

Fall 2025

SANTA BARBARA
RENTAL PROPERTY

news

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

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Aug-Sep 2025

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The Rental Property News Magazine is published by the Santa Barbara Rental Property Association, Inc. Editorial & advertising offices are located at 123 West Padre Street, Suite D, Santa Barbara, CA 93105. Phone (805) 687-7007

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President's Message

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



I hope you are all enjoying your summer.

Recently, I was asked about co-signers or guarantors.

California Civil Code section 1812.643 governs this area. Unless the persons signing your agreement are married to each other or in fact receive possession of the property described in the agreement, then a lessor who obtains the signature of more than one person on a rental-purchase agreement shall deliver the following notice to each person before that person signs the agreement.

"NOTICE TO COSIGNER

If you sign this contract, you will have the same responsibility for the property and the same obligation to make payments that every renter has.

If any renter does not pay, you may have to pay the full amount owed, including late fees, and you may have to pay for certain loss or damage to the property.

The lessor may collect from you without first trying to collect from any other renter. The lessor can use the same collection methods against you that can be used against any renter, such as suing you or garnishing your wages.

This notice is not the contract that makes you responsible.

Before you sign, be sure you can afford to pay if you have to, and that you want to accept this responsibility."

SBRPA has updated its Rental Agreement Addendum: Guarantor Form to include the above language.

Remember that you are not required in California to accept guarantors or cosigners. You are allowed to establish your own rental criteria so long as you apply it to all applicants for your rental properties and that the criteria comply with current law and does not discriminate.

On a separate topic, SBRPA recently presented a Fair Housing Program with speaker Denise Cato, President and CEO of the Fair Housing Council of Orange County. During this very informative program, the attendees were advised that the most common discrimination charge these days is sexual harassment.

Of those cases that Ms. Cato enforced, all but 2 settled for significant sums of money. She advised the men in attendance to be especially vigilant about having a second person with them when showing properties, preferably a woman. She also stated for men not to extend their

hand in greeting unless and until the woman they were greeting had extended her hand first. It is advised not to compliment nor make any comments about a woman's appearance, clothing, perfume, etc.

Of course, the traditional prohibited bases of discrimination also still apply.

As a refresher, the Federal US Department of Housing and Urban Development (HUD) prohibits discrimination on the basis of: race, religion, national origin, color, sex (added in 1974), familial status (added in 1988) and disability (handicap, added in 1988).

State law under the California Civil Rights Department (CRD) which until two years ago was known as the Department of Fair Employment and Housing (DFEH) prohibits discrimination on the basis of: marital status, source of income, ancestry, sexual orientation (LGBTQ), genetic information, gender identity or expression, age, medical condition, citizenship, primary language, immigration status and arbitrary.

You can call the Fair Housing Council of Orange County with any questions at (714) 569-0823 or (800) 698-FAIR.

Also be aware that while the program was ending, Ms. Cato received a text from her office that ICE is showing up at property management offices demanding access to tenant files.

As things progress, SBRPA will endeavor to provide you with up to date information.

Thank you for your membership. Each of you is a valued member of our organization.

Sincerely,
Betty L. Jeppesen
President



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SBRPA Calendar



Upcoming Events

SBRPA 2025 Annual Fall Classic

Friday, October 10, 2025

Sandpiper Golf Club, 7925 Hollister Ave., Goleta, 93117

Save the date for our Annual Golf Tournament. This year's event will be held at Sandpiper Golf Club and a portion of the proceeds will benefit Santa Barbara's Transition House. See page 20 for Sponsorship Opportunities.



Upcoming Events

IRO Summit

Wednesday, September 24, 2025 | Online

The IRO Summit, presented every year by NAA and Yardi Breeze caters to the educational needs of independent rental owners, regardless of portfolio size. See page 23 for more details.

2025 AE/AP Leadership Symposium

September 29 - October 1, 2025, Providence, RI

The AE/AP Leadership Symposium brings together Association Executives and their elected officers to establish priorities and enhance collaboration over 1.5 days. This is a key opportunity to gain a shared understanding and approach to implement effective leadership strategies. See page 25 for more details.

august 2025

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

september 2025

SUN	MON	TUE	WED	THU	FRI	SAT
	1 LABOR DAY	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24 IRO Summit	25	26	27
28	29	30 AE/AP Leadership Symposium	OCT 1			

NOTE: If you want to stay informed on happenings in the City of Santa Barbara, you can sign up for City press releases, their newsletter and other events at <https://santabarbaraca.gov/subscribe>



