

# RENTAL REVIEW

• JANUARY/FEBRUARY •

THE OFFICIAL NEWSLETTER OF THE  
SOUTH DAKOTA MULTI-HOUSING ASSOCIATION

**ONLINE  
EDUCATION INFO**


**CHAPTER  
HAPPENINGS**

**MAINTENANCE  
MANIA**

**HAPPY**  
*New  
Year!*



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January/February 2019

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CHAPTER HAPPENINGS

## 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.

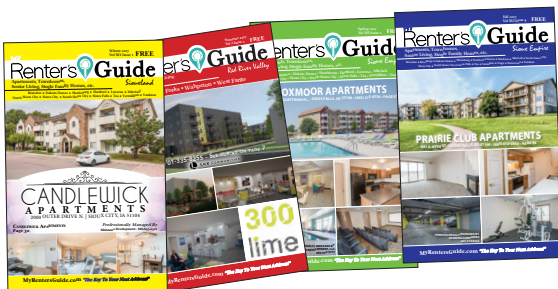
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Merry Christmas and Happy Holidays from myself, my family, and the SDMHA organization. 2018 has been a big year for our organization with our expansion into Rapid City, Yankton/Vermillion, and Aberdeen. We also saw a change in location for our State Convention which we were very excited for and seemed to be a big success. Looking ahead to 2019 I am looking forward to continuing our presence in our new locations and continuing to bring you great educational opportunities.

Before we close out 2018, I have a few people I would like to recognize. To all the exiting board members: I am so grateful for all your involvement over the last year. You have taught me so much about this organization. To the incoming board members: Thank you for taking the time out of your busy schedules to help this important organization. To Paul Gourley: Thank you for choosing me to be your vice-chair. It has been a wonderful opportunity for me to watch and learn from you as the current chair. You have done an amazing job and I hope to continue with all the great changes you have started.

Thank you for the opportunity to serve as your 2019 Chairman. I look forward to all the great things we have planned. If you have any questions or would like to get more involved with our organization, please let me know.

**JODY BJORNEBO**  
Chairman, South Dakota Multi-Housing Association



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# WELCOME NEW MEMBERS

## GENERAL

Hemraj Property, Sioux Falls  
Highland Property Management, Spearfish  
Lewis-Kirkeby-Hall, Rapid City  
Splitrock Rentals, Sioux Falls  
Tea Realty, Tea

## ASSOCIATE

Concrete Solutions Unlimited, Sioux Falls  
Presto X Pest Control, Sioux Falls  
Safe-N-Secure, Sioux Falls

# MEMBER TO MEMBER DISCOUNTS

Did you know all  
the **discounts** your  
membership in SDMHA  
allows you?



Auto-Owners Group gives **9% discount** for insurance  
1412 S. Minnesota Ave., Sioux Falls, SD 57105  
O: 605-339-3147 F: 605-339-2715  
[www.insuranceconnection.com](http://www.insuranceconnection.com)



Background screening with: **Discounted Package Rates**  
No Setup Fees  
No Renewal Fees  
Link to their application with package pricing:  
<https://form.iotform.com/60904637356157>



Insurance with trust, good advice and good service  
Merle Wollman, CLU  
2900 S. Phillips Ave. #100, Sioux Falls, SD 57105  
O: 605-334-0004 F: 605-334-1700  
[www.wollman-insurance.com](http://www.wollman-insurance.com)



Dependent on quantity – call for details  
605-368-2568  
[www.thorntoncarpets.com](http://www.thorntoncarpets.com)

## NOT A MEMBER, BUT WANT TO BE?

To join go to  
[www.sdmha.com](http://www.sdmha.com) OR CONTACT

**Denise Hanzlik**  
EXECUTIVE DIRECTOR  
[info@sdmha.com](mailto:info@sdmha.com)





# **SDMHA MEMBERSHIP CHALLENGE**

---

FOR EVERY NEW FULLY PAID MEMBERSHIP  
**RECEIVE \$25 CASH**

HELP US CONTINUE TO GROW  
THROUGHOUT SOUTH DAKOTA

# MEMBERS

## LOOKING AHEAD

---

SDMHA REPRESENTS **YOU!**  
29,911 Total Units • 103 Total Associate Members

### JANUARY 2019

**1/3:** Governmental Relations Committee Mtg, Sioux Falls

**1/8:** SDMHA Board Mtg, Sioux Falls

**1/8:** South Dakota Legislative Session Begins

**1/10:** Black Hills Chapter Planning Mtg, Rapid City

**1/17:** Walk of Stars, Sioux Falls

**1/17:** Education Committee Mtg, Sioux Falls

**1/17:** Maintenance Mania Committee Mtg, Sioux Falls

**1/23:** SDMHA Strategic Planning Session

### FEBRUARY 2019

**2/12:** SDMHA Board Mtg, Sioux Falls

**2/14:** HAPPY VALENTINE'S DAY!

**2/21:** SDMHA Membership Mtg in Sioux Falls  
National Apt Leasing Professional - Rapid City &  
Sioux Falls - Dates TBD



