## South Dakota Multi-Housing Association Provide Association South Dakota Multi-Housing Association www.sdmha.com

January / February



January: Exciting NEWS in SDMHA

**February:** Police & Sheriff's Offices

#### **Table of Contents**



- **5 Monthly Meetings**
- 7 Member Spotlight
- 8 Maintenance Mania
- 9 South Dakota State Lease
  - 10 We Need YOU!
  - **14 City Requirements**
  - 16 & 17 Walk of Stars
- **3** President & Director Messages
- 4 Board of Directors and Committees
- 6 Membership
- 8 Maintenance Mania
- 9 SD State Lease
- **10** SDMHA Committees
- 12 13 Legislative Action Fund
- **14** City of Sioux Falls
- 16 17 Walk of Stars
- 18 19 BUYERS GUIDE

# **Advertisers**

Great Southern Bank	р. б
Intek	p. 11
Midco	p. 11
MyRentersGuide.com	p. 17
Novak	p. 5
Rainbow International of Sioux Falls	p.12
SiouxFallsRental.com	p. 15
SD Housing Development Authority	p. 14
Wollman Insurance Group	p. 15
Health Connect	p. 20
ePremium Insurance	p. 7
	-



# **RENTAL REVIEW**

January / February 2017



## **President's Message**

During 2017 our mission statement is going to be front and center in all we do. So, remember our mission is "To provide leadership, advocacy, education and professionalism to our residential rental industry members comprised of owners, management and suppliers throughout South Dakota".

on:

This mission statement is the starting point for our strategic plan. In 2017, the updated strategic plan will focus

- 1. Increasing membership. The board is working towards increasing committee and volunteer opportunities.
- 2. Reconstituting the political action committee into a legislative action fund. This move will free us from a certain amount of paperwork and accounting.
- 3. Increasing our educational offerings. For instance, we are teaming up with Multi Family Insiders to offer discounts to their Webinar Wednesday Sessions.
- 4. Increasing our association's visibility. Throughout the year, the Public Relations and Marketing Committee will assist Denise in creating a positive media image of our industry, members and association.

Of course every chairperson has a few personal goals for their tenure. Mine are fairly simple:

1. To increase the value of your membership. As an independent rental owner I want to see more ways that your and my membership will pay dividends. Dividends already come back to you through shared cost saving ideas, discounted class fees, member to member discounts and in many other ways. We just need to find more ways to increase the return on your investment.

2. To increase board and member participation in our events. It is your participation on committees, your attendance at events and classes that helps guarantee an increase return on your investment in your association.

Living a mission statement and achieving the goals of a strategic plan takes more than Denise and few board members. A successful new year depends on your talents, your expertise and your participation.

Brian Majerus



## **Executive Director's Message**

We are hitting the road running in 2017. Numerous changes are in the works, which when you attend our January Membership Meetings you will hear about and see some of them. I am very excited to fill you all in.

Legislative session has started out somewhat slow, but I am sure that will pick up. Of course there are numerous new legislators in Pierre and a huge deficit they need to content with. The Legislative Coffees start Saturday, January 21st in Yankton, Belle Fourche and Rapid City. In Sioux Falls, the legislative coffees are

scheduled for Feb 4, 11th & 25th, 10am at the Ramada Hotel. Please check your local Chamber of Commerce for specific details and schedule of events.

We are currently looking at two issues for legislative session. One is the licensing fee you pay for coin operated laundry machines. And the second, is again our property tax classification. I will send emails to update you periodically throughout session.

We want YOU! <u>Check out page 10</u> to pick what committee you will be involved in this year. We can't do what we do without your help.

See you on Wednesday, January 18th in Vermillion or Thursday, January 19th in Sioux Falls.