Welcome New Members

Richard Buie, Doug Squires, Tiffaney Fiedtkou,
 Rachelle Pegg, Richard Box, Trudi Carey, Sarah Rodriguez,
 Tom Kenny, Earl Arnold, Nolan Tooley, Jennifer Shively,
 James & Sandra Hirsch, Ian Moore, and Michael Novotny

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 2025

Budget Update

On June 30, 2025, Governor Newsom signed Assembly Bill 130 and Senate Bill 131 into law, finalizing a broad legislative package intended to address permitting and approval delays under the California Environmental Quality Act (CEQA). While AB 130 focuses primarily on housing development and local permitting processes, SB 131 targets infrastructure, public facilities, and procedural CEQA changes. The bills aim to streamline environmental reviews by introducing exemptions and timelines, while preserving key safeguards and adding new labor and oversight requirements.



CA Governor
Gavin Newsom

Beyond CEQA, AB 130 codifies several streamlining measures for housing approvals:

- Expands the Permit Streamlining Act to include ministerial housing projects and makes related timelines permanent.
- Caps the number of public hearings for qualifying housing projects at five.
- Makes permanent provisions of the Housing Accountability Act and Housing Crisis Act, including the builder's remedy.
- Removes certain California Coastal Commission appeal rights for specific residential development proposals.
- Includes a moratorium on the adoption of new or more restrictive residential building standards at both the state and local levels. Effective from October 1, 2025 through June 1, 2031, the moratorium does not apply to updates related to emergencies, fire safety, or conservation.

Finally, AB 130 allows for an expansion of the renters tax credit—subject to future appropriations. See article by SBRPA President Betty Jeppesen on page xx.

SB 131 requires housing projects to meet specific labor standards to qualify for CEQA exemptions. Public agency projects are required to use a skilled and trained workforce unless covered by a qualifying Project Labor Agreement (PLA), while private projects must certify prevailing wage payments and workforce standards, include these in all contracts, and submit monthly compliance reports—unless all contractors are under a PLA with arbitration enforcement. These provisions may increase labor costs and impose additional compliance obligations for qualifying projects.

Legislative Update

Second House Policy Committee Deadline –Summer Recess Begins

The deadline for bills to pass the policy committees in the second house is July 18th and the Legislature is on their summer recess from then until August 18th. After that, the remaining legislative deadlines for the year are as follows:

- August 29th. Appropriations Committee Deadline in Second House
- September 12th. Deadline to Pass the Floor/Recess
- October 12th. Last Day for the Governor to Sign or Veto Legislation

To highlight additional legislative wins that we had:

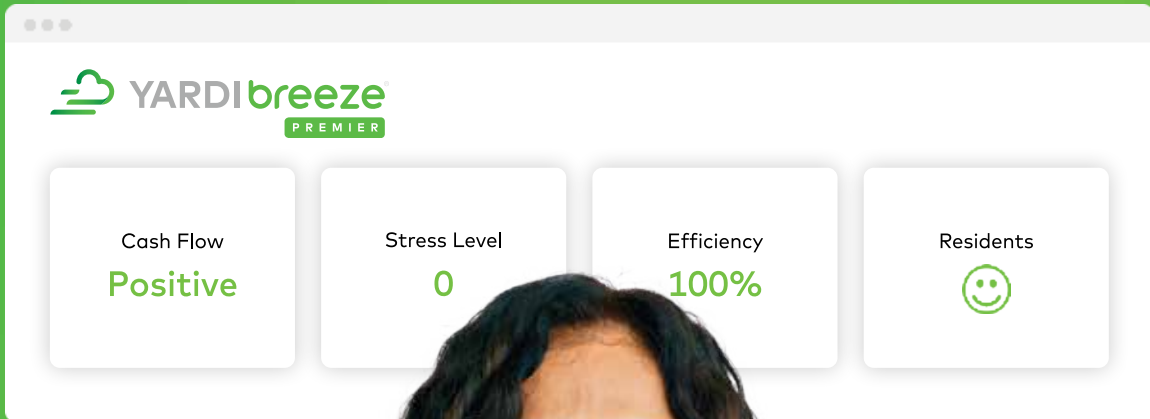
(Wahab) Right to Redeem Tenancy, which would have changed the 3-day pay or quit statute to a 14-day pay or quit, died in the Assembly Judiciary Committee. Although granted reconsideration, the bill was not set for a second hearing.



CA Senate
Alisha Wahab

Additionally, **Senate Bill 681 (Wahab) Housing**. The Senate's housing reform proposal, which included provisions that limit fees that rental property owners may charge tenants which failed to get a hearing in the Assembly Housing Committee and now is a two-year bill.

