

R

SOUTH DAKOTA
MULTI-HOUSING ASSOCIATION

RENTAL REVIEW

JANUARY/FEBRUARY 2018



**MEMBERS
LOOKING AHEAD**

**SPONSORSHIP
& ADVERTISING
OPPORTUNITIES**

**ASSISTANCE OPTIONS
FOR YOUR RESIDENTS**

**MAINTENANCE MANIA
2018 REGISTRATION**

**WALK OF STARS
2018 REGISTRATION**

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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 my family to yours and from the SDMHA board to your entire organization. There is much to be thankful for this holiday season. I want take this opportunity to thank the board members whose terms are expiring for their giving of their time and talent through the last year; you've all been amazing. I want to thank the incoming board for their commitment to the future of this important organization; you are appreciated. Also a big thank you to Brian Majerus for your tireless service as President this past year. You are awesome!

2018 stands to be our biggest year yet for our organization. We have launched an aggressive expansion plan to dramatically grow our membership throughout the state. This will strengthen our voice on important issues and strengthen our industry by equipping our new and current members with the tools and training needed to succeed. It's no small task but it's an important one.

We also have an exciting line-up of educational opportunities for every member of your organization. I encourage you all to engage in the classes and meetings this year. The multi-housing industry is becoming increasingly complex and we must continue to learn in order to stay on top of current trends.

Thank you for the opportunity to serve as your Chairman in 2018. Please contact me if you would like to discuss opportunities to be more involved or if you have ideas of how we can strengthen this organization.

PAUL GOURLEY
Chairman, South Dakota Multi-Housing Association

***JOINT MAYORAL FORUM, MARCH 8TH, 11AM - 1PM
AT THE HOLIDAY INN CITY CENTRE, SIOUX FALLS***

Tickets must be purchased in advance of event at:

<http://sdmha.com/meetinginfo.php?id=44&ts=1513361394>

Or by email or call into SDMHA Office to reserve your seat.

Meet the 2018 Sioux Falls mayoral candidates at our March general membership meeting. A moderator will facilitate the candidate forum along with taking questions from the audience near the end.

This meeting will be held in partnership between the South Dakota Multi-Housing Association, Home Builders Association of the Sioux Empire (HBASE) and the Realtors Association of the Sioux Empire (RASE).

WELCOME NEW MEMBERS

GENERAL

Built by Dosch, Sioux Falls
Mercy Housing, Rapid City
GroYonge Properties, LLC., Sioux Falls
The Pines Apartments, Rapid City
Complete Property Solutions, Rapid City

CONGRATULATIONS to the following individuals who received their designations recently:
Certified Apartment Maintenance Technician:

Dennis Krell, Hubbell Apartment Living
Doug Baldwin, Hubbell Apartment Living
Jon Ridley, Lloyd Companies
Marven Smith, Professional Management



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



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



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www.wollman-insurance.com



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605-368-2568
www.thorntoncarpets.com

NOT A MEMBER, BUT WANT TO BE?