Denise Hanzlik

## 2017 Board Officers and Members



Brian Majerus President



Paul Gourley Vice President



Jill Madsen Treasurer



Laura Arnet Secretary



Nick Blau Past President



Ken Fisher Board Member



Jody Bjornebo Board Member



Matt Petersen Board Member



Gary Gaspar Board Member



Jonn Byre Board Member



#### **Executive Director - Denise Hanzlik** PO Box 90327, Sioux Falls, SD 57109

Phone: 605-336-7756 Fax: 605-271-0565 info@sdmha.com www.sdmha.com

## Like us on **FACEBOOK**:

South Dakota Multi Housing Association

#### South Dakota Multi-Housing Association Committees

#### <u>Ambassadors</u>

Kendall Fisher Cindi Biever Jeanne Gerken Joel Christensen

#### **Independent Rental Owners**

Dawn Clausen Ron Sauby Gary Gasper Jeanne Gerken Jean Kenyon

#### **Public Relations & Marketing**

Nick Blau My Renters Guide

#### Education Drew O'Brien - Chair Tammy VanBockern Joel Christensen Jody Bjornebo

#### **Governmental Affairs**

Rod Fitts Joan Franken Jonn Byre Bill O'Connor Paul Gourley

## Walk of Stars

Matt Petersen

#### **Golf Classic**

Bill O'Connor - Chair Todd Lubenow Jarred Smith Paul Gourley Jonn Voss

#### <u>Maintenance Mania /</u> <u>Suppliers Council</u>

Mandi Zigmond Travis Soldatke Jerry Moser Lorae Lodes Glen Alderson Randy Thompson Joel Christensen Bobbi Nelson Jason Baker

# **Monthly Meetings**

## JANUARY

Vermillion

January 18, 2017

INTEK Carpet & Restoration Place TBD

**Sioux Falls** 

January 19, 2017

Noon - 1:00pm

What's NEW in SDMHA

## DECEMBER

Vermillion

February 15, 2017

Discussion Forum Place TBD

**Sioux Falls** 

February 16, 2017

Noon - 1:00pm

Police & Sheriff's Offices

# **Available Services:**

Residential
 Commercial

• Roll-off

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# Membership Update

## **SD Multi Housing** Association represents YOU!

**Total Units: 17,369** 

&

**Associate Members: 104** 

## **NEW MEMBERS**

**General Members Kindt Properties JKA Rental Properties Brookings Property Management** 

## Associate Members

**NAI Sioux Falls E Premium Insurance Stewart Title Sioux Falls Shopping News** All American Towing

# MEMBERS

## **Upcoming Events**

## HAPPY NEW YEAR

Jan. 10th	Board Meeting
Jan. 18th	Vermillion Monthly Meeting
Jan. 19th	Sioux Falls Monthly Meeting
Feb. 14th	Board Meeting
Feb. 14th	Valentine's Day 💙
Feb. 15th	Vermillion Monthly Meeting
Feb. 16th	Sioux Falls Monthly Meeting
Mar. 13-17	Property Managers License Class Pro-Ed



Tanya LaBahn Market Manager / Commercial Lending

Office: 712.277.0320 800.725.6690 Fax: 855.432.0774 tlabahn@greatsouthernbank.com

# USING

329 Pierce St

Sioux City, IA 51101

# MEMBERS!

Ask your vendors <u>"Are you a member of SD Multi-Housing Association".</u> They should be!

How can they join? EASY go to www.sdmha.com/join.html or contact Denise.



### In this edition, our spotlight is on Mark Lancaster With ePremium Insurance

#### Tell our members about you?

I am an experienced insurance and risk management professional with expertise in many facets of business management. I am excited to bring ePremium products and services to the SDMHA members.



#### What services do you provide?

ePremium Insurance is an expert in rental insurance for the multifamily housing industry with over 1.5M units insured across the country. We spread the risk of damages caused by residents to the responsibility of insurance companies while protecting the residents, property owners and property management companies.

What issues do you see properties doing and what can you do to help them?

We see that many property owners and managers have to absorb the cost of repairing damages to units. We transfer that risk to insurance companies to help keep revenue with the properties. Many feel that our program is too good to be true. However, we have been protecting the interests of property owners and managers, as well as the residents since our company inception.

#### What other things would you like to tell our members?

The advancements in the renters insurance industry has changed drastically and there are differences between companies and our products. Please visit with me to see if our products and services may be right for your properties.

What has been the largest benefit of being a member of SDMHA?

Getting to know the members and people involved. It has been a real pleasure.

