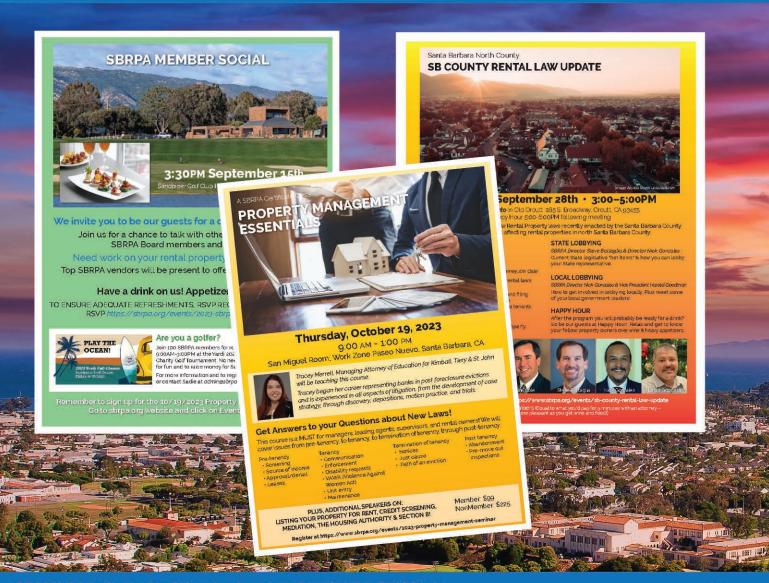


CALIFORNIA'S CENTRAL COAST RESOURCE FOR RENTAL PROPERTY OWNERS, MANAGERS & SUPPLIERS

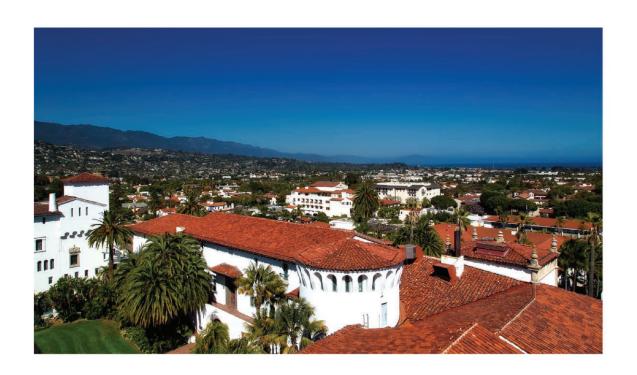












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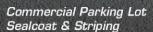
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President's Message



Betty L. Jeppesen Esq. • Attorney at Law and Real Estate Broker

Save Costa Hawkins.

Our industry and our livelihood are constantly threatened by laws proposing to limit our rights as property owners. The latest threat is a 2024 rent control ballot initiative that would broadly expand rent control to single-family homes, condominiums, and rental units upon vacancy (vacancy de-control). CalRHA is asking all affiliates to help fight this and other threats. The ballot initiative is called the "Justice for Renters Act" and is quoted below.

This is a threat to the protections afforded by Costa Hawkins which still allows a landlord to raise rents to market when a tenant finally vacates and exempts single family homes and condos and properties that are separately alienable from other properties on the parcel of land. Also exempt are properties with an occupancy permit from 1995 or later.

What is Costa Hawkins some people have asked me. The Costa Hawkins Rental Housing Act was enacted in 1995 and codified as California Civil Code section 1954.50 et seq. As stated, Costa Hawkins currently places limits on municipal rent control ordinances so that cities cannot create local ordinances that would override this state law.

The ballot initiative for 2024 will impact all of this unless stopped or changed. As you can see, the proposed "Justice for Renters Act" basically guts the Costa Hawkins statutes.

SBRPA along with other organizations such as Cal-RHA will be fundraising to initiate such a fight. It cannot be done without your contribution. If you do not contribute, others may not step up to take your place and you may be severely impacted by the new law.

Why should you join the fight against this ill-conceived ballot proposition? Here are just a few of the things this deeply flawed proposition will do unless we defeat it in November:

- Eliminates important protections and exemptions under state law's the Costa-Hawkins Rental Housing Act (1995) covering all housing units YOU won't be able to increase rent to going market rates if this initiative passes, and new construction, single-family homes and condominiums could be subjected to the most restrictive local rent control.
- Allows cities or counties to enact vacancy

control – rent on vacant units may only be increased if and as allowed by local jurisdictions. You will no longer be able to increase rent to the market rent upon vacancy.

- Decimates property values Similar laws passed in New York State caused values of rental properties to drop 30% to 40% IMMEDIATELY.
- Reduce housing supply by forcing rental property owners out of business.
- ☐ Gives unelected bureaucrats unlimited power to add fees on housing hundreds of rent control boards will "spring up" across California.
- Add tens of millions of dollars in new costs to local governments to administer local rent regulations – YOU will pay for these increased costs through additional fees and taxes.
- ☐ All properties older than 15 years will be subject to local rent control laws and lower rent caps A.B. 1482 would be cancelled.
- Makes California's housing crisis EVEN WORSE!
 If this ballot initiative passes, we will ALL be forced out of the rental housing business.

Here are links to contribute to SBRPA and Cal-RHa PACs https://www.sbrpa.org/products/sbrpa-issues-pac--copy

CalRHa's "Protect Costa-Hawkins"

https://cal-rha.org/advocacy/protecting-costa-hawkins





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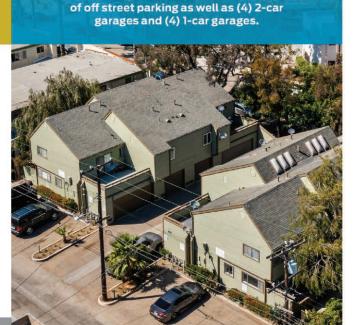
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paint, landscaping & interior unit remodels.

Seven of the units recently have been fitted with modern appliances, new windows, flooring, paint, and washer/dryer hook-ups. Tenants enjoy ease

SBRPA Calendar









2023 Yardi Fall Classic

Fri, Sept 15, 9:00AM-3:00PM • Sandpiper Golf Course This year's Annual Charity Golf Tournament to benefit Santa Barbara's Transition House will be held at the Sandpiper Golf Course on September 15th. Yardi is this year's Presentation Sponsor.

Register online: https://sbrpa.org/golf-tournament

SBRPA Member Social

Fri, Sep 15, 3:30PM · Sandpiper Clubhouse

Members are invited to a drink and hors d'oeuvres at the Clubhouse following the Golf Tournament. Here's your chance to talk with other property owners, Board members & attorneys. RSVP required by 9/13. See page 15.