Continued on page 11



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Finally, **Assembly Bill 1240 (Lee) Corporate Ownership** has become a two-year bill, parked in the Senate Judiciary Committee. AB 1240 would have prohibited business entities that own more than 1,000 single-family residential properties from purchasing any additional single-family properties and leasing them out.



CA Assembly
Alex Lee

Priority bills that are still moving, include:

AB 414 (Pellerin) Residential Tenancies: Return of Security.

This bill requires a landlord to return any remaining security deposit at the end of a residential tenancy to the tenant electronically if the tenant paid rent or the deposit electronically, and amends the process by which the remaining deposit and required itemized statement of deductions is delivered to the tenant or tenants, as specified.



CA Assembly
Gail Pellerin

Senate floor amendments of 7/8/25 add an exception to the requirement that when multiple adult tenants reside in the residential rental property, the landlord must return the remainder of any security deposit by check payable to all adult tenants and furnish the itemized statement to any one of the adult tenants, as specified, for when no written mutual agreement has been entered into by the landlord and the adult tenants, and the tenancy is terminated by a tenant pursuant to a specified statute related to instances of domestic violence, and the tenant who terminated the lease requests that the security be disbursed in a manner other than by check made payable to all adult tenants. With these amendments, CalRHA went neutral on the bill.

AB 628 (McKinnor) Habitability: Stoves and Refrigerators.

This bill makes a dwelling that substantially lacks a stove or refrigerator that are maintained in good working order and capable of safely generating heat for cooking or safely storing food untenable. CalRHA is working with the author's office on further clarifying amendments to the bill, which is pending a vote on the Senate Floor.



CA Assembly
Tina McKinnor

AB 878 (Kalra) Reasonable Accommodations for Victims of Domestic Violence.

Provides that a landlord or a landlord's agent shall, upon request, provide a reasonable accommodation to a tenant who is a victim or whose family or household member is a victim of domestic violence, sexual assault, human trafficking, etc. The bill has been amended, but still contains a private right of action so CalRHA remains opposed. The bill is pending a vote on the Senate Floor.



CA Assembly
Ash Kalra

SB 52 (Perez) Rental Rate Algorithms.

SB 52 restricts the use of rental pricing algorithms. Specifically, it bans offering such algorithms to competitors in the same or related market, prohibits knowingly using these algorithms, and forbids incorporating nonpublic competitor data into any rental pricing algorithm.

CalRHA is opposed to SB 52, which is being heard on July 16th in the Assembly Privacy Committee.



CA Senate
Renee Perez

SB 384 (Wahab) Preventing Algorithmic Price Fixing Act: prohibition on price-fixing algorithm use.

This legislation would ban the creation and employment of pricing algorithms that use the confidential, competitive data of rival companies. CalRHA is opposed to SB 384, which is being heard on July 16th in the Assembly Privacy Committee.



CA Senate
Alisha Wahab

SB 522 (Wahab) Housing: Tenant Protections. This bill excludes, from the exemption to California's just-cause eviction protections for housing issued a certificate of occupancy within the last 15 years, housing that is built to replace a housing unit substantially damaged or destroyed by a disaster, as specified. Unfortunately, SB 522 will have the unintended consequence of discouraging the reconstruction of housing destroyed by disasters. CalRHA is opposed to SB 522, which will be heard next on the Assembly Floor.




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UPCOMING	Santa Barbara	5 Apartment Units	\$ 2,395,000
FOR SALE	Santa Barbara	10 Apartment Units	\$ 5,000,000
FOR SALE	Santa Barbara	3 Units + Land Development	\$ 2,395,000
FOR SALE	Santa Barbara	Multi-Family Land Parcel	\$ 995,000
IN ESCROW	Santa Barbara	4 Apartment Units	\$ 2,900,000
SOLD	Isla Vista	SFR Investment	\$ 1,900,000 (Buyer)
SOLD	Santa Barbara	14 Apartment Units	\$ 4,790,000 (Seller/Buyer)
SOLD	Isla Vista	5 Apartment Units	\$ 3,900,000 (Seller)
SOLD	Santa Barbara	5 Apartment Units	\$ 2,950,000 (Buyer)
SOLD	Isla Vista	Duplex	\$ 1,540,000 (Buyer)
SOLD	Isla Vista	8 Apartment Units	\$ 4,275,000 (Buyer)
SOLD	Lompoc	Commercial + Vacant Lot	\$ 885,000 (Seller/Buyer)
SOLD	Santa Barbara	6 Apartment Units	\$ 2,575,000 (Buyer)
SOLD	Isla Vista	SFR Investment	\$ 1,350,000 (Seller/Buyer)
SOLD	Santa Barbara	10 Apartment Units	\$ 5,020,000 (Buyer)
SOLD	Santa Barbara	19 Apartment Units	\$ 4,800,000 (Buyer)

