

RENTAL REVIEW

• JULY/AUGUST •

THE OFFICIAL NEWSLETTER OF THE
SOUTH DAKOTA MULTI-HOUSING ASSOCIATION

HOUSING CLINIC

GOLF CLASSIC

STATE CONVENTION

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SIOUX FALLS BUILDING
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SDMHA MISSION STATEMENT:

To provide leadership, advocacy, education and professionalism to our residential rental industry members comprised of owners, management and suppliers throughout South Dakota.

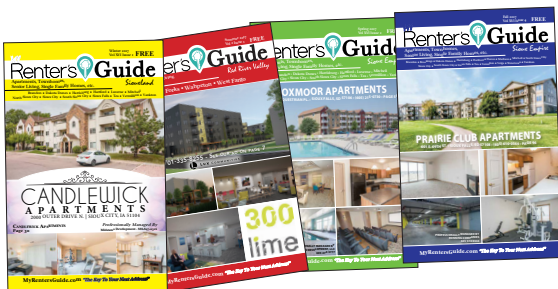
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A LETTER TO YOU



July is an exciting month here at SDMHA. The Sioux Falls Golf Classic is July 17th at the Brandon Golf Course. Be sure to get registered right away if you haven't already or just come to network and socialize. We have also revamped the vacancy survey and will be sending that out in the Sioux Falls region this month. We are excited for the change and really hope it gives you a better look at the apartment industry in your area.

Looking Ahead we have the Black Hills Golf Classic on September 12th at the Elks Golf Course. It was a great event for us last year in the Black Hills region and we are looking forward to it again this year. Also, the Black Hills vacancy survey will be sent out in September as well.

For the first time we will be holding a CAPS class October 14 – 18 in Sioux Falls. Please be sure to get register for this as soon as possible. We do need 10 participants to be able to have the class.

We've been working hard these last few months to come up with better ways to communicate with our members. We started a recap video that will be at the month meetings as well as on our Facebook page. We also sent out a survey to get more information on how you want to be communicated with. If you have any suggestions please reach out as we want all our members to feel like they are getting value for their membership.

Finally, be sure to check out our website for all the other exciting events we have going on and be sure to click the link to save them to your calendar. I can't wait to see you at these events and don't hesitate to ask how to get involved!

JODY BJORNEBO
Chairman, South Dakota Multi-Housing Association



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Bangs McCullen Law Firm, Rapid City

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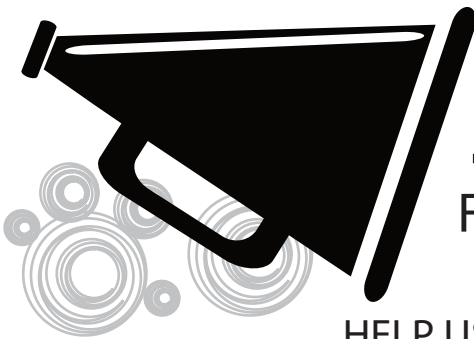
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MEMBERS

LOOKING AHEAD

SDMHA REPRESENTS **YOU!**
30,185 Total Units • 102 Total Associate Members

JULY
2019

AUGUST
2019

9: SDMHA Board Meeting

10: Crime Free Housing - Vermillion

11: Committee Meetings: Education, Legislative,
and Merit Awards
Housing Clinic -see page 14

17: Sioux Falls Golf Classic, Brandon

24: New Member Luncheon

31 - Aug 2: NAA Government Affairs Roundtable

13: SDMHA Board Meeting

15: Sioux Falls Monthly Meeting



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October 14 - 18, 2019

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Sioux Falls, SD

To reserve your seat:
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October 14 - 18, 2019

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- Market analysis and property inspections
- Operational and financial analysis inspections

- Property development feasibility analysis
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\$950 for SDMHA Members

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For more information, visit www.naahq.org/CAPS.
To locate an affiliate offering this course near you, visit www.naahq.org/education-careers/find-a-course.