SB County Rental Law Update

Thu, Sep 28, 3:00-5:00PM • Trattoria Uliveto
Join us to learn about New Rental Property laws
recently enacted by the Santa Barbara County Board
of Supervisors affecting rental properties in north
Santa Barbara County. See page 18 for details.

Property Management Essentials

Thu, Oct 19, 9:00AM-3:00PM • Paseo Nuevo Get Answers to your Questions about New Laws! Tracey Merrell will cover issues from pre-tenancy, to tenancy, See page 27 for details.



Rental Housing Advocacy & Legal Summit (RHALS) August 1-3, 2023 Omni Chicago Hotel, Chicago, IL

The 2023 Rental Housing Advocacy and Legal Summit (RHALS), formerly Government Affairs Roundtable (GART) and Legal Symposium, is NAA's event that connects and educates government affairs professionals and volunteers while discussing pressing rental housing industry issues happening all over the country.

IRO Summit

September 21, 2023

The IRO Summit will be presented by Yardi Breeze and NAA and will offer informative sessions with solutions to operational hurdles, marketing and risk management, plus the latest insights on legislation and regulation facing rental housing. For more information, see page 29

Cultivate, Perspectives

September 27-28, 2023

Loews Ventana Canyon Resort Tucson, AZ,

New this year, **Cultivate** is an annual event for senior leadership that focuses on solving industry challenges amongst peers and leaders in a retreat-style experience. See page 29 for more information.

The landlord for SBRPA's office building requires the outside doors be locked at all times due to security issues. If you want to visit the SBRPA office, please contact us in advance so we can unlock the door for you! We would love to have you visit. Email admin@sbrpa.org or call 805-687-7007



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CalRHA Legislative Updates

Kate Bell, KateBellStrategies.com

July 2023

Budget Update

Last month, the Legislature passed and the Governor signed a \$310 billion spending plan that protects core programs and covers a \$30 billion budget deficit. You may find the Governor's press release highlighting the signing, budget trailer bills, and infrastructure package at



CA Governor Gavin Newsom

https://gov.ca.gov/2023/07/10/governor-newsomsigns-infrastructure-budget-legislation-to-buildmore-faster/. CalRHA supported an increase in the renters' tax credit, which was successfully included in the state budget.

Governor Newsom/Attorney General Announcements on Housing Production. The Governor has also announced housing production in five cities and counties. As such, Long Beach, Moreno Valley, Santa Rosa, Sonoma County, and the Town of Windsor have been designated as Prohousing communities. Through this



CA Attorney-General Rob Bonta

designation, these jurisdictions are now eligible for funding incentives and additional resources through a state grant program designed to speed housing production.

Meanwhile, the Attorney General has issued guidance for cities trying to skirt the development of more housing. In the guidance, Attorney General Bonta includes the following information:

 Written legislative findings are required to support claims that SB 9 or AB 2011's requirements could pose a threat to public health, safety, or welfare. Such findings must be made with specificity; otherwise, an urgency zoning ordinance is likely invalid. Laws requiring ministerial approval of housing development, such as SB9 or AB2011, do not by themselves constitute

- a current and immediate threat to public health, safety, or welfare. Generalized concerns about visual or aesthetic standards are insufficient to support an urgency ordinance.
- In addition, urgency zoning ordinances must demonstrate immediate need, meaning that local agencies face immediate threats.
- To keep an urgency zoning ordinance prohibiting multifamily housing in place beyond 45 days, local jurisdictions must identify a significant, quantifiable, direct, and unavoidable impact based on objective policies in existence at the time the ordinance is adopted. Local jurisdictions must also demonstrate that there is no feasible alternative that would mitigate or avoid the adverse impact "as well or better, with a less burdensome or restrictive effect," than the urgency ordinance.

<u>Legislative Update - Status of Legislation</u> at Summer Recess

The Legislature is now on their four week summer recess until August 14th. When they return, bills will be heard in the Appropriations Committee and on the Floor. The deadline for bills to pass to the Governor is September 14th. The five weeks after they reconvene from summer recess will be filled with activity and end of session deals. CalRHA has a number of bills that we are still actively lobbying. It is important to take stock of the accomplishments so far this year. For example, we have been able to hold the following problematic bills:

- AB 919 (Kalra) Tenant Opportunity to Purchase
- AB 1035 (Muratsuchi) Mobile Home Park Rent Cap
- ACA 3 (Lee) Wealth Tax
- SB 395 (Wahab) Statewide eviction database
- SB 460 (Wahab) Ban the Box on Rental Applications
- SB 466 (Wahab) Repeal of Costa-Hawkins Rental Act
- SB 594 (Durazo) Disclosure of Beneficial Ownership Information
- SB 611 (Menjivar) Rental Advertisements
- SB 863 (Allen) Notice to Terminate.

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CalRHA Legislative Updates from page 9

Highlights of Several Legislative Bills that CalRHA Continues to Lobby

AB 12 (Haney, D-San Francisco)
Tenancy: Security Deposits –
OPPOSE. Would prohibit a landlord from receiving a security
deposit for a rental agreement
in an amount in excess of one
month's rent, regardless of
whether the residential property
is unfurnished or furnished.
There are discussions underway
of exempting small landlords.
The bill is on the Senate Floor.



CA Assemblyperson Matt Haney

AB 1317 (Carrillo, D-LA) Unbundled Parking – OPPOSE. Would require the owner of residential real property that provides parking with a residential unit to unbundle parking from the price of rent ("unbundled parking" selling or leasing parking spaces separate from the lease of the residential use). CalRHA has had productive conversations with the author's office, but



CA Assemblyperson Wendy Carrillo

is still opposing. The bill is on the Senate Floor.

ACA 1 (Aguiar-Curry) Voter Approval Threshold – OPPOSE. ACA 1 lowers the voter threshold from a two-thirds supermajority to 55% majority to approve local (city, county, and special district) GO bonds and certain special taxes for affordable housing, public infrastructure, and permanent supportive housing projects, and defines those terms. ACA 1 passed the Assembly Local Government Committee in July and is pending in the Assembly Appropriations Committee.

ACA 10 (Haney) Fundamental Human Right to Housing – OPPOSE. Establishes that the state recognizes the fundamental human right to adequate housing for everyone in California. This right is a shared obligation of state and local jurisdictions to respect, protect, and fulfill this right, on a non-discriminatory and equitable basis, with a view to progressively achieve the full realization of the right, by all appropriate means, including the adoption and amendment of legislative measures, to the maximum of available resources. ACA 10 passed the Assembly Housing and Community Development Committee in June and is pending a hearing in the Assembly Appropriations Committee, but has a fairly large fiscal estimate.