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PRESS RELEASE: Governor Newsom signs balanced state budget that cuts taxes for vets, fully funds free school meals, builds more housing, & creates jobs

Signing of landmark package to cut red tape, fast-track housing, and infrastructure forthcoming

SACRAMENTO 6/27/2025 – Amid Donald Trump's economic assault on California, Governor Gavin Newsom today signed the 2025 state budget bill advanced in partnership with Senate President pro Tempore Mike McGuire and Speaker Robert Rivas. Together, the Governor and Legislature are enacting a responsible, balanced spending plan that safeguards California's values while maintaining long-term fiscal health. This budget and forthcoming trailer bills include new, landmark policies that will accelerate housing production and boost affordability in communities across the state — addressing California's most urgent challenges.

As we confront Donald Trump's economic sabotage, this budget agreement proves California won't just hold the line — we'll go even further. It's balanced, it maintains substantial reserves, and it's focused on supporting Californians — slashing red tape and catapulting housing and infrastructure development, preserving essential healthcare services, funds universal pre-K, and cuts taxes for veterans.

– Governor Gavin Newsom



Pro Tem Mike McGuire says: "The State is delivering a responsible on-time budget in a challenging year focused on fiscal restraint and investing in the people and programs that make this State great. This budget prioritizes record funding for our kids and public

schools, protects access to healthcare for millions of the most vulnerable, and will create more housing at a scale not seen in years. Thanks to this budget agreement, the state will help get more folks off the streets and into permanent shelter, and we'll expand the ranks of CalFire, deploying hundreds of additional full-time CalFire firefighters, which will save lives and make us all more wildfire safe. And this agreement helps prepare our state for the ongoing chaos and massive uncertainty caused by the Trump administration. Thank you to our Senate Budget Chair Scott Wiener, Speaker Rivas and Governor Newsom and their staffs for their hard work for the people of California."



Speaker Robert Rivas says:

"This is an incredibly difficult time for Californians. Trump is undermining our economy with reckless tariffs, harsh cuts, and ICE agents terrorizing our communities. At a moment when so many are already struggling, he's adding fear and instability. In contrast,

Democrats have delivered a budget that protects California. It cuts red tape to build more housing faster — because housing is the foundation of affordability and opportunity. It preserves critical investments in health care, women's health, education, and public safety. And it honors our commitment not to raise taxes on families, workers, or small businesses. In unprecedented times, under painful circumstances, Democrats are delivering for Californians."

...

The balanced budget comes as California continues to confront significant fiscal pressures fueled by the Trump administration's reckless economic and immigration policies. According to the California Department of Finance, Trump's tariff regime is projected to cost the state an estimated \$16 billion in lost General Fund revenue through the next fiscal year. And a new study released June 17 by the Bay Area Council Economic Institute, in collaboration with UC Merced, found that Trump's mass deportations could slash \$275 billion from California's economy, eliminate \$23 billion in annual tax revenue, and severely disrupt key industries such as agriculture, construction, and hospitality.

In the face of these mounting challenges, the Governor issued a proclamation to access state reserves. This responsible and balanced budget protects Californians, creates more housing, preserves core programs, reinforces fiscal discipline, and invests in the state's long-term economic strength.

For full article, go to GovPressOffice@gov.ca.gov



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ASSEMBLY BILL 130

What Is It and What Does It Do?

Betty Jeppesen, Esq., SBRPA President



On June 30, 2025, Governor Newsom signed into law AB 130 which became effective immediately.

AB 130 codifies several streamlining measures for housing approvals such as:

- Expanding the *Permit Streamlining Act* to include ministerial housing projects;
- Caps the number of public hearings at five;
- Makes certain provisions of the *Housing Accountability Act* permanent such as the Builder's Remedy;
- Removes certain *California Coastal Commission* appeal rights; and
- Includes a moratorium on the adoption of new or more restrictive residential building standards both at the state and local levels.

BUT, what it also does which will have significant impact on condominium complexes is CAP FINES AT \$100. This significantly reduces the HOA's ability to control repeat offenders of the CC&R's and prohibit high-risk, high-reward violations such as unauthorized short-term rentals (Airbnb). It also will limit the association's control over construction of improvements without prior architectural approval. Such a minimum fine may be construed as merely a cost of doing business.