To reserve your seat: <https://www.sdmha.com/events/caps>



2019 STATE CONVENTION

Oct. 16 & 17

Holiday Inn City Center, Sioux Falls

WEDNESDAY, OCTOBER 16TH

8:30am - 11:30am

- **Contracts, Evictions, Documentation & Disputes, Glen Boomsma**
- **Does Your Property Need a Boost? Do You? Vital C's for Leasing!**

11:30am - 12:45pm

- **Opening Lunch with Keynote Jo Hausman**

1pm - 4pm

- **Ethics that Matter (4R), Kolby Johnson**

1pm - 2:30pm

- **Dealing with Difficult People, Richard George**

2:30pm - 4pm

- **Budgeting, Richard George**

4:15pm - 6:15pm Property Tour

- **The Cascade**
- **Spring Creek Luxury Living**
- **Open - do you have a property you want to show?**

THURSDAY, OCTOBER 17TH

8:30am - 11:30am

- **Fair Housing 2.0, Brian Majerus**
- **Heating - Electric and Gas, Brian Wilhite (CAMT Instructor)**

11:30am - 1:45pm Trade Show

1pm - 1:45pm Lunch will be served

2pm - 5pm

- **Abuse Triangle (domestic abuse, child endangerment & human trafficking)**
- **Environmental (ash bore, recycling & pests)**

5:15pm After Party

State Convention Speakers



Anne Sadvosky has been in the apartment industry five decades and is a former V P of Marketing and Education for Lincoln Property Company. She is a contributing writer for many publications. She was named one of the top trainers in the industry by MultiHousing News. Anne is multifaceted, offers many topics, shares skills and tools that are life changing, common sense, fun but no nonsense. Anne lives in Dallas with her favorite husband, two funny Chiweinies and two very talkative parrots.

Brian Majerus is a partner in F and M Properties and has previously managed both senior and market rate apartments. Brian has his NALP and CAM designations and is a faculty member of NAAEI. He is a past Chair of SD Multi-Housing Association board of directors and currently serves on the City of Sioux Falls Human Relations Commission. He will be teaching a new Fair Housing 2.0 class, taking you to the next level.



Brian Wilhite, Wilhite Services began his property management career in 1997 in Oklahoma City, later moving to Omaha. Brian has worked as a maintenance technician, maintenance supervisor, and Safety and Facilities trainer, to now training maintenance across the US. Brian assisted in the rewrite of the CAMT test for our industry. He is currently in the Leadership Lyceum program with NAA. In his free time, he loves spending time with his beautiful wife and their 5 children.



Glenn Boomsma, Breit Law Office. Glenn lives in Brandon with his wife and has four children. Glenn received his Doctorate of Law from the University of Oklahoma College of Law in 1995, and received his Bachelor of Science, Sociology and Criminal Justice Degree from South Dakota State University in 1992. Glenn has been practicing law at Breit Law Office, P.C. since 1995. His practice includes frequent court litigation with an emphasis in real estate, collections, landlord/tenant, business/corporation law, workers compensation and personal injury law. Glenn is licensed to practice law in South Dakota and Minnesota.

Richard George, NOI Coach. Back by popular demand! Rich will be teaching the Certified Apartment Portfolio Supervisor course for the week. We are opening two sessions up to the public to attend: Dealing with Difficult People and Budgeting.



Kolby Johnson of Pro-Ed will be teaching on Ethics that Matter.

Abuse Triangle consists of presentations on: Domestic Abuse by Amy Carter of Children's Inn; Child Endangerment by Kristie Kranz of Center for the Prevention of Child Maltreatment; and Human Trafficking by Megan Assman Davis of Call to Freedom.

Environmental includes presentations on Ash Bore by City of Sioux Falls; Recycling by City of Sioux Falls and Utility Metering by MultiFamily Utility Company.