SiouxFallsRental.com

Check website for complete info

# 2019 CALENDAR OF EVENTS

South Dakota Multi Housing Association

<p align="center"><b>January</b></p> <p>8 - Board Meeting              8 - SD Legislation Session Begins              9 - Black Hills Planning Mtg              23 - SDMHA Strategic Planning Session</p> <p>17 - Walk of Stars              Holiday Inn City Centre</p>	<p align="center"><b>February</b></p> <p>12 - Board Meeting              13 - Black Hills - Legislative Update              21 - Sioux Falls - VAWA &amp; Domestic Violence &amp; Human Trafficking</p> <p>20 - New Member Luncheon</p>	<p align="center"><b>March</b></p> <p>19 - Board Meeting              13 - Black Hills - Renter Education              21 - Sioux Falls - Active Shooter              Kyle Johnson, SFPD</p> <p>5-8 - ADVOCATE, Washington DC              10-17 - Office Closed              18-22 - Pro-Ed PM Licensing Course</p>
<p align="center"><b>April</b></p> <p>9 - Board Meeting              - Yankton/Vermillion - Fair Housing              - Aberdeen - Fair Housing              9-11 NALP Rapid City              10 - Fair Housing &amp; Marketing Ed Sessions              16 - 18 NALP Sioux Falls              24 - MAINTENANCE MANIA              24 - RAFFLE DRAWING</p>	<p align="center"><b>May</b></p> <p>14 - Board Meeting              8 - Black Hills - RCPD Scene Safety              Wellness Check              15 - New Member Orientation              16 - Sioux Falls -</p>	<p align="center"><b>June</b></p> <p>11 - Board Meeting              12 - Black Hills - Human Trafficking              Domestic Violence</p> <p>20 - Sioux Falls -</p> <p>17-21 - Pro-Ed PM Licensing Course              26-29 - Apartmentalize - Denver</p>
<p align="center"><b>July</b></p> <p>9 - Board Meeting</p> <p>17 - Sioux Falls Golf Classic</p>	<p align="center"><b>August</b></p> <p>13 - Board Meeting              14 - New Member Orientation              15 - Sioux Falls - Liabilities &amp; Insurance</p> <p>Aug 17-24 - Office Closed</p>	<p align="center"><b>September</b></p> <p>10 - Board Meeting              10 - Yankton/Vermillion              12 - Black Hills Golf Classic              19 - Sioux Falls - LSS &amp; Diversity              24 - Aberdeen</p> <p>16-20 - Pro-Ed PM Licensing Course</p>
<p align="center"><b>October</b></p> <p>8 - Board Meeting              9th - Black Hills Maintenance              Appreciation Event              16 &amp; 17 - State Convention              &amp; Trade Show              CAPS &amp; CAMT to be offered</p> <p>29-30 - SDHDA Housing Conf - Pierre</p>	<p align="center"><b>November</b></p> <p>12 - Board Meeting              12 - Yankton -              13 - Black Hills - Assistance Agencies              14 - Aberdeen              20 - New Member Orientation              21 - Sioux Falls - Assistance Agencies              5-9 - AOD - Greenville, SC              11-15 - Pro-Ed PM Licensing Course</p>	<p align="center"><b>December</b></p> <p>10 - Board Meeting              19 - Sioux Falls - Legal &amp; Evictions</p>

# ONLINE EDUCATION

***NOW AVAILABLE***

We recorded sessions at State Convention this year, to give you another opportunity to learn.

Sessions are available for purchase at: [www.sdmha.com](http://www.sdmha.com).

## **DIGITAL MARKETING (2R/1E CEC) \$30**

<https://vimeo.com/user91412044/review/299366639/6cd85fbd11>

This class received rave reviews for the materials and taking it right into your everyday activity at a property. Learn how to tell your story using various social media platforms.

*Instructors: Nate Burdine, MudMile Communications & Nate Marshall, AdWerks*

## **12 C's OF LEADERSHIP (3E CEC) \$30**

<https://vimeo.com/user91412044/review/299647363/15d42aebd4>

What are your strengths? Decoding the leadership puzzle. Discover which of the C's are your own personal strengths and understand how to utilize them to be an influential leader.

*Instructor: Richard George, NOI Coach.*

## **RISK MANAGEMENT (3R CEC) \$30**

<https://vimeo.com/user91412044/review/299747694/9bee3021f2>

Learn how to protect your property through risk management, property maintenance and City code enforcement.