Specifically, AB 130 amended the Davis Stirling Act in the following ways:

- Civil Code Section 5850(c)(2) was amended capping the amount an association can fine a

member for a violation at \$100. This means that an association can only fine up to \$100 maximum to enforce its rules and regulations.

- A last-minute change added language to Civil Code Section 5850(d)(1) that the maximum fine must be at most \$100 UNLESS "the violation may result in an adverse health or safety impact on the common area or another association member's property." This change was added on June 27th without any committee hearings or opportunity for public engagement. Civil Code Section 5850(d)(2) now requires that in such instances, the Board must make a "written finding" that describes the adverse health or safety impact during an open board meeting.
- Civil Code Section 5855(c) was amended to add that a Board must give the offending member the opportunity to cure the violation prior to the hearing. If it would take longer than the time before the hearing set for the matter, then the member can provide a "financial commitment" to cure the violation and escape the fine.
- Civil Code Section 5855(d) was amended so that an member of the HOA shall have the opportunity to request IDR (Internal Dispute Resolution) or "meet and confer" if the Board and the violating member are not in agreement after the hearing. If the Board and the violating member ARE in agreement after the hearing, the Board is required to draft a written resolution signed by both the Board and the violating member. This resolution binds the association and is "judicially enforceable."
- The final change to Board procedure regarding fines is that under the amended Civil Code Section 5855(f), the Board must provide the notice of hearing results within 14 days instead of the prior 15 days after the action.

These changes to the HOA fine law will significantly undermine the effectiveness of enforcement efforts and diminish compliance with the governing documents of an HOA.



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CAUTION: Extra Time May Be Necessary When Notifying Tenants About Rent Increases

Suggestion: Use the Forty-Five (45) Day Rule!

*Daniel M. Yukelson, Executive Director & Chief Executive Officer
Apartment Association of Greater Los Angeles (AAGLA)*



An apparently new issue has come up recently that has tenant defense lawyers arguing over the timing of rent increase notices (a/k/a, "change of terms") that landlords have served on their tenants by both posting (but not personally handing to tenants) and mailing. Unless landlords physically hand the rent increase notice to their tenants and send the notice by mail, it is suggested that you add five (5) days to the required thirty (30) day notice period just to be sure. In fact, some attorneys have been suggesting that owners make it a practice to send rent increase notices at least forty-five (45) days prior to their effective date.

Generally, under California law, a landlord must provide a written thirty (30)-day notice to tenants before increasing rent by 10% or less (and ninety (90)-days if more than 10%). The notice of increase must be delivered in writing, either in person, by mail, or posted on the property. Providing such notice via a phone call, text, or email is not sufficient. The notice period is calculated by excluding the day the notice is received. For example, if a notice is received on Monday, the thirty (30)-day period begins on Tuesday. When mailing a notice to a tenant, owners must add five (5)-days to the notice period for a total of thirty-five (35) days.

So, here's what some attorneys are saying: If you post (without physically handing the notice to your tenant) and mail a notice on, for example, July 28th to take effect thirty-four (34) days later on, let's say,

September 1st, your notice may be deemed to be invalid. Now, let's take a look at what might be an example of a "worse-case scenario" – using the same example, but 10 years earlier, then all notices of rent increase may be deemed to be improper notices for each of the ten (10) years thereafter because they are all assumed to be based upon an improper amount from ten (10) years before.

Accordingly, **ALL RENTS** collected following the improper rent increase from ten (10) years ago might be deemed improper and owners could be stuck re-setting the rent back to the original, old rent from a decade ago. Under these circumstances, then, any rents collected at the deemed "improper" higher amounts would then have to be refunded or credited against new, lower rents giving any tenant so impacted a huge windfall. This argument about improper notice may be used against you when seeking to evict a tenant or even used by tenants who are in good standing and who may wish to take a chance at suing you for declaratory relief and disgorgement of "excess rent" and attorney's fees.

So, make sure you complete, file and keep a proof of service every time you provide your tenants with a rent increase notice, and serve your notices early – it is suggested you serve notices of rent increases at least forty-five (45) days in advance if less than a 10% increase, but at a minimum thirty-five (35) days before the increase effective date (excluding the day the notice is served).

NOTE: There may be hope someday. A case is currently pending on appeal that may determine whether a tenant can waive improper notice by paying the rent increase, assuming it is otherwise lawful. As soon as the outcome of the case is known, we will be certain to let you know!