Contact me today for more information to protect your properties:

Mark Lancaster ePremium Insurance 507-382-7980 mlancaster@epremiuminsurance.com Www.epremium.com



		0
Here's your chance to prove you're the fastest Come and compete in maintenance-focused challenges, you com Maintenance Mania SD Champion. Build a race car from maintenance products ahead of the event to long track. We supply the wheels. You are guaranteed to have a good time and possil	uld eam the title of ONLY o race it down a 32'	-
When: Wednesday, April 19th 3:00pm - 5:00pm	In addition to CASH awards, we will be <i>awarding:</i> • Best in Show	
Where: Stay tuned for exciting venue news! We will also have vendor booths available	• The SLOW Ride	

We will also have vendor booths available

#### FAIR HOUSING FOR MAINTENANCE & SUPPLIERS April 19th \* 1:00pm - 2:30pm

Opportunity for all your maintenance personnel and **SUPPLIERS** to attend a Fair Housing session. Anyone that has contact with your residents **NEEDS TO ATTEND** this session. Lunch will be provided!

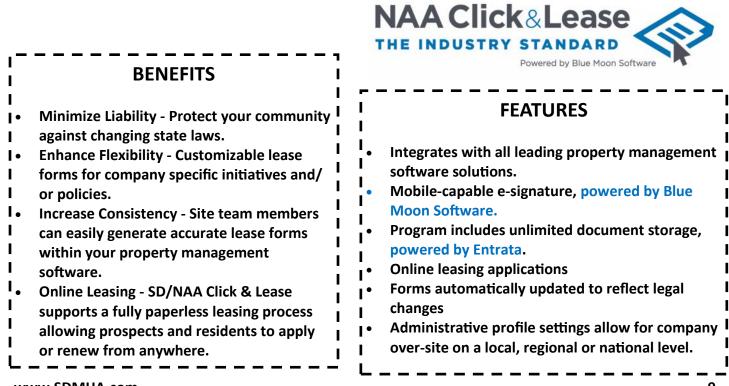
> \$20 per person or ask Denise about our Group Rate Space is Limited - Reserve your spot today!

# SOUTH DAKOTA STATE LEASE

\*\*INTRODUCING\*\* The South Dakota/NAA Click & Lease is a web-based leasing program offered exclusively to members of SDMHA and NAA. This powerful and easy-to-use leasing program allows an apartment community to save time and money by speeding up preparation and printing of legal documents. In addition to providing greater efficiency to the onsite leasing process, prospective residents may fill out a rental application online, and property managers may audit and edit entire portfolios of leases with a few clicks of a mouse.

The lease and accompanying addenda cover every aspect of the rental process and are reviewed by expert attorneys to ensure legal compliance. The language of the lease is constantly monitored and modified to reflect new legislation or jurisdiction. This valuable SDMHA/NAA member benefit is currently available in 46 states as well as the District of Columbia. Program includes e-signature, online applications and FREE unlimited document storage to support a completely electronic leasing process.

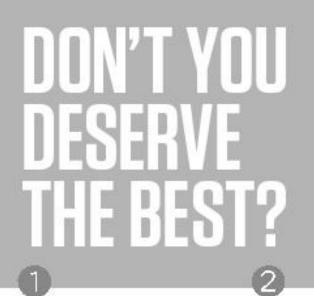
With more than 23,000 communities nationwide enrolled in the NAA Click & Lease program, it's the most widely used standardized lease form in the multifamily housing industry. FOR MORE INFORMATION OR TO ENROLL:



### http://www.naahq.org/learn/national-lease-program

<b>Ne Need YOU</b>	EDUCATION <ul> <li>Develop Monthly Membership meeting schedu</li> <li>Organize &amp; host annual State Convention</li> </ul>
AMBASSADOR	<ul> <li>Promote Webinar opportunities</li> </ul>
<ul> <li>Invite Prospective Members</li> <li>Welcome New Members to meetings and events</li> </ul>	<ul> <li>Develop and promote educational opportunities throughout South Dakota</li> </ul>
Host at various events	<ul> <li>Annually offer at least one national program, i.</li> <li>CAM, CAMT, NALP, CAPS, CAS.</li> </ul>
Assist with quarterly New Member Orientations	<ul> <li>Solicit sponsorships for seminars, classes and conferences</li> </ul>
<b>GOLF</b> (1 spot remaining)	Solicit and encourage attendance at events.
<ul> <li>Determine date and venue for event</li> <li>Solicit sponsors and golf teams</li> </ul>	INDEPENDENT RENTAL OWNERS
<ul> <li>Solicit prizes and giveaways</li> <li>Assist with development of promotional</li> </ul>	<ul> <li>Enlist the participation among other Independence Rental Owners at various events</li> </ul>
<ul> <li>Assist with public relations blitz</li> </ul>	<ul> <li>Suggest educational offerings to the Education Committee that are pertinent to IRO's</li> </ul>
GOVERNMENAL AFFAIRS	MAINTENANCE MANIA &
Set and assist with fundraising doal for each	- SUPPLIERS COUNCIL
<ul> <li>Set and assist with fundraising goal for each year</li> </ul>	SUPPLIERS COUNCIL     Determine date and venue for event
	•
year	<ul> <li>Determine date and venue for event</li> <li>Solicit sponsorships and attendance</li> <li>Assist with setup and judging of stations</li> </ul>
year Work closely with Lobbyist Be available to attend City, County and/or State	<ul> <li>Determine date and venue for event</li> <li>Solicit sponsorships and attendance</li> </ul>
year Work closely with Lobbyist Be available to attend City, County and/or State legislative hearings	<ul> <li>Determine date and venue for event</li> <li>Solicit sponsorships and attendance</li> <li>Assist with setup and judging of stations</li> <li>Assist with public relations before and after event</li> </ul>
year Work closely with Lobbyist Be available to attend City, County and/or State legislative hearings Promote SDMHA to local politicians	<ul> <li>Determine date and venue for event</li> <li>Solicit sponsorships and attendance</li> <li>Assist with setup and judging of stations</li> <li>Assist with public relations before and after event</li> </ul> PUBLIC RELATIONS & MARKETIN
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year Work closely with Lobbyist Be available to attend City, County and/or State legislative hearings Promote SDMHA to local politicians WALK OF STARS Determine date and venue for event	<ul> <li>Determine date and venue for event</li> <li>Solicit sponsorships and attendance</li> <li>Assist with setup and judging of stations</li> <li>Assist with public relations before and after event</li> </ul> PUBLIC RELATIONS & MARKETIN
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more or to join a committee today.





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# **Governmental Affairs**

The Board of Trustees has voted to dissolve the South Dakota Multi-Housing Political Action Committee before the end of 2016. This decision is based on reporting requirements and contribution restrictions.

South Dakota Multi-Housing Association will continue to advocate for YOU on a local, county and state level.

Going forward these efforts will be completed in the name of SD Multi-Housing Association Legislative Action Fund or SDMHA LAF for short.

<u>Rest assured that we will continue to monitor and advocate for YOU</u>. This change gives us greater flexibility for contributions while the giving the control back to the SDMHA Board of Directors.

Contributions to SD Multi Housing Association LAF			
<ul> <li>My check made payable to SDMHA LAF is enclosed.</li> <li>My cash contribution is attached.</li> </ul>	Please print or attach a business card. Name:		
	Occupation:		
Please charge my:  Visa  MasterCard  American Express	Company:		
Name on Card:			
Card #	Address:		
Exp. Date:	City/State/ZIP:		
Signature:Date:	Phone: Fax:		
Amount Contributed \$500\$250\$100\$50 Other: \$	Email:		
	Signature: Date:		

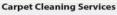
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- Tile, grout & hard surface cleaning
- Pet stain removal & decontamination







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# 2016 SDMH PAC MEMBERS

	Sioux Falls	James Kats
\$30,000	Amy Ibis	Jarrod Johnson
+,	Barbara Hagman	Jean Kenyon
\$27,000	Barbara Thorpe	, Jeanne Mehlha
	Bill Infield	Jeff Vavra
\$25,000	Bill Mediger Bill Pederson	Jennifer Scheu
	Brenda Kuhn	Jerry Moser
\$23,000	Brent Rasmussen	Jill Madsen
	Brian Majerus	Jim Waltner
\$20,000	Bryan Wiseman	Joan Franken
	Burt Horsted	Joanne Sheare
\$17,000	Butch Hanssen	Joe Meier
	Carol & Floyd Welbig	Joel Christense
\$15,000	Charlie Nesdahl	Joel Dykstra
. ,	Chic Pyper	John Kasten Jon Broek
\$12,000	Chloe Mayo	Jon Broek
. ,	Chris Tow	Julie Westra
\$10,000	Chuck Benson	Karen Schroedern
	Clark Meyer	Kellee Valnes
\$7,000	Cory Hughes	Kelley Groff
+-/	Craig Lloyd	Larry Howe
\$3,000	Dan & Peggy Zimmerman	Linda Schulte
<i>,,,,,,,</i> ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Darrel Bartell Dawn Clauson	Marilyn Metzg
\$1,500	Dawn Clauson Dean Austad	Mark Crisp
Ŷ1,500	Denise Hanzlik	Mark Luke
\$1000	Duane Coatsworth	Martha Frohwe
<b>91000</b>	Gary Bussleman	Matt Peterser
\$500	Gary Gaspar	Matt Thornton
<b>7300</b>	Gary Hotchkin	Merle Wollma
	George & Deloris Gulson	Mike Van Buski
	Gerald & Jeanne Gerken	Nate Burdine/Jolene L
		Datrick Roddin