*Instructor: Brian Majerus, F & M Properties*

In accordance with SD Real Estate Commission rules, after each session there is a test, which must be completed with a 78% passing grade, to receive the CE credits.

**CEC: R = Required and E = Elective.**

South Dakota Multi Housing Association is committed to education for everyone involved in residential rental housing

## **FUNGUS AMONGUS (3R CEC) \$30**

<https://vimeo.com/user91412044/review/299457543/b896d15722>

Learn everything you need to know about Mold, what it is, how to prevent it, and what to do when you have it.

*Instructor: Julie Redlin, Rainbow International of Sioux Falls.*

## **SHOW ME THE MONEY (3E CEC) \$30**

<https://vimeo.com/user91412044/review/299203174/46b2ae3882>

Learn strategies that impact the value of investments; practice the skill of determining the value of an investment; and a value formula you can apply before making any owner/management decisions.

*Instructor: Richard George, NOI Coach.*

## **KNOW YOUR LEASE (3R CEC) \$30**

<https://vimeo.com/user91412044/review/299540968/d85f4b817c>

What you need to know to lease and manage multifamily in South Dakota. This session covers your lease, addendums, deposits, evictions and landlord/tenant legal obligations in accordance with SD Codified Law.

*Instructor: Glenn Boomsma, Breit Law Office*

## **POWER OF CULTURE (3E CEC) \$30**

<https://vimeo.com/user91412044/review/299088661/6b774663ab>

A culture exists in every business. Address the potential that lies in focusing on your organization's culture to maximize the potential of your team.

*Instructors: Tamien Dysart & Vaney Hairi of Think 3D Solutions*



Introducing the

# New NALP

\$299 Members  
or  
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Members

April 9 - 11  
in  
Rapid City

and

April 16-18  
in  
Sioux Falls

Register at:  
[www.sdmha.com/events/](http://www.sdmha.com/events/)



Earn your National Apartment Leasing Professional designation and enhance your leasing skills. NAAEI developed the NALP program to assist apartment industry professionals in advancing their apartment leasing career. Whether you are a new or an experienced leasing consultant, you can improve your:

- Leasing Presentation
- Ability to Overcome Objections
- Closing Ratio
- Resident Retention

## NALP Modules:

- Bringing in New Residents: Be Prepared
- Marketing & Maintaining Your Community
- Why Your Competition Matters
- Relevant Laws & How to Apply Them
- The Sales Process & Building Relationships
- Effectively Meeting the Needs of Current Residents
- The Market Survey
- NALP has been enhanced with FranklinCovey video-based courses!

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# Lease With CONFIDENCE

Click & Lease, by the National Apartment Association, makes it easy to create customized, compliant lease forms, quickly and efficiently, without breaking the bank.

It's simple and secure. Save time, save money and mitigate your risk.

**NAA Click & Lease**  
**THE INDUSTRY STANDARD**



Powered by Blue Moon Software

## Take the Hassle Out of Leasing

It can be a constant challenge to create and manage compliant, up-to-date leasing documents. NAA Click & Lease offers current and customizable forms to simplify the process and reduce risk.

Join the Click & Lease network and enjoy the many benefits that membership brings.

## Features



### Integrates with all PMS software

Multi-user platform that integrates with your current property management software



### Online & paperless

Web-based software streamlines processes and ensures organization for users



### Administrative profile settings

Settings allow for forms compliance oversight on a local, regional or national level



### Built-in mathematical calculations

Calculations for charges and rent amounts assure efficiency and simplicity



### Customizable databases

Set up a lease database that holds information for each community in your portfolio



### Simple online rental application

Collects relevant future resident data and optimizes the application process for prospective residents

Find out why NAA Click & Lease is the industry standard at [www.naahq.org/lease](http://www.naahq.org/lease).



# We Need YOU!

## **AMBASSADOR** (Statewide)

- ◆ Invite Prospective Members
- ◆ Welcome New Members to meetings and events
- ◆ Host at various events
- ◆ Assist with quarterly New Member Orientations

## **GOLF** (Rapid City & Sioux Falls)

- ◆ Determine date and venue for event
- ◆ Solicit sponsors and golf teams
- ◆ Solicit prizes and giveaways
- ◆ Assist with development of promotional materials
- ◆ Assist with public relations blitz

## **GOVERNMENTAL AFFAIRS**

(Rapid City & Sioux Falls)

- ◆ Set and assist with fundraising goal for each year
- ◆ Work closely with Lobbyist
- ◆ Be available to attend City, County and/or State legislative hearings

## **WALK OF STARS** (Sioux Falls)

- ◆ Determine date and venue for event
- ◆ Solicit sponsorships and attendance
- ◆ Determine Awards and Winners

## **PRODUCT SERVICES COUNCIL**

- ◆ Organize Annual Trade Show
- ◆ Set Marketing & Advertising Packages
- ◆ Assist with Maintenance Mania event

## **EDUCATION** (Statewide)

- ◆ Develop Monthly Membership meeting schedule
- ◆ Organize & host annual State Convention
- ◆ Promote Webinar opportunities
- ◆ Develop and promote educational opportunities throughout South Dakota
- ◆ Annually offer at least one national program, i.e. CAM, CAMT, NALP, CAPS, CAS.
- ◆ Solicit sponsorships for seminars, classes and conferences
- ◆ Solicit and encourage attendance at events.

