) 692-1520

Spectrum Realty

www.spectrumrealty.com
andy@spectrumrealty.com
(805) 681-6268

The Laurel Company

www.thelaurelco.com
(805) 963-5945

Tower Property Management

www.towerpm.com
(805) 740-0023

REAL ESTATE

Battaglia Commercial Real Estate

www.battagliare.com
steve@battagliare.com
(805) 688-5333

Berkshire Hathaway Ken Switzer

www.realestatesb.com
kswitzer@bhhsca.com
(805) 680-4622

Central Coast Investments

Brian Bailey

www.centralcoastinvestments.com
Brian@centralcoastinvestments.com
(805) 637-1031

Hayes Commercial

www.hayescommercial.com
christos@hayescommercial.com
(805) 563-2111

Keller Williams Commercial

www.kw.com
nate@kwcommercial.com
(805) 636-0807

Radius Group

www.radiusgroup.com
(805) 965-5500

San Roque Real Estate

ed@SanRoqueRealty.com
(805) 687-1551

RESTORATION & REMEDIATION ASR

www.asr-construction.com
(877) 988-1040

Pearl Bay Corporation/ Rainbow Intl. of SB

www.PearlBayCorp.com
Get.Help@PearlBayCorp.com
(805) 966-1480

SOFTWARE YARDI

www.yardi.com
(805) 699-2040

WATER TECHNOLOGY

Sensor Industries

www.sensor-industries.com
(888) 893-6493



Santa Barbara
Rental Property Association

123 West Padre, Suite D
Santa Barbara, CA93105
www.sbrpa.org

PRSR STD
US POSTAGE PAID
PERMIT NO. 271
85719

How Does Your Laundry Operator Stack Up?



Other



If you're unhappy with your current laundry room operations, consider switching to WASH. Apartment owners and managers have been trusting WASH with expert management of their laundry rooms since 1947. We offer top-of-the-line commercial washers and dryers, quick service, and a variety of convenient payment options for your residents, including mobile pay. Plus, our laundry room leases can be tailored to meet your revenue goals, with a variety of profit-sharing arrangements and flexible terms. Contact WASH for a free, no-obligation quote today!

www.washlaundry.com/stackup

Toll Free 800.777.1484