SB 267 (Eggman) Credit History of Persons Receiving Government Rent Subsidies – OPPOSE. Would prohibit the use of a person's credit history as part of the application process for a rental housing accommodation without offering the applicant the option of providing alternative evidence of financial responsibility and ability to pay in instances in which there is a



CA Senator Susan Eggman

government rent subsidy and would require that the housing provider consider that alternative evidence in lieu of the person's credit history. SB 267 is pending a hearing in the Assembly Appropriations Committee.

SB 567 (Durazo) Just Cause Evictions - OPPOSE. This bill has been amended several times. In the Senate Judiciary Committee, the Chair negotiated language that removed the change to rent caps, etc. In the Assembly, the bill has been amended to give the rental property owners the ability to do mold remediation and broadens the definition of



CA Senator María Elena Durazo

owner. Penalties in the bill are still a concern, but the author has expressed a willingness to work with the opposition. SB 567 is pending a hearing in the Assembly Appropriations Committee.

As always, CalRHA will keep you informed as these bills make their way through the Legislature. We will be sure to send out Calls to Action when we are at a pivotal juncture and your involvement could help determine the outcome.

The remainder of the legislative calendar for the year is as follows:

<u>August 14</u> Legislature reconvenes from summer recess

<u>September 1</u> Last day for fiscal committee to pass bills to the Floor

<u>September 8</u> Last day to amend bills on the Floor

<u>September 14</u> Last day for bills to pass the Floor in the second house

October 14 Last day for Governor to sign or veto bills

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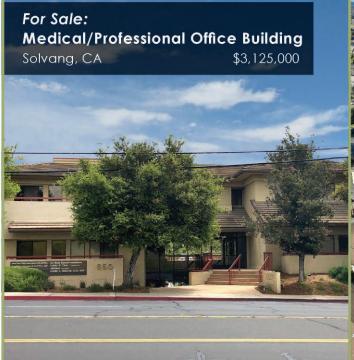
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HELP STOP RENT CONTROL INITIATIVE



FACTSHEET



A new rent control initiative will be on the November 2024 ballot.

2024 BALLOT INITIATIVE WHAT IT DOES

Local jurisdictions will have free reign to impose and expand rent control.

Will prohibit rent increases upon vacancy (also known as vacancy de-control) by eliminating the owner's ability to charge the market rate when a tenant vacates the unit.

Imposes rent control on all properties including single-family homes by eliminating AB 1482 protections.

PROPERTY OWNERS WHY IT MATTERS

Your rental income and property value will decline.

If you are renting your units below market, you may never catch up because the initiative allows local jurisdictions to "cap" how much you may increase rent following a vacancy.

Rent "caps" would apply to single-family homes and condominiums.

To stop this so-called "Justice for Renters" initiative in 2024, CalRHA and its affiliates are asking for your support and contribution to fight this third attempt by the same anti-housing activists behind Propositions 10 and 21 from 2018 and 2020. CalRHA and its regional associations collectively need to raise a minimum \$5 million dollars, so we're all in this together.



All funds raised will go toward the initiative fight. To make a contribution, please click <u>here</u> or scan the QR code. Thank you for your generosity.



\$5 MILLION TARGET

The last rent control fight cost the broader housing industry \$80 million dollars. This next fight will cost even more.



DEDICATED FUNDS

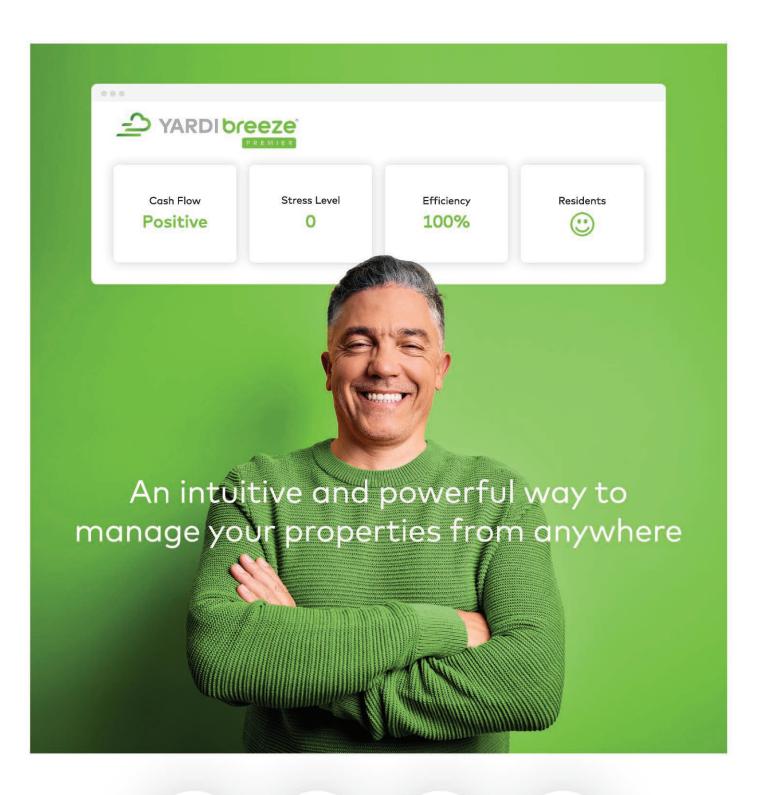
Funds will be deposited into a dedicated account specifically for fighting the initiative.



SUCCESS TOGETHER

We defeated both the 2018 and 2020 rent control initiatives. With your support, we can do it again.

cal-rha.org



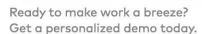
















We invite you to be our guests for a drink & hors d'oeuvres.

Join us for a chance to talk with other property owners, SBRPA Board members and attorneys.

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Have a drink on us! Appetizers Provided

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Are you a golfer?

Join 100 SBRPA members for round of golf that day from 9:00AM-3:00PM at the Yardi 2023 Fall Classic, SBRPA's Annual Charity Golf Tournament. No need to be a good golfer, it's all for fun and to raise money for Santa Barbara's Transition House.

For more information and to register go to www.sbrpa.org or contact Sadie at admin@sbrpa.org for help.

Remember to sign up for the 10/19/2023 Property Management Seminar. Go to sbrpa.org website and click on Events & Webinars

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NEW LISTING!

1821 CHINO STREET SANTA BARBARA, CA 93101

UNITS: 4 UNITS | **LOT SIZE:** 7,405 SF

PRICE: \$2,465,000

This turn-key property consists of four units across three separate buildings located in Santa Barbara's Westside. Meticulously updated, the units consist of two newly built accessory dwelling units (ADUs) finished in early 2023, a rear hacienda (renovated in 2022) and the 2 bed/1 bath front unit in movein ready condition. The exterior of the property has been tastefully redesigned, enhancing the unique charm and appeal.

NEW LISTING!