## **INDEPENDENT RENTAL OWNERS**

(Statewide)

- ◆ Enlist the participation among other Independent Rental Owners at various events
- ◆ Suggest educational offerings to the Educational Committee that are pertinent to IRO's

## **MAINTENANCE MANIA**

(Sioux Falls)

- ◆ Determine date and venue for event
- ◆ Solicit sponsorships and attendance
- ◆ Assist with setup and judging of stations
- ◆ Assist with public relations before and after event

## **PUBLIC RELATIONS & MARKETING**

(Statewide)

- ◆ Develop press release database
- ◆ Monthly press releases to build awareness of SDMHA





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to learn more or to join today.**



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## ADVERTISING PACKAGES:

Pay for your advertising by January 31, 2019 and receive a 25% discount.  
CALL 605-336-7756

### PLATINUM: \$1,200

- Full page ad in **Rental Review** (7.5" x 10") printed & digital version, 6 publications.
- One time article in Rental Review
- **SDMHA Website** - Featured listing with link to your website.
- **Social Media posts** - One time per week post to SDMHA's Facebook & Twitter pages.
- Sponsor of one **monthly meeting** - 3 min presentation to attendees, logo on meeting postcard, email and Facebook events. Also a live Facebook feed of your presentation.

### GOLD: \$800

- 1/2 page ad in **Rental Review** (7.5" x 5") printed & digital version, 6 publications.
- **SDMHA Website** - Featured listing with link to your website.
- **Social Media posts** - One time per week to Facebook & Twitter.

### SILVER: \$400

- 1/4 page ad in **Rental Review** (7.5" x 2.5") printed & digital version, 6 publications.
- **SDMHA Website** - Featured listing with link to your website.

### WEBSITE AD: \$120 year

- Business card (2" x 3.5") sized ad on SDMHA.com.

## MONTHLY MEETING : \$150

Pick your meeting in Aberdeen, Black Hills, Sioux Falls or Yankton/Vermillion. First Come First Serve

### First come, First serve.

- 3 min presentation at the start of a monthly meeting
- Flyer distributed to attendees.
- Facebook LIVE feed of your presentation
- Logo on meeting postcard, email & Facebook event
- Listing in Rental Review with Meeting notice.

## REGISTRATION

Complete this form or register online

Company: \_\_\_\_\_

Contact: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Address: \_\_\_\_\_

City/St/Zip: \_\_\_\_\_

	Level	Amount
Marketing Package		
Monthly Meeting		
Maintenance Mania		
Walk of Stars		
Golf Classic		
Brandon or Black Hills		
State Convention		
Trade Show Booth		

# MAINTENANCE MANIA!

April 24th at the Sanford Pentagon

### PLATINUM: \$300 (5 available)

- Featured Sponsor at Event
- Logo on event banner & event handouts
- Recognition in Rental Review
- Booth at event

### GOLD: \$200 (10 available)

- Company name on event banner & event handouts
- Recognition in Rental Review
- Booth at event

### SILVER: \$100 (10 available)

- Company name on event banner & event handouts
- Recognition in Rental Review

## WALK OF STARS

January 17th at Holiday Inn City Centre

BAR SPONSOR: \$300 (2 available)

Signage at event, drink tickets, program & Rental Review

## STATE CONVENTION

October 16 & 17

### PLATINUM: \$1,000 (4 available)

- Recognition at Opening Ceremony, class handouts & Trade Show
- 1/2 page ad in Convention Program
- Preferred Booth Placement at Trade Show (cost of booth included)
- Large Company logo on Convention signage
- Credit at ALL refreshment & snack tables

### EDUCATIONAL: \$500

- Logo on Class Signage & Handouts
- Recognition at Opening Ceremony
- Opportunity to speak to audience at Opening Ceremony or Lunch about your business

### Trade Show Booth Prices:

\$150 for Members and  
\$250 for Non Members.