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We encourage our Business Partners to annually submit articles of interest to the magazine. Online applications can be requested from the office, admin@sbrpa.org or call 805-687-7007. For more information about Business Partners, contact our Chairperson, Lori Zahn at Lori@LoriZahn.com or call 805-451-2712.



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- Logo & Sponsor mention on the SBRPA website and in golf email promotions
- Option to include branded swag items in player bags (provided by sponsor)
- BBQ Dinner for 4

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- BBQ dinner for 4

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IRO (Independent Rental Owners) Summit

National Apartment Association



IRO Summit 2025: September 24, 2025

The IRO Summit, presented every year by NAA and Yardi Breeze caters to the educational needs of independent rental owners, regardless of portfolio size.



More details to come! In the meantime, last year's sessions are shown below. To see videos on each subject, go to <https://naahq.org/events/iro-summit>

- Welcome
- NAA Legislative & Regulatory Update
- Behind the Buzzwords: An IRO's Practical Guide to AI & Automation
- HUD's NSPIRE Inspection Standards: A Modern Take on Compliance Inspections
- Mastering Property Ownership: Key Lessons for Success & Long-Term Happiness
- Multifamily Market Outlook
- Clicks, Not Cash: Streamlining Rent Collections
- Unmasking Deception: Strategies for Detecting and Preventing Fraud

Previous IRO Summit Webinars (videos also available on the NAA website) include:

- Emergency Preparedness: Crisis & Recovery In Property Management
- No More Risky Business: Protect Your Community From Fraud
- Navigating The Future Of Staffing: Insights From Workforce Solutions Experts
- The Bottom Line of Mental Health
- How Automation & Centralization are Leveling the Playing Field for Small Business
- NAA Legislative & Regulatory Update
- The Housing Advocacy Landscape
- Market Trends & Forecasts Impacting IROs
- From Move-In to Move-Out: Best Practices for Risk Management
- ILS IRL: Internet Listing Services In Real Life
- You Bet Your Assets! ESA Processing & More
- What Keeps You Up at Night.

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September 29 - October 1, 2025, Providence, RI

The AE/AP Leadership Symposium brings together Association Executives and their elected officers to establish priorities and enhance collaboration over 1.5 days. This is a key opportunity to gain a shared understanding and approach to implement effective leadership strategies.

Schedule

Monday, 9/29/2025

Attendee Arrival

5:30AM-7:00PM Welcome/Reception

Tuesday, 9/30/2025

8:00AM-9:00AM Breakfast

9:00AM-5:00PM Program

11:00AM-11:15AM Break

12:30AM-1:30PM Lunch

3:00PM-3:30PM Break

Evening Dinner on Own

Wednesday, 10/1/2025

8:00AM-8:45AM Breakfast

8:45AM-11:00AM Program

9:45AM-10:00AM Break

11:00AM Session Adjourns
Lunch on Own



Key Session Facilitator

Bob Harris, CAE

Harris Management Groups, Inc.

Bob works with thousands of organizations to improve performance and outcomes, both nationally and internationally. He believes nonprofit organizations should be as efficient and effective as any commercial business or franchise. He has been called the "Martha Stewart of association management" for providing tips and templates to make governance and management efficient via THE NONPROFIT CENTER. Simultaneous to his association work, he has worked in hospitality for Hyatt Hotels in Florida for 35 years.

Registration

\$225 Pre-registration closes Friday, September 12. Thereafter the price increases to \$250. Some financial assistance is available. For details see <https://naahq.org/events/aeap-leadership-symposium>

Hotel

The Omni Providence is walkable to downtown Providence and all that fall in New England has to offer. Book at: <https://bookings.omnihotels.com/event/providence/naa-2025-ae-ap-leadership-symposium>

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Rental Owner Updates

LOVE THE DRIVE-BY

The following is a screening recommendation that can save you thousands. If you do not take the time to do a two-minute interior home visit of prospective residents, at a minimum, at least do a drive-by inspection of their current home.

Drive by inspections can provide a "sneak peek" of what is to come. One landlord shared what he saw when he drove by the address of a prospective resident. Here is some of what was discovered:

They (the applicants) claimed they had no animals but the front door was absolutely filthy – there were signs of a large dog, most likely a pit bull, clawing up the front door.



All the blinds were broken and hanging crooked in EVERY window.

The grass was unmowed (it's been dry here in my rental area for the last 5 days).

By at least taking time to do a drive-by inspection, the landlord most likely dodged a bullet that may have cost him thousands of dollars in possible future property damage and who knows how many headaches dealing with a problem resident who would not do proper upkeep of the property. And a resident who does not do proper upkeep of the property will most likely do other lease violations as well.