503 E ANAPAMU STREET SANTA BARBARA, CA 93103

UNITS: 3 UNITS | LOT SIZE: 5,952 SF

PRICE: \$2,035,000

Whether you're an investor seeking a value-add opportunity or an owner-occupied looking for a desirable residence, this impressive triplex offers significant advantages. Spread out over three stories, each unit within the triplex boasts its own distinctive layout. Located in the highly sought-after Upper East neighborhood, just a few blocks away from the lively SB Bowl, restaurants, shopping and downtown SB.





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Thursday, September 28th · 3:00-5:00PM

Trattoria Uliveto in Old Orcutt 285 S. Broadway, Orcutt, CA 93455 Happy Hour 5:00-6:00PM following meeting

Please join us to learn about New Rental Property laws recently enacted by the Santa Barbara County Board of Supervisors affecting rental properties in north Santa Barbara County.

WELCOME

Executive Director, Laura Bode

RENTAL LAW UPDATE

SBRPA President, Betty Jeppesen & Attorney Jim Cole

Briefing on recent changes to County rental laws enacted by the Board of Supervisors:

- Complicated new just cause notice and filing requirements for renovation evictions
- 3 months Fair Market Rent payment to tenants terminated with "no-cause"
- Q&A

Further questions? Attend the SBRPA Property Management Seminar on 10-19-2023.

STATE LOBBYING

SBRPA Director Steve Battaglia & Director Nick Gonzales
Current State legislative "hot items" & how you can lobby
your State representative.

image Alonso Reyes unsplash.com

LOCAL LOBBYING

SBRPA Director Nick Gonzales & Vice President Harold Goodman How to get involved in lobbying locally. Plus meet some of your local government leaders!

HAPPY HOUR

After the program you will probably be ready for a drink? So be our guests at Happy Hour! Relax and get to know your fellow property owners over wine & heavy appetizers.



RSVP by Monday 9/25/2023 at https://www.sbrpa.org/events/sb-county-rental-law-update
Cost \$30 Members \$60 Nonmembers (Equal to what you'd pay for 5 minutes with an attorney –
and much more pleasant as you get wine and food!)

Santa Barbara North County News



SBRPA Director Nick Gonzales

Town Hall Meeting with Assemblyman Gregg Hart

I attended Gregg Hart's town hall meeting with the following Property Managers and Real Estate Brokers: Bre Camacho, Diane Long, Susan Gallagher, Lupe Vega, Scott Ehmer, and Maria Aguiniga.

We all shared the negative impacts that AB 12 would have on the rental market. Contrary to the authors beliefs, AB 12 will make it more difficult to place margin-



al tenants into housing. Mr. Hart stressed that his concern was that in high costs areas the 2- or 3-month deposit was too much for many renters.

Our group explained that the highest at-risk group of tenants were being assisted by the many non-profit agencies with security deposit assistance and incentives that now become illegal under AB 12.



This was a concern of Mr. Hart and he stated that he would follow up on the ability for the various agencies to offer the security deposit incentives beyond the 1 month maximum. This state-

ment was made in Sacramento when I met with Mr. Hart. So far, we have been given no clear answer as the impact. I think that this is a very important point that we should follow up on. Suggestions?

Please help push CalRHA's opinion pieces on AB 12 (1-month security deposits) on social media, personal communications with members of the Senate, newsletters etc. Thank you.

See news story here:

https://smdp.com/2023/06/21/rental-housing-providers-need-solutions-not-limitations-to-keepcalifornians-housed/.

See Twitter post here: https://twitter.com/cal_rha/status/1671620415926714368

AB 12, as amended, Tenancy: security deposits. Existing law regulates the terms and conditions of residential tenancies, and prohibits a landlord from demanding or receiving security for a rental agreement for residential property, however denominated, in an amount or value in excess of an amount equal to 2 months' rent, in the case of unfurnished residential property, and an amount equal to 3 months' rent, in the case of furnished residential property, in addition to any rent for the first month paid on or before initial occupancy.

This bill would instead prohibit a landlord from demanding or receiving security for a rental agreement for residential property in an amount or value in excess of an amount equal to one month's rent, regardless of whether the residential property is unfurnished or furnished, in addition to any rent for the first month paid on or before initial occupancy.

The Costa-Hawkins Rental Housing Act is a state law that places limitations on local rent control laws. These limitations include exempting from local rent control any residential rental properties that are single family homes, condominiums, or residential properties built after 1995 or built after the passage of a local rent stabilization ordinance, whichever is earlier. In addition, Costa-Hawkins requires "vacancy de-control," which is the right of a rental housing provider to establish the initial rental rate following a vacancy. Costa-Hawkins is again under attack by the state legislature.

We cannot allow this proposed "chipping away" of the Costa-Hawkins Rental Housing Act. Contact your representative in the California State Senate TODAY.

Santa Barbara is in Senate District 19. Our representative is Senator Monique Limón.

Santa Barbara office address: 222 East Carrillo Suite 309 Santa Barbara, CA 93101



Email: senator.limon@senate.ca.gov

Business Partner Directory

Welcome to **SBRPA's Business Partner Directory**, our Vendors & Supplier listing. This is a special member group created for our Vendors and Suppliers. Your get a free listing in the Business Partner Directory on our website, and your page will include a description of your business, your logo and contact information, as well as a link to your own website, LinkedIn/Facebook URLs and Twitter/Instagram handles. To join, please fill out an online application (https://www.sbrpa.org/membership-information) or call the office to have one emailed to you. For more information about our Business Partners, contact: Lori Zahn Chair, SBRPA Business Partnerships, Cell 805.451.2712



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Coastal Housing Partnership Rental Listing Site

P.O. BOX 50807, Santa Barbara, CA 93150 · 805.450.5698

Coastal Housing Partnership hosts a Rental Listing Site for Landlords/Property Managers. This site is FREE for local landlords to post their residential rental listings in Santa Barbara County and Ventura Counties. Feature your property to over 45,000 local employees and 60+ companies. List your property with confidence on the rental listing site that boasts a dynamic tenant pool. The site can be accessed only by the employees of our member companies. Go to https://rentals.coastalhousing.org/ for more info and to register for the site.