### GOLD: \$700 (10 available)

- Recognition at Opening Ceremony & Trade Show
- 1/3 page ad in Convention Program
- Trade Show Booth included.
- Medium Company Logo on Convention signage
- Credit at ALL refreshment tables

### SILVER: \$300 (10 available)

- Recognition at Opening Ceremony
- Business Card sized ad in Convention Program
- Company name on Trade Show Banner

## THANK YOU

We appreciate your  
sponsorship of South Dakota  
Multi-Housing Association  
in 2019.

We are successful  
because of your support.

South Dakota  
Multi-Housing  
Association

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Sioux Falls, SD 57109

Office: 605-336-7756  
Fax: 605-271-0565  
Cell: 605-906-0258  
Email: info@sdmha.com

## GOLF CLASSIC

July 17th @ Brandon Golf Course

Sept. 12th @ Elks Golf Course,  
Rapid City (call for Pricing)

### EAGLE: \$1,100 (4 available)

- Hole in One Sponsor
- Banner on Clubhouse
- Recognition on Handouts
- Recognition in Rental Review
- Golf Team Registration with Meals

### BIRDIE: \$800 (5 available)

- Beverage Cart Signage
- Company name on Drink Tickets
- Recognition in Rental Review
- Golf Team Registration with Meals

### HOLE: \$250 (18 available)

- Signage on Hole
- Recognition on Handouts
- Recognition in Rental Review
- 1 Meal Ticket

### PAR: \$100 (5 available)

- Signage around Putting Green
- Recognition on Handouts
- Recognition in Rental Review
- 1 Meal Ticket



2019

SPONSORSHIP

&

ADVERTISING

Mission Statement

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

## City of Sioux Falls Building Permit Data

### January through December 2018

	2016	2017	2018
<b>Number of Permits Issued</b>	7,389	6,755	6,873
<b>Total Value of Permits Issued</b>	\$701,851,489	\$739,324,818	\$786,599,655
New Residential	\$198.6M	\$231.2M	\$221.8M
Residential Addition & Remodel	\$46.5M	\$43.0M	\$51.2M
New Commercial	\$303.1M	\$268.9M	\$302.2M
Commercial Addition & Remodel	\$153.6M	\$196.1M	\$211.4M
<b>Totals</b>	<b>\$701.8M</b>	<b>\$739.2M</b>	<b>\$786.6M</b>

#### **New Commercial**

Manufacturing	\$11.5M	\$41.8M	\$19.2M
Office, Institutional, Educational	\$47.0M	\$45.4M	\$93.7M
Apartments	\$155.3M	\$117.4M	\$92.6M
Other Commercial	\$89.3M	\$64.3M	\$96.7M
<b>Totals</b>	<b>\$303.1M</b>	<b>\$268.9M</b>	<b>\$302.2M</b>

#### **New Residential**

Single-Family Units	695	750	672
Duplex Units	8	4	2
Townhome Units	355	441	403
Multiple Family Units	1,589	1,215	945
<b>Totals</b>	<b>2,647</b>	<b>2,410</b>	<b>2,022</b>

<b>Manufactured New Housing Placements</b>	<b>104</b>	<b>61</b>	<b>46</b>
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**Source:** Building Service Division. For Question, call 367-8670.

# CHAPTER NEWS

Plans are underway to bring

## **“Fair Housing & Beyond”**

around South Dakota in April 2019

Stay up to date with events at: [WWW.SDMHA.COM](http://WWW.SDMHA.COM)

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## **Black Hills**

We are meeting on January 10<sup>th</sup>

To plan events and meetings for 2019.

and

To discuss the following committees for the Black Hills area:

**Ambassadors** (membership)

**Governmental Relations**

**Golf**

An invitation will be mailed, and we hope you or a representative from your company can join us as we plan a fabulous 2019 in the Black Hills area.

Watch for complete details in your inbox and mailbox

# SDMHA BUYERS GUIDE

## SIOUX FALLS CHAPTER

### **ADVERTISING**

ARVIG MEDIA .....	(605)351-7350
COSTAR- APT FINDER-APTS .COM .....	(612)799-2733
MY RENTERS GUIDE .....	(605)221-1030
SIOUX FALLS RENTAL.....	(605)940-5389
SIOUX FALLS SHOPPING NEWS.....	(605)339-3633

### **APPLIANCES**

DENNY'S APPLIANCE.....	(605)261-9314
KARL'S TV & APPLIANCE INC.....	(605)336-3244
MAHLANDERS.....	(605)336-7798
WHIRLPOOL.....	(303)803-4141

### **APPRAISAL SERVICES**

CB RICHARD ELLIS .....	(605)201-0684
ELWOOD & MARTIN APPRAISALS, LLC.....	(605)271-0351
ROGERS APPRAISAL SERVICE, INC.....	(605)331-0144
SHAYKETT APPRAISAL COMPANY INC.....	(605)332-3553