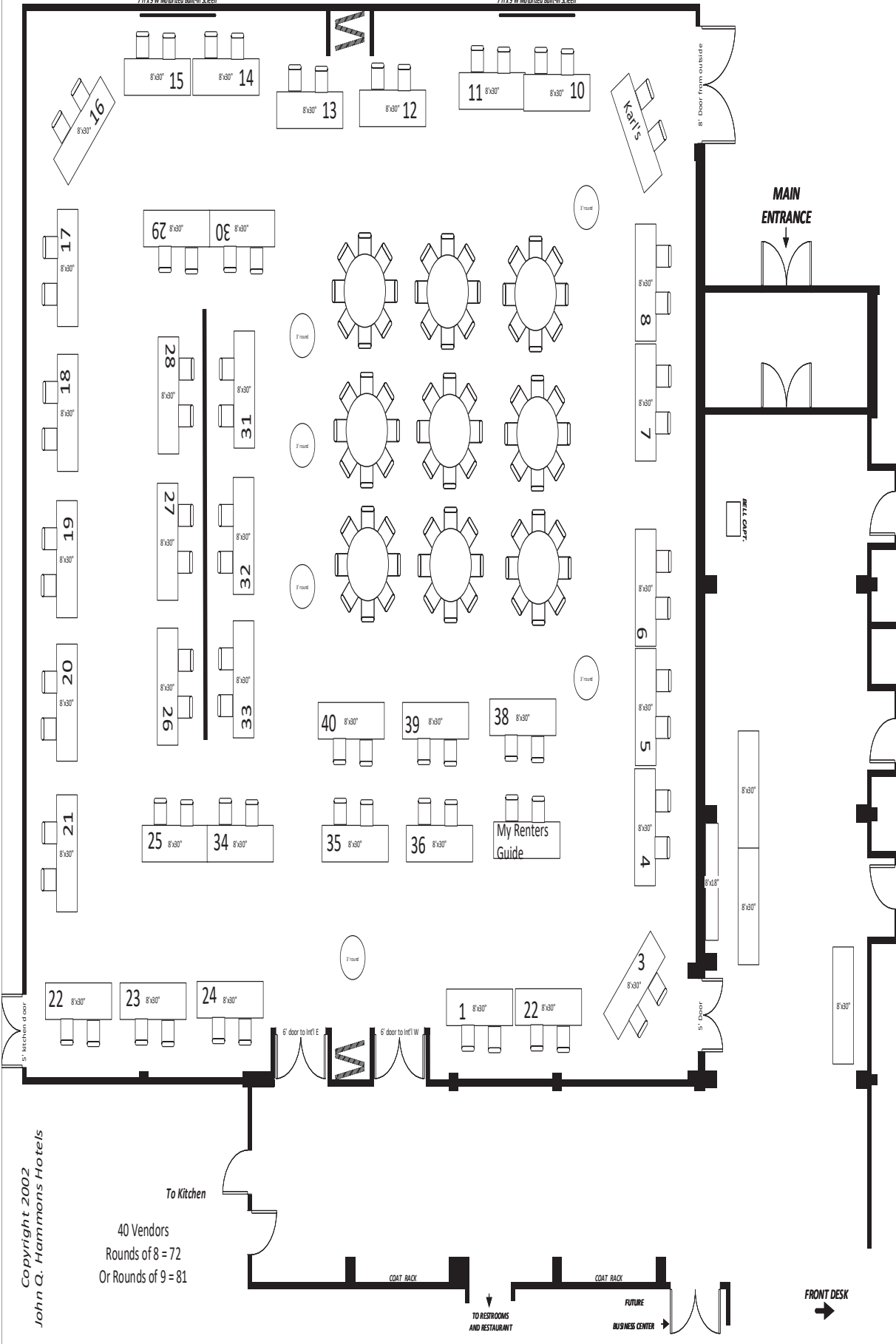
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Thursday, July 11, 2019

4pm – 6pm

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Experts in the fields of Insurance, legal and tax will be
present to talk with.

CHAPTER NEWS

BLACK HILLS

No meetings in July or August

September 12th Black Hills Golf Classic
Shotgun: 12:30pm
Steak Supper: 5pm
Sponsorship and Golf information at:
<https://www.sdmha.com/events/black-hills-golf-classic-2019>

October 15th Vital C's of Leasing with Anne Sadvosky

BROOKINGS

July 19th Fair Housing, 9:45am – Noon @ Brookings Public Library, 515 3rd St.
presented by: High Plains Fair Housing Center & SDHDA.
Register at: www.highplainsfhc.org

MITCHELL

July 22nd Fair Housing, 10am – Noon @ Mitchell Public Library, 221 N Duff St
presented by: High Plains Fair Housing Center & SDHDA.
Register at: www.highplainsfhc.org

VERMILLION

July 10th Crime Free Housing Class 8am – 5pm
Contact Lt. Luke Trowbridge at ltrowbridge@vermillionpd.org or
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WINDOWS