Michele Herrera, Crosscountry Mortgage™

319 East Carrillo St., Santa Barbara, CA 93101 · 805,680.0066

Michele Herrera has been helping the Santa Barbara community with their mort-gage lending needs throughout California for over 28 years. Because Michele began her long career as a loan processor, she is intimately familiar with all the details of the home financing process. With decades of practical experience under her belt, and knowledge of the best lending options available, Michele's clients have the advantage they need to successfully close their loan. RPM gets you Home On Time® whether you're buying or refinancing. For more info: https://crosscountrymortgage.com/michele-herrera/





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636 Santa Barbara St., Santa Barbara, CA 93101 · 805.845.5443

Welcome to Sol Wave Water. With over 28 years, personally, of experience in all facets of the "water world" we know our industry and the local water. Our mission is to provide you with the best solutions to your water issue, dingy laundry, frizzy hair, spotty glasses and dishes, longevity for your water using appliances and ease of mind. We offer a full line of equipment for sale as well as rentals, 5-gallon bottle delivery, water vending machines, and demo units. If you have a system already, we offer service and maintenance plans including the delivery of salt and potassium if you need. Locally owned and operated, Sol Wave Water, delivers to your home or office. Now offering bottled water in Santa Barbara, Montecito, Santa Ynez Valley and Ventura County! For more info https://www.solwavewater.com/



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6712 Del Playa Dr Isla Vista Duplex Across from the Bluffs List Price: \$1,700,000



725-733 N E Street Lompoc *18 Units – All 2BD/1BA*List Price: **\$2,295,000**



6779 Del Playa Dr Isla Vista Newer Blufftop Duplex New Price: \$3,695,000



4956 5th St
Carpinteria
7 units just off Linden Avenue
List Price: \$4,225,000



215 Bath St Santa Barbara 52 Units in West Beach List Price: \$19,000,000



407 N Miller St Santa Maria *Updated Triplex*

New Price: \$799,000





6509 Sabado Tarde Rd Isla Vista 18 Units adjacent to UCSB List Price: \$6,800,000

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Rental Owner Updates

DO YOU VACATION?

Summer is on us and many landlords, like others, wish to go on vacation. The big question mom and pop landlords often ask:

"For you Hands-on / DIY / One man team / mom and pop landlords: Do you take vacations? If so, what do you do for coverage in case anything goes wrong while you are away?"

Here are responses from six landlords who have learned how to handle resident issues while on vacation. From these suggested "coverage" plans, you should be able to find one (or a modified version) that can work for you. So make plans now to take that needed vacation for you and your family.

Yes, I vacation and do it often. I run my business utilizing my cell phone contacts. I leave the keys and Lowe's credit card on my desk just in case (though never had to instruct anyone to get those). I also pay attention to different times of the month when it's easier to be away. For us, it's the third week of the month.

I use AT&T international plan extensively so I can check google voice pretty much anywhere in the world. \$10/day while I'm gone. Pretty simple to text the plumber, electrician, or handyman and give them the tenant's contact and address to coordinate the repairs. (And I don't notify tenants. For some reason when you tell them you'll be out of town they will remember every non-emergency they need fixed the moment you leave).

Team up with a couple of other landlords in your area. This will allow for someone with real-life local experience to be around when you are not.

I found a property management company willing to provide "vacation coverage". We settled on a per-week fee and if they need to do anything there is an hourly fee. I used them for my son's wedding last fall to enjoy my time knowing I could call them if needed. All my family was at the wedding so I wouldn't have had backup at home. For my vacation to Sicily, I was unsure if we would be connected or off the grid at times. so I notified all tenants of the emergency phone coverage. I have paid for 3 trips and not needed them. But for my piece of mind, it is worth the cost.



The last three times I've been on vacation, it hasn't been an issue. My Handyman/contractors are just a phone call or text message away. It's important to cultivate business relationships. We are more successful when we have professionals whom we can rely on to take care of business. Sadly, freedom and vacations are where the DIY everything landlord suffers. If they're out of town and something goes wrong, business grinds to a halt. I should know; I used to be one. Turnovers were left sitting. Tenant complaints weren't getting resolved. What a mess! But hey, I "saved" \$50! "grins" And I ATE a week of vacancy.

The other trick I have up my sleeve is a buddy whom I've known since college who is a REALTOR and former real estate investor. He's a very personable fellow and over the years, he's sold me several million \$\$\$ in real estate. He has offered repeatedly, "Hey if you're ever out of town and need a set of eyes on something just let me know." So if I absolutely needed someone representing me in person, as an agent, he's fully and legally qualified to do so on an ad hoc basis via his Brokerage. I could hire him to be my PM for a week if anything comes up.

I go on multiple long-term vacations abroad every year. I drill into my tenants that the only way to contact me is via email. I always have email access. Phone service can be problematic along with large time differences. I do not tell tenants I am gone. I communicate via email all the time whether I am local or not. I have a list of service providers, whom I can email or text. They know I am on vacation and they accept Venmo or Zelle payments. I have a local friend with my credit card if it is needed. I have replaced a rental HVAC unit while on a cruise ship in the middle of the ocean, going from Australia to Hawaii. I have the service provider and the tenant provide pictures before I make any payments. I asked the tenant to confirm that they are happy with the service. I handle repairs while on vacation the same way I do when I am local.





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EXAMPLES OF RECENT REAL ESTATE INVESTMENT SALES

FOR SALE	Santa Barbara	Commercial Condo Suite	\$ 995,000
IN ESCROW	Isla Vista	4 Apartment Units	\$4,500,000
SOLD 2023	Santa Barbara	8-Key Hospitality	\$5,200,000 (Seller)
SOLD 2023	Carpinteria	Mixed-Use / Hospitality	\$5,650,000 (Seller)
SOLD 2023	Gaviota	Development Parcel	\$4,285,000 (Seller)
SOLD 2023	Isla Vista	Development Lot	\$2,500,000 (Seller)
SOLD 2022	Santa Barbara	Commercial Retail	\$2,150,000 (Buyer)
SOLD 2022	Santa Ynez	Commercial Vacant Lot	\$ 900,000 (Seller)
SOLD 2022	Santa Barbara	4 Apartment Units (beach)	\$8,835,000 (Seller)
SOLD 2022	Santa Barbara	Mixed-Use 2 Spaces + SFR	\$4,887,500 (Seller)
SOLD 2022	Santa Barbara	8 Apartment Units	\$5,950,000 (Seller/Buyer)
SOLD 2022	Santa Barbara	5 Apartment Units	\$3,950,000 (Seller/Buyer)
SOLD 2021	Santa Barbara	2 Development Lots	\$2,600,000 (Seller/Buyer)
SOLD 2021	Isla Vista	Development Lot	\$ 750,000 (Seller/Buyer)
SOLD 2021	Santa Barbara	Retreat Compound	\$7,500,000 (Seller/Buyer)
SOLD 2021	Isla Vista	2 Apartment Units	\$1,585,000 (Seller/Buyer)
SOLD 2021	Goleta	2 Commercial Spaces	\$1,168,000 (Seller/Buyer)

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Mr Landlord from page 23

RENTER'S INSURANCE CONSIDERATIONS FOR RESIDENTS WITH DOGS

A landlord asked the question: "I'm considering taking a tenant with an 8-year-old boxer/bulldog. When it comes to renters insurance, what



things should I be requiring? The applicant is open to getting it. I know they've covered belongings from a fire and do other things, but I'm not versed beyond that."