### **ATTORNEY SERVICES**

BREIT LAW OFFICES, P.C. ....	(605)336-8234
CHRISTOPHERSON, ANDERSON, PAULSON & FIDELER .....	(605)336-1030

### **BANKING SERVICES**

BANK MIDWEST.....	(605)444-2081
CORTRUST BANK .....	(605)444-4038
DACOTAH BANK .....	(605)367-6412
FIRST DAKOTA NATIONAL BANK.....	(605)333-8218
FIRST PREMIER BANK .....	(605)357-3039
FIRST SAVINGS BANK .....	(605)977-4120
FRONTIER BANK.....	(605)332-3832
GREAT WESTERN BANK.....	(605)336-4442
METABANK .....	(605)782-1820
MINNWEST BANK .....	(605)323-3851
SECURITY NATIONAL BANK .....	(605)977-9005
WELLS FARGO BANK.....	(605)575-7502

### **BUILDING SUPPLIES**

ALLIED BUILDING PRODUCTS.....	(605)331-4410
CONTRACTORS SIDING, WINDOWS & ROOFING SUPPLY.....	(605)334-7070
MENARDS .....	(605)362-7159
MENARDS EAST OF SIOUX FALLS .....	(605)357-7310
NYBERG'S ACE HARDWARE.....	(605)336-6474
PARK SUPPLY OF AMERICA INC. ....	(651)398-5521
PREMIER SYSTEMS INC.....	(605)361-4955

### **CABLE & INTERNET**

CENTURYLINK.....	(605)670-3768
ICS ADVANCED TECHNOLOGIES.....	(515)232-4453
MIDCO.....	(800)888-1300
VAST BROADBAND.....	(605)965-9574

### **CARPET CLEANING/REPAIR/EMERGENCY SERVICES**

CREW .....	(605)965-2727
EXTREMELY CLEAN.....	(605)582-2237
INTEK CLEANING & RESTORATION.....	(605)334-9716
RAINBOW INTERNATIONAL OF SIOUX FALLS.....	(605)271-1111
SRM-SERVICE MASTER RECOVERY MGMT.....	(320)293-1216

### **COLLECTIONS**

BREIT LAW OFFICES, P.C. ....	(605)336-8234
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### **CONCIERGE SERVICES**

TRASH BROS LLC.....	(605)636-7240
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### **CONCRETE**

CONCRETE SOLUTIONS UNLIMITED .....	605-331-5267
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### **FINANCING**

BANK MIDWEST.....	(605)444-2081
CORTRUST BANK .....	(605)444-4038
DACOTAH BANK .....	(605)367-6412
ERNST CAPITAL GROUP .....	(605)271-7172
FIRST DAKOTA NATIONAL BANK.....	(605)333-8218
FIRST PREMIER BANK .....	(605)357-3039
FIRST SAVINGS BANK .....	(605)977-4120
FRONTIER BANK.....	(605)332-3832
GREAT WESTERN BANK.....	(605)336-4442
METABANK .....	(605)782-1820
MINNWEST BANK .....	(605)323-3851
NORTHMARQ CAPITAL.....	(402)343-0468
SECURITY NATIONAL BANK .....	(605)977-9005
WELLS FARGO BANK.....	(605)575-7502

### **FITNESS EQUIPMENT**

2ND WIND EXERCISE EQUIPMENT .....	(605)490-5379
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### **FLOORING & SUPPLIERS**

MENARDS .....	(605)362-7159
MENARDS EAST OF SIOUX FALLS .....	(605)357-7310
SHAW INDUSTRIES .....	(605)270-3530
THORNTON CARPET SALES.....	(605)368 2568x2104
WALDEN CARPETS, INC.....	(605)361-6199

### **GARAGE FLOOR**

JERZAK INC. ....	(605)310-5574
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### **GLASS INSTALLATION & REPAIR**

GLASS DOCTOR OF SIOUX FALLS .....	(605)360-8508
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### **GOVERNMENT**

CITY OF SIOUX FALLS PLANNING & BUILDING SERVICES.....	(605)367-1896
HOMELESS ADVISORY BOARD .....	(605)978-7021
SD HOUSING DEVELOPMENT AUTHORITY.....	(605)773-3181

### **HARDWARE & MAINTENANCE SUPPLIES**

ALLIED BUILDING PRODUCTS.....	(605)331-4410
CONTRACTORS SIDING, WINDOWS & ROOFING SUPPLY.....	(605)334-7070
MENARDS .....	(605)362-7159
MENARDS EAST OF SIOUX FALLS .....	(605)357-7310
MOEN.....	(800)628-0569
NYBERG'S ACE HARDWARE.....	(605)336-6474
PARK SUPPLY OF AMERICA INC. ....	(651)398-5521