Glen Alderson

**Grace & Everett Kracht** 

Sioux Falls

od Johnson an Kenyon ne Mehlhaf eff Vavra nifer Scheu rry Moser ll Madsen n Waltner an Franken nne Shearer oe Meier Christensen el Dykstra hn Kasten on Broek onn Byre lie Westra chroedermeier llee Valnes elley Groff nry Howe da Schulte ilyn Metzger **1ark Crisp Nark Luke** ha Frohwein tt Petersen tt Thornton le Wollman Van Buskirk e/Jolene Loetscher Patrick Reddin **Paul & Diane Swenson** 

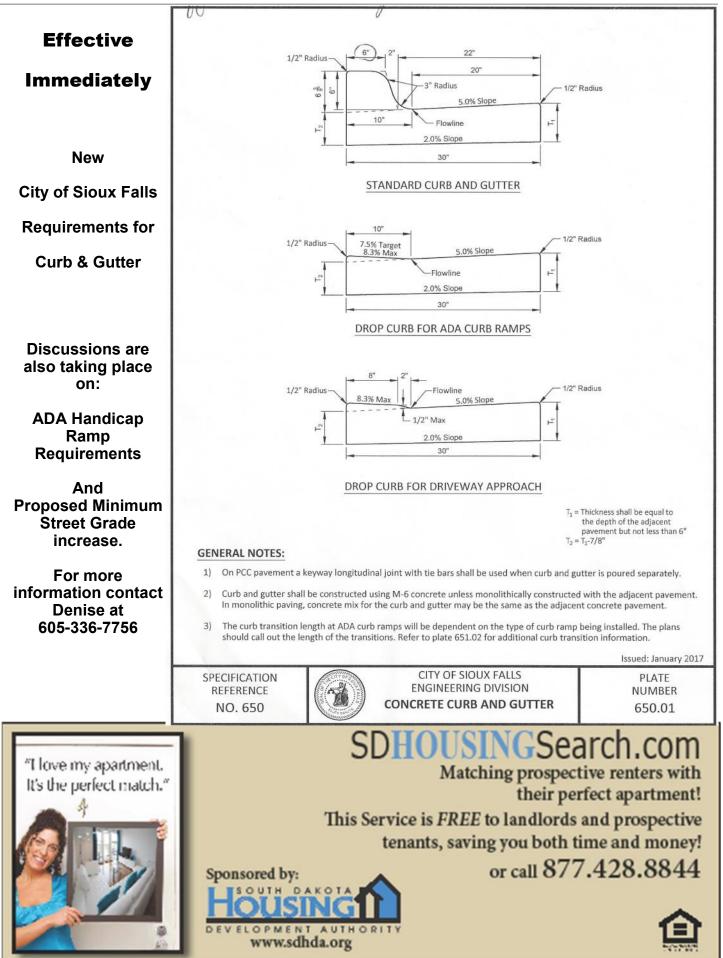
**Paul Gourley Paul Zweifel Paula Brown Peggy Zimmerman Raymond Meinders Rick Grouley Robert & Carolyn Humphreys Rod Fitts Roger Swenby Ron Rensberger Ron Sauby Ron Van Zanten** Scott Eastman Scott Holgate Scott VanGinkle **Shirlee Meier Shirley Wilson** Steve Mahlstedt **Steve Shaykett Todd Ernst Todd Lubenow Todd Nordmeyer Travis Soldatke** Tye Doll Vergil Benz **Vickie Douthit** 