Following are replies from some landlords. More of the discussion available at https://mrlandlord.com/

Ask your agent to give you some accord applications so that you can hand them out during the move in process. When the tenant is signing the lease, have them also fill out & sign the accord application.

Make sure your lease requires renters insurance from everyone. Then you just have to email the application into the agent. The agent takes care of it from there and bills the tenant. Tenant elects not to get coverage, they are electing to move.

By requiring it from everyone, if someone tries to pull the ESA card out, it will not matter. Renters insurance protects everyone with or without pets.

Talk to your agent. Mine told me to require a minimum of 500k liability, 5k of vet med coverage (in case your tenant's dog injures another dog), your name on the policy as a cert holder.

Renters insurance policies are written on the insured premises. Not the occupants. Your lease should also prohibit VISITING ANIMALS from setting foot on your property.

The helpful presentation on domestic animal liability coverage is that with many policies, Tenant will have coverage off premises as in dog jumps out of its owners automobile and devours little Jonny's face.

Authorized animal shall never be tethered or restrained unattended on the property. Authorized animal Shall be permitted outside of the premises only on a leash with an authorized person, both of sufficient physical strength to retain complete control over the animal.

NO RENT CHECKS SENT BY MAIL

Are you still giving residents the option of paying rent by mailing a check? If so, it is recommended that your lease no longer include the option of paying rent by mail (for multiple reasons). There is even a new warning from the U.S. Postal Service: Do not send checks through the mail. Consider other rent collection options. To learn more about one collection option that is a favorite of many of our website visitors, check out *DirectRentDeposits.com*

DO CONTRACTORS KNOW WHERE YOU LIVE?

There are a couple of reasons why it may not be to your advantage for people who work for you to know where you live.



1. If there is ever a falling out between you, it's probably best that they do not know where you live.

2. Even if you trust the contractor, you don't know all their friends or family members who, if desperate enough for money for whatever reason (perhaps drugs), see your home as a potential target since everyone knows landlords are rich.

3. If you are in a very nice home, they may at some point become jealous, resentful, or at a minimum want to charge you higher rates. This is because from their standpoint (after seeing where you live), you can obviously afford to pay more.

NEVER LET RESIDENTS KNOW WHERE YOU LIVE

For even more reasons, never let residents know where you live. And of course, screen all applicants as best you can. Run low-cost credit checks right from your phone. Don't just go by what applicants look like or say. Applicants who present themselves well are fooling landlords every day. Instead focus on their credit, rental, and payment history. If they have done others wrong or not paid others, it's a good bet they will do the same to you! Just going with your gut feelings can end up costing you thousands and possibly even endanger you and your family. Always run credit checks.

FAUCETS. DRAINS. & TUBS

This is a focus on maintenance issues very common to rental property owners, and highlight a couple of landlord discussions on faucets, drains, and tubs.

In the first discussion, a landlord asks other rental owners how should he or she handle a resident who calls about a broken knob on the kitchen sink and a clogged drain in the bathroom. The discussion that followed hit on several maintenance tips worth considering, including the first tip regarding the choice of faucets and 6 practical and proven tips on ways to handle minor drain clogs:

1. Consider not using the cheapest disposable faucets, but instead replace the faucet with a good solid brand like Pfister or mid-grade Delta. The

added cost of a good fixture is well worth reducing future problems and repeated labor charges, which are often higher than the cost of the fixture.

- 2. As a welcome (move-in) gift, give a "zip-it" for the sinks. Even take a few minutes to show residents how to use it and tell them to try that if they ever have a clog. In most cases, the zip-it will grab any hair through the drain opening and pull it out, something they can do without your help. The zip-it only costs \$3-5.
- 3. At move-in, another gift option is to give strainers for each drain and a complementary drain maintenance product (one landlord prefers Roebic over zip-it).
- 4. Have a plumber go by and change out the drain assembly. If you replace a pop-up with a strainer assembly it will eliminate 99.9% of the hair and other debris problem in the future.
- 5. Be sure your lease addresses plumbing stoppages and whether or not they are the tenant's responsibility. However, that does not mean that the resident determines who will fix it. Work must be done by someone authorized by the landlord, and the resident will be charged.
- 6. Develop a great relationship with a plumber and use that same plumber for all your service calls. In exchange, he agrees to charge you a lower flat rate to clear any minor drain clogs. Your residents pay directly to the plumber. This strategy has worked very well for one landlord. "The same plumber will come out for all drain clogs and will even train the tenants to take better care when using the drains, i.e. USING the drain strainers and cleaning them so they are not tempted to take them out, which I find many do. Also not charging so much that the residents will not call you



and try to do it themselves. We only use one plumber, he charges my residents \$59 to unclog a drain unless it is more than a clog that takes more time. It helps that we use that one plumber for all our plumber needs, large and small. If we get tickets for an event, etc. we offer them to him, etc."

7. Hit the drain with the Green Gobbler crystals. The bathroom drain in one rental I had was very slow, almost stopped up. Tried a snake, tried a pressure bladder, but there was minimal improvement. I used the Green Gobbler overnight 2x, and now the bathroom drain flows like a new system.

GLAZE A TUB - GOOD IDEA?

Another maintenance question (more common than you'd think) that landlords sometimes ask, is if it is a good idea to re-glaze an older tub or simply install a new one. Several landlords share their experiences regarding this topic, offering both pros and cons. If you have a tub that you too are considering re-glazing, read the discussion on *MrLandlord.com*.





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9:00 AM - 1:00 PM San Miguel Room, Work Zone Paseo Nuevo, Santa Barbara, CA



Tracey Merrell, Managing Attorney of Education for Kimball, Tiery & St. John will be teaching this course.

Tracey began her career representing banks in post foreclosure evictions and is experienced in all aspects of litigation, from the development of case strategy, through discovery, depositions, motion practice, and trials.

Get Answers to your Questions about New Laws!

This course is a MUST for managers, leasing agents, supervisors, and rental owners! We will cover issues from pre-tenancy, to tenancy, to termination of tenancy, through post-tenancy.

Pre-tenancy

- Screening
- Source of income
- · Approval/denial
- · Leases.

Tenancy

- Communication
- Enforcement
- Disability requests
- VAWA (Violence Against Women Act)
- Unit entry
- Maintenance

Termination of tenancy

- Notices
- Just cause
- Path of an eviction

Post tenancy

- Abandonment
- Pre-move out inspections

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IRO Summit & Cultivate



National Apartment Association



Thank you to our YardiBreeze, YARDI breeze Exclusive 2023 IRO Committee Sponsor

What is an Independent Rental Owner (IRO)?

The National Apartment Association (NAA) defines an Independent Rental Owner (IRO) as an individual or individuals that are active in both the ownership and management of their properties.