ALLIED BUILDING PRODUCTS

MENARDS

MENARDS EAST OF SIOUX FALLS

SDMHA BUYERS GUIDE RAPID CITY CHAPTER

CARPET CLEANING/WATER DAMAGE RESTORATION/ ODOR REMOVAL

RAPID CITY RESTORATION

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FLOORING

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CSC SERVICE WORKS

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City of Sioux Falls Building Permit Data

January through June 2019

	2017	2018	2019
Number of Permits Issued	3,502	3,053	3,547
Total Value of Permits Issued	\$340,288,617	\$344,700,414	\$350,541,020
New Residential	\$123.5M	\$107.5M	\$108.1M
Residential Addition & Remodel	\$21.2M	\$22.1M	\$32.1M
New Commercial	\$112.8M	\$153.3M	\$114.6M
Commercial Addition & Remodel	\$82.8M	\$61.8M	\$95.7M
Totals	\$340.3M	\$344.7M	\$350.5M

New Commercial

Manufacturing	\$4.4M	\$7.7M	\$6.6M
Office, Institutional, Educational	\$30.8M	\$64.3M	\$6.9M
Apartments	\$41.1M	\$42.3M	\$36.9M
Other Commercial	\$36.5M	\$39.1M	\$64.2M
Totals	\$112.8M	\$153.4M	\$114.6M

New Residential

Single-Family Units	429	363	340
Duplex Units	6	2	2
Townhome Units	201	161	155
Multiple Family Units	464	412	338
Totals	1,100	938	835

Manufactured New Housing Placements	27	18	10
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Source: Building Service Division. For Question, call 367-8670.

SDMHA GOLF CLASSIC

Wednesday, July 17, 2019

Brandon Golf Course

Shotgun Start at 11am

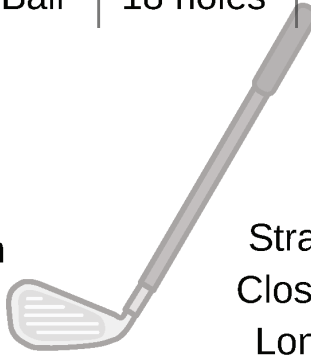
Registration Opens at 9am



4 Person Best Ball | 18 holes | 3 flights

Registration fee of \$105 per golfer includes:

18 holes of golf, 2 mulligans per golfer, 2 carts per 4 person team, and steak dinner with 2 drinks each



Prizes awarded for:

1st & 2nd place

Straightest Drive	Longest Drive
Closest to the Pin	Shortest Drive
Longest Putt	HOLE IN ONE'S

AVAILABLE SPONSORSHIPS

EAGLE: \$1,200

- * Hole in One Sponsor
- * Banner on Clubhouse
- * Recognition on Handouts & Rental Review
- * 4 Person Golf Team w/Meals

BIRDIE: \$900

- * Beverage Cart Signage
- * Recognition on Handouts & Rental Review
- * 4 Person Golf Team w/Meals

HOLE: \$300

- * Signage at Hole
- * Recognition on Handouts & Rental Review
- * 1 Meal Ticket

PAR: \$125

- * Signage at Putting Green
- * 1 Meal Ticket

Registration Form

Online: <https://www.sdmha.com/events/golf-classic-sioux-falls>

Sponsorship Level _____

Company: _____

Name: _____ Handicap _____

Name: _____ Handicap _____

Name: _____ Handicap _____

Name: _____ Handicap _____

10% Early Bird Discount Deadline Jun 1st
Registration Deadline July 13th

_____	\$_____	Sponsorship
_____ x \$105 = \$_____		Member
_____ x \$125 = \$_____		Non Member
_____ x \$30 = \$_____		Add'l Meal

(2 Mulligans are included in pricing)

Subtotal	\$_____
10% Discount	\$_____
Total Due	\$_____

Name: _____

Card #: _____

Exp. Date: _____ CVC: _____

Billing Address: _____

NO refunds or cancellations after July 10th



RENTAL REVIEW

PO BOX 90327 • SIOUX FALLS, SD 57109



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SDMHA Mission:

To provide leadership, advocacy, education and professionalism to our residential rental industry members comprised of owners, management and suppliers throughout South Dakota.