> Aberdeen Jody Stanton

Vermillion **Glynis Erickson** Jeanne Melhaff **Tom Johnson** 

## WE START A NEW YEAR RAISING FUNDS.

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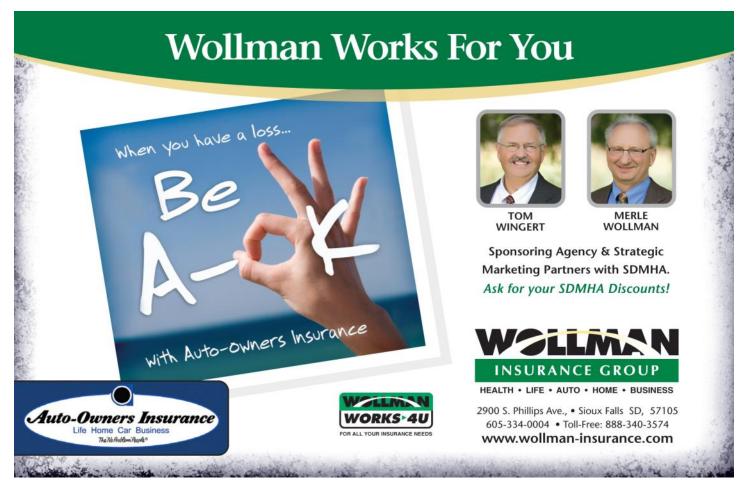
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www.SDMHA.com

Independent Rental Owners

> Gerald & Jeanne

Gerken

# **2016 WALK OF STARS WINNERS**



**2016 Board of Directors**. L to R: Jody Bjornebo, Greg Card, Ken Fisher, Gerald Gerken, Jill Madsen, Nick Blau, Brian Majerus, Matt Petersen, Gary Gaspar and Laura Arnett

Property Maintenance Professional

Jeff Van Dusen (picture not available)

Service Professional

Chris Kahny Karl's TV & Aplliance



Presidents Award

**Rod Fitts** 

Property Management Professional

Shelly Sandbulte



Property Management Firm

Lloyd Companies

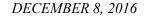


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11

# **2016 WALK OF STARS**







# Menter's Guide

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Sioux Falls Shopping News	605-521-8700
<u>APPLIANCES</u>	
Denny's Appliance	
Karl's TV & Appliance	
Mahlander's	

#### **APPRAISAL SERVICES**

Elwood & Martin Appraisals, LLC	605-271-0351
Insight ValueMetrics	
Rogers Appraisal Service	
Shaykett Appraisal Co	

#### **ATTORNEY SERVICES**

Breit Law Offices	336-8234
Christopherson Anderson Paulson & Fideler	336-1030

#### **BANKING SERVICES**

CorTrust Bank	444-4038
First Dakota National Bank	
TCF Bank	
Dacotah Bank	

#### **BUILDING SUPPLIES**

1	Allied Building Products	
I	Menards	
I	Menards East Side	
I	Moen	800-628-0569

#### **CABLE & INTERNET SERVICES**

Midco	800-888-1300
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#### CARPET CLEANING /REPAIR/EMERGENCY SERVICES

Crew	553-9200
Extremely Clean	
INTEK Cleaning and Restoration	
Rainbow International of Sioux Falls	

#### CARPET/FLOORCOVERING SUPPLIERS

Menards	
Menards East Side	
Shaw Industries	
Thornton Carpet Sales	
Walden Carpets	

#### **CITY OF SIOUX FALLS**

Community Development	
City Planning	

#### COIN OPERATED LAUNDRY EQUIPMENT

Coinmach	800-788-2005
BDS Laundry Management	888-286-7810

#### **COLLECTION SERVICES**

COLLECTION SERVICES	
Breit Law Offices	
RentCollect Global	619-204-2557
COMPUTER SOFTWARE SERVICES	
	000 004 0770
MRI Software	
Property Matrix	800-795-4100
Yardi Systems, Inc	805-699-2040
· ····································	
ELECTRIC CONTRACTOR	
Frisbees Plumbing & Heating	220 6201
Frisbees Plumbing & Heating	
ENVIRONMENTAL	
Johnson Environmental	605-838-0826
FINANCIAL PLANNING CONSULTANTS	
First Premier Bank	357-3000
Grant Investment LLC	
Rensberger Financial Services	