Main Characteristics of Independent Rental Owners

- They have their own money invested in the property (with or without partners) and oversee Multifamily OR Single-Family housing.
- They are actively involved in the management of their properties.
- They self-identify based on the above criteria and not by portfolio unit count.

Considerations for Independent Rental Owners

- Membership is defined by experience and not by unit count. IROs may consist of less than 10 units and can exceed over 6,000 units given the size of the independent investor. Resources are provided based on all levels of experience specific for each member.
- Smaller sized properties and portfolios generally require a unique property management style, as opposed to the management style used for properties of larger unit count.
- IRO Education and Networking opportunities may also be beneficial for those that work for an IRO, such as property managers, managing directors and other employees or those that conduct business with IROs, such as supplier partners.
- Self-identification is an important part of being an IRO. The NAA IRO program is built around all facets of multifamily management and encourages learning and conversation with likeminded individuals.

THURSDAY, SEPTEMBER 21



PRESENTED BY



Save The Date For IRO Summit 2023:

Empowering Independent Rental Owners in the Evolving Housing Landscape

Presented by the National Apartment Association (NAA) and Yardi Breeze, the highly anticipated IRO Summit is back for another year, offering independent rental owners (IROs) a unique educational opportunity.

Mark your calendars for Thursday, September 21, and get ready to delve into a wealth of knowledge and industry insights at the fourth annual installation of this virtual event.

The IRO Summit is designed to cater to the needs of independent rental owners, regardless of the size of their portfolio. It focuses on providing timely and valuable information and resources to those who hold an ownership interest and actively participate in property operations. Check out the playlist from last year's conference for inspiration. (https://www.youtube.com/ playlist?list=PLEh6Y01QAIJpdQ6qtS5Ghjqmxbu2T-swl)

For IRO Summit 2023, participants can dive into a range of on-demand sessions presented by industry experts that tackle pressing issues and highlight emerging trends in the rental housing sector. From the transformative power of automation and centralization to fraud prevention, disaster planning, employee retention and the always popular NAA legislative and legal update, the sessions will shed light on the evolving landscape and equip independent rental owners with the knowledge they need to thrive. These sessions

sessions will not only provide valuable insights but also offer practical strategies and solutions to address the challenges faced by independent rental owners in today's dynamic market.

Wondering if the IRO Summit is the right fit for you? It's important to note that being an independent rental owner is not determined by the size of your portfolio or the number of properties you manage. Rather, it involves having an ownership interest and actively participating in property operations. The NAA IRO program is dedicated to supporting all facets of multifamily and single family housing management and fostering connections among individuals who share similar experiences and goals.

Here's a glimpse of what you can expect at IRO Summit 2023:

Free Registration: Attending the summit is free, and you don't have to be an NAA member. It's an inclusive event open to all independent rental owners of any portfolio size seeking knowledge and growth. Education: Immerse yourself in on-demand sessions that address the issues that keep independent rental owners up at night. Gain valuable insights and explore practical strategies to enhance your operations. Plus, with the ability to live chat with the presenters, you can have your questions answered in real-time.

Exclusive Updates: Stay ahead of the curve with the latest legislative information that directly impacts the rental housing industry. Get a comprehensive understanding of the changing landscape and make informed decisions to drive your business forward. Networking Opportunities: Connect with fellow independent rental owners and summit speakers through live chat sessions. From 12:00 noon to 4:00 PM EDT on September 21, engage in meaningful conversations, share experiences and build a network of support within the IRO community.

Networking Opportunities: Connect with fellow independent rental owners and summit speakers through live chat sessions. From 12:00 noon to 4:00 PM EDT on September 21, engage in meaningful conversations, share experiences and build a network of support within the IRO community.

Giveaways: Earn chances to win prizes! The more you engage during the event, the better your odds are for taking home a digital door prize.

Registration for the IRO Summit will open in August, so bookmark this page and be sure to secure your spot early. If you're interested in becoming an IRO member or accessing additional IRO training resources, visit the NAA website at https://www.naahq.org/independent-rental-owners.



New this year, Cultivate is an annual event for senior leadership that focuses on solving industry challenges amongst peers and leaders in a retreat-style experience.

Cultivate is designed to be a peer networking event. As such, registration is limited and NAA reserves the right to reject the registration of anyone that does not meet the requirements.

Registration is open from June 28 – September 20. For more information and to register, go to https://naah-q.org/cultivate-2023-travel. Registration for suppliers is available to event sponsors only. Contact sponsor-ship@naahq.org if interested in sponsorship.

Education. This program will be designed by rental housing industry leaders to be an inclusive, peer-to-peer experience for senior leaders, focused on exploring people strategy. It will include Introspective Leadership, Team Leadership, and Enterprise Leadership.

Experience. Enjoy a retreat-like setting at *Loews Ventana Canyon Resort* a luxury resort in Tucson, AZ, where you can explore the best of Tucson or enjoy the stunning Catalina Mountain range, allowing participants the time and space to problem solve and network.

The event will be emceed by Curt Steinhorst, author of the bestselling book, *Can I Have Your Attention?* and a regular Forbes contributor on leadership strategy.





Temperatures Are On the Rise! Access Incentives to Keep Your Properties Cool While Lowering Your Costs

Temperatures are continuing to rise across our region and when temperatures rise, home electricity use skyrockets. The average U.S. homeowner spends \$121 per month on electricity, and in California that amount is even higher—particularly during extreme heat events when air conditioning and refrigeration use ramp up. For many property owners that expense is multiplied.



image Grid Alternatives

By transitioning to highly efficient all-electric properties we can reduce the costs to you—property managers—and your tenants, while positively impacting climate change. To make the transition easier, the Community Environmental Council (CEC) recently launched "Electrify Your Life," a service to help you navigate tax credits and incentive programs that can be "stacked" together. Incentives and tax credits vary based on location, income and other factors.

From electric vehicle chargers, heat pump air conditioners and water heaters, and energy efficient appliances, the Community Environmental Council's Electrify Your Life service provides one-on-one assistance to help make the switch easy and cost-effective.



image Meghan Schade Photography

"There are a variety of federal, state, and local tax credits and incentive programs that are available to help make going electric affordable," said Michael Sarrassat, CEC's Sr. Climate Projects Manager. "Through our Electrify Your Life service we provide one-on-one assistance to help make the process of going all-electric approachable and accessible for property managers operating on California's Central Coast."



image Sarita Relis Photography

Electrify Your Life is part of a broader effort by the Community Environmental Council, and its partners—including 3C-REN (Tri-County Regional Energy Network) and GRID Alternatives—to address climate change impacts by rapidly moving California's Central Coast to 100% renewable electricity that powers the places we live and work, and the ways we get there, from clean sources. CEC's programs ensure local communities are taking strong actions to develop innovative, equitable, and replicable programs that serve as a beacon for other regions.