While the landlord was commended for doing a drive-by inspection, he, along with all those reading this, are also encouraged and exhorted that BEFORE you do any drive-by inspection or other qualifying steps, always START your application or screening process by charging and collecting an application, processing, or background fee. Know and use whatever term is acceptable in your state and keep the fee charged within the maximum amount that can be charged.

Why charge a fee? Simple: you do not need to work for free. Stop taking out of your time and working for free. This point was echoed by other landlords.



Congrats on doing a drive by! I do like the curiosity value.

It scares me to realize most LLs are too shy to do even a drive by, let alone a 2 Minute Visit. They just rent to the person who passes ON PAPER then later complain about their tenant from heck.

. . . START with their PAID application. Even a pre-qual or phone call uses up my time. I stopped working for free.

– Brad, IN

Head them off at the pass like in western movie. One time had a applicant come around then filled out a rental application. Drove by house where on the lawn there was at least \$60 . . . of empty beer cans that have could have taken back to the beer store for recycling. It was obvious that rent was not a priority. Never called him back.

Often a quick check on rental application where with phone book or internet look up place of employment to see if that place actually exists where the first lie they are out. If goes to second stage . . . any rental address that comes up will check that out.

Over the phone landlords will not give out a lot of information . . . 'yes or no would you recommend that tenant?' . . .

– Robert, ON, CAN

Lockbox tour is where I have a lockbox on the door with a key inside. Once I have vetted the prospects a bit online I allow them to see the place in person.

If they are still interested we move forward from there. I have pictures and information on Zillow as well as my website. This gives them more than a general idea of what the place is like.

. . . Saves time. I don't have to drive over, wait for them to show up, wait while they decide if they like the place and then we all leave. . .

– Zero, IN



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Santa Barbara Happenings

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State Street Promenade is a Complete Failure. Sales Tax Revenue Proves it.

The city defines the central business district (“CBD”) as State Street, and the three blocks surrounding each side of it. It spans from where State Street meets the 101 Freeway to Garden Street on the east, Bath Street on the west, and up to Mission Street. Based on the top 25 sales tax remitters in SB, only five of them were in the CBD. Of those 5, only two are in the State Street promenade: the Apple Store and Marshalls. The current emphasis of the State Street promenade, restaurants, did not make the list. The clear lack of car traffic and free parking puts the State Street promenade far behind upper State Street, and other districts.

Of the 11 districts of SB, Upper State Street brought the highest revenue in the third quarter of 2024, at \$1,652,083. To compare, the Airport District produced \$205,111 while the Waterfront District earned \$373,775. In the past few years, the CBD’s tax revenue is down 20%. The Waterfront and Coast Village Road Districts are up 7% and 5% respectively.



image downtownsb.org

California Lawmakers Reform CEQA; Housing Project Barriers Lowered.

Signed into law in 1970, The California Environmental Quality Act (“CEQA”) required state and local governments to publicly declare the environmental impacts of the building developments they proposed. Under this statute, the government approval process could be met with lawsuits if the findings of possible environmental impacts were alleged and proven to be inaccurate or not detailed enough. The time spent on studying environmental impacts and fighting to avoid litigation necessarily delayed development, increased the costs, and discouraged developers.

Recently, California lawmakers decide to roll back statewide restrictions previously put in place by CEQA. To qualify under the revisited law, new developments must meet the requirements of being a level of density above single-family units urban “in-fill” housing developments. The development must be under 20 acres, comply with local zoning laws, and contain certain union wage requirements. Proposed developments meeting these standards will no longer have to describe their environmental impacts.

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56 Housing Unit Project Approved After City of Goleta and the Shelby Family Partnership Reach Settlement.

After their application for the 56 unit, including 13 lower-income housing unit, housing development was denied by the City of Goleta, the Shelby Family Partnership sued the city.

In February, SB County Superior Court Judge Thomas Anderle ruled in favor of the partnership, declaring that the application should not have been declined. However, this settlement does not mean the development has been approved. It will still need to be reviewed by the Planning Commission and/or the

Continued on page 35

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City Council. The project, located near Dos Pueblos High School in Goleta.



image cityofgoleta.org

The “One Big Beautiful Bill” Act’s Effect on Housing.

The “One Big Beautiful Bill” Act was recently signed into federal law. While the act will have many effects, only some will directly affect housing. The new law will permanently increase the estate tax exemption, saving tax on transfers at death, enlarge and increase “opportunity zones” which incentivize investments in designated low-income areas, advance the Low-Income Housing Tax Credit which helps the construction and financing of affordable housing units, and enforce the 199A deduction (also known as the qualified business income deduction), allowing eligible business to deduct up to 20% of their income.