### **INSURANCE**

COR INSURANCE .....	(605)977-5900
E PREMIUM INSURANCE .....	(512)972-4880
FISCHER ROUNDS INSURANCE .....	(605)334-0004
PRIEBE INSURANCE AGENCY INC.....	(605)323-2811
THE INSURANCE CONNECTION .....	(605)339-3147



## **LAUNDRY**

BDS LAUNDRY MANAGEMENT ..... (888)286-7810

## **LAWN CARE & LANDSCAPING**

WELLER BROTHERS ..... (605)351-4748

## **LIGHTING SUPPLIERS**

MAHLANDERS ..... (605)336-7798

MENARDS ..... (605)362-7159

MENARDS EAST OF SIOUX FALLS ..... (605)357-7310

## **LOCKSMITH**

FRED THE FIXER ..... (605)334-5411

## **MOLD INSPECTION & CLEANUP**

CREW ..... (605)965-2727

EXTREMELY CLEAN ..... (605)582-2237

INTEK CLEANING & RESTORATION ..... (605)334-9716

RAINBOW INTERNATIONAL OF SIOUX FALLS ..... (605)271-1111

RAPID CITY RESTORATION ..... (605)858-2726

SRM-SERVICE MASTER RECOVERY MGMT ..... (320)293-1216

## **ODOR REMOVAL**

AIRE-MASTER OF THE PLAINS ..... (605)275-0302

CREW ..... (605)965-2727

INTEK CLEANING & RESTORATION ..... (605)334-9716

RAINBOW INTERNATIONAL OF SIOUX FALLS ..... (605)271-1111

SRM-SERVICE MASTER RECOVERY MGMT ..... (320)293-1216

## **PACKAGE MANAGEMENT**

LISS TECHNOLOGIES GROUP LLC ..... (402)734-4900

## **PAINT & WALL COVERINGS**

BFB PAINTING, INC. .... (605)376-7755

DIAMOND VOGEL PAINTS ..... (605)334-2051

PPG ..... (605)334-2179

## **PEST CONTROL**

PLUNKETT'S PEST CONTROL ..... (800)434-6117

## **PET SERVICES**

DOOGOODERS ..... (605)254-2145

## **PLUMBING, HEATING & AIR CONDITIONING**

FRISBEES PLUMBING & HEATING ..... (605)338-6321

HANDER PLUMBING & HEATING ..... (605)339-9633

MOEN ..... (800)628-0569

TRANE ..... (605)336-8500

## **REAL ESTATE**

BROOKS COMMERCIAL REAL ESTATE ..... (605)261-2215

CB RICHARD ELLIS ..... (605)201-0684

LEE SCHELLING REAL ESTATE ..... (605)582-2119

NAI SIOUX FALLS ..... (605)357-7100

REALTOR(R) ASSOCIATION OF THE SIOUX EMPIRE ..... (605)334-4752

## **RECYCLING & SANITATION**

SCRAP MART ..... (605)359-1968

NOVAK SANITARY SERVICE ..... (605)338-7126

TRASH BROS LLC ..... (605)636-7240

## **RESIDENT SCREENING**

WESTERN REPORTING INC. .... (801)417-0434

## **SECURITY**

SIOUX MERCHANT PATROL INC. .... (605)334-9357

## **SEWER DRAINING CLEANING**

AROUND THE CLOCK/DRAINMASTER ..... (605)335-0384

## **SOFTWARE**

CENTURYLINK ..... (605)670-3768

YARDI SYSTEMS, INC ..... (805)699-2040

## **TAX PLANNING**

ICS TAX INC ..... (605)929-6942

## **TENANT ASSISTANCE**

SIOUX FALLS HOUSING & DEVELOPMENT ..... (605)332-0704

## **TITLE COMPANIES**

LAND TITLE GUARANTY ..... (605)336-1095

STEWART TITLE CO ..... (605)339-3199

## **TOWING**

ALL AMERICAN TOWING ..... (605)332-3100

## **UTILITY BILLING**

LISS TECHNOLOGIES GROUP LLC ..... (402)734-4900

## **WATER DAMAGE RESTORATION**

CREW ..... (605)965-2727

INTEK CLEANING & RESTORATION ..... (605)334-9716

RAINBOW INTERNATIONAL OF SIOUX FALLS ..... (605)271-1111

SRM-SERVICE MASTER RECOVERY MGMT ..... (320)293-1216

## **WINDOWS**

ALLIED BUILDING PRODUCTS ..... (605)331-4410

CONTRACTORS SIDING, WINDOWS & ROOFING SUPPLY ..... (605)334-7070

MENARDS ..... (605)362-7159

MENARDS EAST OF SIOUX FALLS ..... (605)357-7310

# **SDMHA BUYERS GUIDE**

## **RAPID CITY CHAPTER**

## **CARPET CLEANING/WATER DAMAGE RESTORATION/ ODOR REMOVAL**

RAPID CITY RESTORATION ..... (605)858-2726

## **COLLECTIONS**

CREDIT COLLECTION BUREAU ..... (605)391-5666

## **FLOORING**

FLOORING AMERICA ..... (605)342-8304

FREED'S FLOORS ..... (605)519-6299