Any property manager in the tri-county can call (805) 770-1525 or email energy@cecmail.org to access resources and identify discounts. Or scan the QR code to fill out a brief form to get connected with help today!

Using the camera on your smart phone, hover over this QR code until a link appears, then click on that link to request free one-on-one support.

To learn more about the Community Environmental Council, visit CECSB.org/EYL.







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~ Bob Hart, Santa Barbara Association of Realtors

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More than 60 local employers are members of Coastal Housing Partnership and employ over 45,000 local workers.

Santa Barbara Happenings



Terry A. Bartlett - Reetz, Fox & Bartlett LLP

82 Unit Milpas Housing Project Approval

The Santa Barbara Architectural Board of Review approved plans for an 82-unit apartment building that will replace the Capital Hardware building on Milpas. The building was proposed by developer Ed St. George along with partners Jay Bjorndahl and Alan Bleeker. It will be in the Spanish Mediterranean style and include 16 moderate income affordable apartments.



Image RRM Design Group rendering

State Street is Needs Fixing

The State Street Advisory Committee, which was established in 2021, has been attempting to oversee the creation of a planning document that will provide a "conceptual layout" for State Street, according to the city's website. So far, they have spent \$780,000 to hire a consulting firm which, after a year, has yet to develop a plan that the committee and community members approve of. The proposed plans for State Street largely center around turning lower State into a closed pedestrian mall, but many Santa Barbarans are against this. Community members created the website: fixstatestreet.org in order to voice their concerns.

Most cities that have attempted the implementation of closed pedestrian malls have failed. The businesses and downtown areas involved generally do not end up more successful, prosperous or vibrant. In some cases, such as that of the Third Street Promenade in Santa Monica, these once bustling commercial areas become hubs of vagrancy where shoppers are afraid to go.

Those in the community who don't want a closed pedestrian mall also cite cost as a factor. Instead of spending more money to create something that mostly fails, they suggest expanding the sidewalks along a greater area of Sate Street to allow for

more permanent outdoor dining space that will be more attractive than the current parklets in the street. These community members also call for the re-instatement of designated bike lanes and for the allowance of motor-vehicles which will allow more people to support the businesses of State Street and the downtown area safely and confidently.

According to a recent missive from Mayor Rouse, he too is "frustrated" by the lack of progress and "concerned" by the prospect of a promenade due to their high rates of failure. He suggests an interim plan that allows for one lane of vehicle traffic so that trolley access can be reinstated and those with limited mobility can navigate State Street. He also supports sidewalk dining and clear bike lanes.

Social Media Control, Free Speech, and the Missouri v. Biden Ruling

On May 5, 2022, state attorney generals filed suit with the United States District Court against 67 named defendants including Dr. Anthony Fauci, FBI special agent Elvis Chan, Eric Waldo of the Surgeon General's Office, and President Biden, alleging violations of the First Amendment in the form of coercing and colluding with social media companies to censor certain views regarding COVID lockdown measures and the election. On July 4, 2023, the Plaintiff's motion for Preliminary Injunction was granted. Judge Terry A. Doughty ruled that the U.S. government and agencies must not meet with or contact social media companies with an intent to "induce in any manner the removal, deletion, suppression or reduction of content containing protected free speech posted on social media platforms".

22 Unit Apartment Project for Downtown Santa Barbara Wins Support

Developer Craig Minus submitted a proposal under the city's AUD Ordinance for a 22-Unit apartment building at 932 De La Vina Street. The AUD Ordinance (Average Unit Size Density Program) supports the construction of smaller residential units near transit and commerce centers. The proposed three-story apartment building would include 14 2 bed-2 bath units, 7 1 bed -1 bath units and 1 2 bed 1 bath unit as well as 21 covered vehicle parking spaces and 22 bike parking spaces and would stand at a height of 47.4 feet which is 2.4 ft higher than the maximum height currently allowed in Santa Barbara. This density is significantly higher than the surrounding neighborhoods.



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Image Henry Lenny Design Studio rendering

Tik Tok Reveals Information about Users and Those Around Them

Social media application TikTok is under increased scrutiny in the U.S. for years now because of the amount of data it collects on users, and anyone connected to the Wi-Fi networks of those users, whether or not they are using TikTok. A prompt that pops up when you open TikTok says "TikTok would like to find and connect to devices on your local network" which sounds innocuous. In fact, when you allow a device to "discover and connect to devices on the networks you use", you are allowing the app to collect information that is used to create a detailed profile of you, the areas you frequent, and the others who connect to the networks you use. The app maps out the users of the network by getting each device's media access (MAC) address and internet protocol (IP) address.

UCSB Plans to Build Alternative to Munger Hall at Development Site in Shakeup of Student Housing

According to an advertisement posted on July 24, UCSB is looking for "qualified professionals interested in providing detailed project programming, full design services [and] construction administration services" for the UCSB Student Housing Infill and Redevelopment Project which has an estimated budget of \$600-750 million. Phase 1 of this project is a student residence hall to be built on the site that was previously reserved for Munger Hall, a \$1.4 billion project, into which UCSB has sunk millions of dollars since 2006, that was to be partially funded by billionaire Charlie Munger.

Munger had offered to contribute to the housing project under the condition that his mostly window-

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less and communal 1.5 million square foot design was followed. After nearly 20 years of development the project has not been approved and UCSB is facing lawsuits over its failure to provide an adequate amount of housing for a growing number of students. According to a spokesperson, it appears that UCSB is continuing the development of Munger Hall alongside the new Housing Infill and Redevelopment Project.



Image Santa Barbara independent

Bill Proposes Separate Charges for Rent and Parking

An assembly bill that passed assembly on May 31 would 'unbundle' rent and parking for qualifying residential units, defined as residential units that have been issued a certificate of occupancy on or after January 1, 2025, consists of 16 or more residential units, and is located within the County of Alameda, Fresno, Los Angeles, Riverside, Sacramento, San Bernardino, San Joaquin, Santa Clara, Shasta, or Ventura.

Assemblywoman Wendy Carrillo who advanced the bill believes that this would "give renters the freedom to choose whether or not to incur the costs of parking, while promoting alternative modes of transportation." One study cited by her communications director found "mixed support for the idea that units without parking are smaller and offered at lower prices."

Terry A. Bartlett is a real estate, housing, and landlord-tenant attorney at Reetz, Fox & Bartlett LLP in Santa Barbara.





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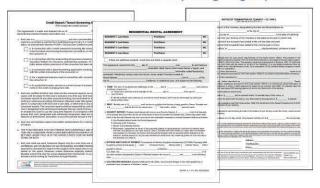
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