California’s Energy Problem and the Solution Under Our Nose.

While California may be an economic powerhouse, ranking 4th among global GDP compared to other countries, its energy grid will soon be overwhelmed. Following Germany’s plan to phase out nuclear energy, California has only one last nuclear plant left: Diablo Canyon in San Luis Obispo County. The plant currently supplies 9% of California’s electricity. Meanwhile, countries like Germany and Japan that are completely reliant on non-nuclear energy have seen their electricity prices spike, CO2 emissions increase, and limits to their selling power on the energy they actually produce to the global market.

To meet the ever-growing energy demands in the state (especially due to the high energy demands of technology firms and AI), California needs to keep Diablo Canyon in operation. History shows the fear of nuclear power plants is misplaced. Diablo Canyon has never had an incident, and it operates under very strict regulatory standards. Politicians push 100% “renewable” energy (which cannot sustain the state’s demand) by fearmongering the nuclear disasters of Chernobyl and Fukushima. Nuclear plants have proven safe and efficient producing electricity 24 hours a day, 365 days a year. They produce about an acre of containable waste, held in steel storage cylinders that are roughly 20 feet tall, throughout the typical plant’s lifetime.

SB County Allows Pre-Approved ADU Plans, Easing Production Process.

The SB County Board of Supervisors have approved certain designs for Accessory Dwelling Units, or “ADU’s”, to decrease the time and cost it takes to design an ADU from scratch. These designs are all pre-approved by the county, meaning the developer need only choose the design they desire to skip the long review process of an unapproved design. The program offers sizes ranging from 400-700 square feet, styles such as “Spanish”, “Modern”, “Craftsman”, and more, all with a variety of color palettes.

Santa Barbara currently offers the most designs, while Buellton already offers three. Carpinteria offers two available designs meanwhile Lompoc, Goleta, and Santa Maria do not currently offer any but are in the process of accepting and planning designs.



image Approved ADU plans for Santa Barbara County Noozhawk.com

California Lost 18,000 Jobs Due to the \$20 Fast Food Minimum Wage Policy.

According to the National Bureau of Economic Research, employment in the fast-food industry declined by an estimated 18,000 jobs since the law went effect in April 2024. The \$20 minimum wage for restaurants with 60+ locations in the US was enacted by Governor Newsom in 2023. That added a \$4 increase from the minimum wage required at the time. Since the bill only applied to restaurants with 60+ locations nationwide, its scope was limited. To result in 18,000 lost jobs among a limited list of restaurants is nothing less than a failure.

Instituting a higher minimum wage forces the food industries to decrease the number of workers they can pay. Remember, the real minimum wage is zero.

Isla Vista “Pilot Inspection Program” Violates Tenant’s Constitutional Rights.

Santa Barbara County’s recently enacted “Pilot Inspection Program” forces landlords to cooperate and allows county inspectors to infringe on the constitutional rights of uninformed Isla Vista tenants. Many students are ignorant of the fact that they may refuse to let county inspectors enter their property. Tenants are not told by the government that they can refuse entry, they are only told the scheduled date of the inspection.



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If SB County cared about Isla Vista tenant's standard of living and their rights, they should rework their program to empower the tenant's ability to report issues that they encounter, rather than abusing tenant's privacy.

Federal Funding Shifted to Putting Homeless into Long-Term Treatment.

Recognizing that what we have been doing for the past 10 years does not work, the federal government instituted a new rule encouraging states and cities to relocate all homeless people (including those suffering from mental issues and addictions) to "treatment centers." The order incentivizes, with the use of grants, states to be very strict on urban camping and illegal drug usage. This builds off the supreme court case last year that ruled localities may fine those who camp on public property. The federal government is taking a much firmer stance on the homelessness issue, and is no longer allowing rat-infested tent camps and open drug abuse on the streets.

Federal Government to Streamline Processes by Operating Exclusively in English.

Phone calls to federal agencies and services are not known for their timely responses. The federal government has acted to not only help quicken this process, but also push society toward a more unit-

ed nation. The order will make English the official language of the United States. This will make phone calls, websites, forms, announcements, and wherever else that federal agencies deem possible, exclusively in English.

Past moves toward multilingualism in the United States has left citizens divided.

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

Have News to Share?

If you have news or info on events that may be of interest to SBRPA members, please submit the data to magazine@sbrpa.org.



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