#### **FINANCING**

Dacotah Bank	2
First Dakota National Bank	8
First Premier Bank	0
First Savings Bank201-260	8
Frontier Bank	9
Great Southern Bank	20
Great Western Bank	8
MetaBank	20
Minnwest Bank of Sioux Falls	5
NorthMarq Capital402-343-046	8
TCF Bank	30
Wells Fargo	5

#### FIRE & WATER DAMAGE RESTORATION/ **CARPET DYEING and FURNITURE CLEANING**

Crew	
Extremely Clean	
INTEK Cleaning and Restoration	
Rainbow International of Sioux Falls	

#### HARDWARE & MAINTENANCE SUPPLIES

Allied Building Products	
Menards	
Menards East Side	
Moen	800-628-0569

#### **INSURANCE SERVICES**

American Family Insurance (Orv Olivier)	336-6470
CorInsurance (Kendall Fisher)	977-5900
EPremium Insurance	513-972-4880
Priebe Insurance Agency, Inc. (Jerry Priebe)	
RentCollect Global	619-204-2557
The Insurance Connection (Oscar DeVries)	339-3147
Wollman Insurance Group (Merle Wollman)	

#### LAUNDRY

Coinmach	800-788-2005
BDS Laundry Management	

#### LAWN CARE & LANDSCAPING

Everhart Landscaping	
TruGreen Lawn Care	
Kut & Kill	

#### LEASING SERVICES

Dakota Rentals	
On-Site	

#### LIGHTING SUPPLIERS

Mahlander's	
Menards	
Menards East Side	

#### LOCKSMITH

Fred The Fixer	

#### LOW INCOME HOUSING SERVICE

Adventure Homes LLC	
SF Housing & Redevelopment	
SD Housing Development Authority	605-773-3181
US Dept. of HUD	

#### MANAGEMENT SOFTWARE

Yardi Systems	
MRI Software	

#### MOLD INSPECTION & CLEANUP

Extremely Clean	582-2237
INTEK Cleaning and Restoration	.334-9716
Rainbow International of Sioux Falls	

#### ODOR REMOVAL

INTEK Cleaning and Restoration	.334-9716
Rainbow International of Sioux Falls	271-1111

#### PAINT & WALL COVERINGS

BFB Painting	.376-7755
Diamond Vogel Paints	
Sherwin Williams	

#### PATROL

Sioux Merchant Patrol	.334-9357

#### PET SERVICES

DooGooders	254-2145

#### PLUMBING, HEATING, & AIR CONDITIONING

Frisbees Plumbing & Heating	
Hander Plumbing & Heating	339-9633
Johnson Services	767-0052
Menards	362-7159
Menards East Side	331-6405
Trane	336-8500

#### REAL ESTATE SERVICES

Brooks Commercial Real Estate	
Integra Realty Resources	
Lee Schelling	

Magnum Capital & Real Estate Services .	605-444-7103
Mark Luke Real Estate	
NAI Sioux Falls	

#### **RECYCLING & SANITATION**

Novak Sanitary	Service	

#### **REMODELING & HOME REPAIR**

Denny's Appliance	
Mark Luke	
Steven Graf	

#### **RENTAL LOCATING SERVICES**

.918-521-4427
.701-540-7128
940-5389
221-1030

#### RESIDENT SCREENING

CoreLogic	855-296-7344
On-Site	669-800-6272
Western Reporting	

#### SEWER DRAIN CLEANING

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#### TENANT ASSISTANCE SERVICES

Sioux Falls Housing & Redevelopment
SD Housing & Development773-3181
US Dept. of HUD

#### TENANT SELECTION SERVICES

CoreLogic	
On-Site	
Western Reporting	800-466-1996

#### TITLE COMPANY Stewart Title......605-339-3199

TOWING COMPANY	
All American Towing	

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#### WATER DAMAGE RESTORATION

INTEK Cleaning and Restoration	334-9716
Rainbow International of Sioux Falls	271-1111

#### WEBSITE SERVICES

On-Site	
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#### WINDOWS

Menards	362-7159
Menards East Side	331-6405
Wilsey Co - Pella Windows60	5-334-1124





Multi-Housing Association

NATIONAL APARTMENT ASSOCIATION

PO Box 90327 Sioux Falls, SD 57109

CHANGE SERVICE REQUESTED