## **LAUNDRY**

CSC SERVICE WORKS ..... (970)667-7586

## **RECYCLING & SANITATION**

KIEFFER SANITATION ..... (605)342-5575

## **RESIDENT SCREENING**

J FIELDS AND ASSOCIATES, LLC ..... (605)791-7007

# MAINTENANCE MANIA!®

Here's your chance to prove you're the fastest in town!

Come and compete in maintenance-focused challenges, you could earn the title of Maintenance Mania SD Champion. And possibly earn a spot to compete at the national level in June in Denver, CO.

Build a race car from maintenance products ahead of the event to race it down a 32' long track. **NEW WHEELS FOR 2019.** Challenge your managers to compete in the Management Division.

Everyone is guaranteed to have a good time and maintenance can possibly win cash!

When:

**April 24, 2019**

Where:

**SANFORD PENTAGON**

*11:30am - 1pm - Educational Session*

*1pm - 2pm - Maintenance Mania Practice*

*2pm - Competition Begins*

*3:30pm - Race Car Competition*

*4:00pm - Awards Presentation*

## EDUCATION

We are organizing a **Customer Service/Fair Housing for Maintenance class.**

For updates look to:

<https://www.sdmha.com/events/maintenance-mania>

**LUNCH INCLUDED**

**\$25 for MEMBERS**

**\$35 for NON MEMBERS**

### Entry Cost:

**\$40 per Maintenance Division (cash prizes)**

**\$20 per Management Division (Trophy & bragging rights)**

## VENDORS/SUPPLIERS

Here is your opportunity to talk with maintenance and management. The following sponsorships & booths are available:

**PLATINUM \$300** - Featured sponsor with logo and recognition in Rental Review. Booth included.

**GOLD \$200** - Name and recognition in Rental Review. Booth included.

**SILVER \$100** - Name and recognition in Rental Review.

**Booths are adjacent to the competition area.**

**Bingo cards used for promotion & door prizes.**

Call today to reserve your space!

**Register online at:**

<https://www.sdmha.com/events/maintenance-mania>

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Education Session: \_\_\_\_\_ X \$25/\$35 = \_\_\_\_\_

Maintenance Mania: \_\_\_\_\_ X \$30 = \_\_\_\_\_

Sponsorship Level: \_\_\_\_\_ X \_\_\_\_\_ = \_\_\_\_\_

Vendor Booth: \_\_\_\_\_ X \$50 = \_\_\_\_\_

Payment Type: \_\_\_\_\_ Bill Me \_\_\_\_\_ Visa \_\_\_\_\_ MC \_\_\_\_\_ Am Exp.

Card #: \_\_\_\_\_ CVC #: \_\_\_\_\_

Billing Zip Code: \_\_\_\_\_ *Thank you!*

# RAFFLE

**Drawing to be held April 24, 2019 at Maintenance Mania**  
(Do not need to be present to win)

**\$100 per ticket**

**Only 200 to be sold**

Tickets can be purchased from the registration desk, Board Member or Government Relations Committee Member.

Funds to be used in the activities and promotion of South Dakota Multi Housing Association throughout the State of South Dakota.

If sales quota is not met, SDMHA will refund ticket prices



**Polaris Ranger 900 EPS**

Donated by: SDMHA

Value: \$14,500

Winner to pay all delivery, taxes & licensing fees



**Remington 870 Express 12 Gauge Shotgun**

Donated by: Jim Dunham

Value: \$450



**5 Day/4 Night Stay at:  
Bear Butte Gulch Lodge,**

near Deadwood

Donated by: Rick Gourley

Value: \$1,500

4 bed + loft / 2 ba. (sleeps 14)

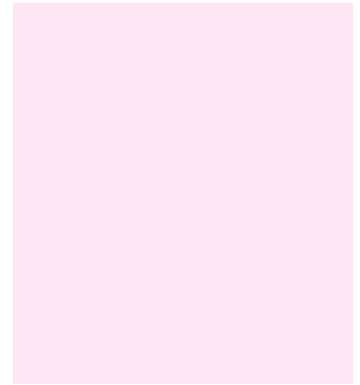
Blackout dates apply.





# RENTAL REVIEW

PO BOX 90327 • SIOUX FALLS, SD 57109



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## Welcome to the New SDMHA Website

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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.