To join go to
www.sdmha.com OR CONTACT

Denise Hanzlik
EXECUTIVE DIRECTOR
info@sdmha.com

MEMBERS

LOOKING AHEAD

SDMHA REPRESENTS **YOU!**

18,714 Total Units • 90 Total Associate Members

JANUARY 2018

1/9: Education Committee Meeting

1/9: Board Meeting

1/10: Sioux Falls Back-flow Industry Group Meeting

1/10: Yankton/Vermillion Meeting, 6pm at Dakota Realty

1/11: Walk of Stars

1/17: Black Hills Membership Meeting

1/24: Aberdeen Membership Meeting

FEBRUARY 2018

2/6: Board Meeting

2/15: Sioux Falls Membership Meeting

2/21: New Member Luncheon



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	<ul style="list-style-type: none"> • Save 5% on everything you buy in-store or on-line • Save an additional 2% when you register your NAA affiliation
	<ul style="list-style-type: none"> • Save up to 45% off on top 500 items • Up to 10% off just about everything else
	<ul style="list-style-type: none"> • \$10 off your first purchase of \$50 or more • Save 30%—or more—on paints and stains, and 15% on supplies and equipment
	<ul style="list-style-type: none"> • 10% discount off DocuSign Business Program • Sign anywhere from any device
	<ul style="list-style-type: none"> • Enjoy a 30-day free trial followed by a 35% discount • All the best collaboration tools in one service used separately or together
	<ul style="list-style-type: none"> • Free monthly market data updates • 30% off the annual membership rate
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	<ul style="list-style-type: none"> • Home & Auto Insurance • Compare offers from several top national insurance companies
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	<ul style="list-style-type: none"> • Rent payment and merchant processing solutions • Average Savings of \$1315 per year in merchant processing fees

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WHAT TO WATCH IN 2018
7 PREDICTIONS
FOR THE HOUSING MARKET &
PROPERTY MANAGEMENT INDUSTRY

No. 1 – Rents and home prices will moderate

In 2018, average home prices and rents will begin to moderate across the country after years of steep growth. This slowdown is part of our economy's natural cycle: When home prices and rents reach unsustainable rates, our economy seeks equilibrium through price correction until the supply can catch up to the demand

"The inflation we're seeing in home prices may feel reminiscent of the housing bubble we experienced a decade ago. However, our more conservative home buying and lending process now prevents consumers from paying far more than a house is worth, or more than they can reasonably afford. Because the growth we're seeing isn't unrestrained like it was in the mid-2000s, we'll see a slow and steady glide toward more reasonable rates rather than a crash," Buildium.com writes.

No. 2 – Secondary markets will rise

Primary markets that have seen extreme price growth in recent years—particularly San Francisco and New York City—will gradually glide back down to more sustainable long-term rates. Meanwhile, secondary markets like Raleigh, Charlotte, and Nashville will see an uptick in interest in 2018 as renters, homebuyers, businesses, and investors discover more affordable spaces in smaller cities.

No. 3 – Construction Labor Shortage

In 2018, an already-tight housing market will continue to feel the impact of the diminished construction labor force. Affordable single-family homes will be hard to find, with new construction failing to meet the demand; current homeowners staying put for fear of entering a contentious market; and available homes selling at record speeds. We should also anticipate rebuilding efforts following natural disasters to become a regular strain on the construction of new single-family homes

During the last recession, many migrant construction workers left the country in search of jobs; and today, restrictive immigration policies keep them from coming back. In addition, younger workers aren't entering the industry as quickly as older workers are leaving. 1 in 3 construction jobs remains unfilled, which slows homebuilding and drives up workers' wages—ultimately shrinking developers' margins. In order to make a profit, developers are forced to build luxury properties that don't address the demand for affordable homes. Natural disasters further worsen the housing shortage by diverting labor and materials to rebuilding rather than creating new homes.



No. 4 – Amenities and concessions

A dog spa is one type of amenity going into some apartment complexes to draw millennial tenants

Because home and rent prices in primary markets like New York and San Francisco have peaked, property managers and landlords will no longer be able to compete on rents without hurting their margins. Instead, in 2018, property managers and landlords should consider which amenities and concessions they can offer to remain competitive in attracting new residents and retaining current ones. If a new dishwasher or a free month of rent helps you to keep reliable residents in place—particularly when you divide that cost by the length of the lease—it's

often a worthwhile investment.

After a flurry of multifamily construction in 2015 and 2016, new apartments are coming online across the country. As new supply is absorbed in hot rental markets like New York and San Francisco, vacancy rates are rising, and rents are moderating in comparison with the peak levels they recently reached.

No. 5 – Opportunity for investors and property managers

As newly completed units come online in secondary markets like Charlotte, Raleigh, and Nashville, strong rent growth and rising occupancy rates present a great opportunity for property managers and investors looking to grow their businesses in 2018.

No. 6 – Technology opportunities



In 2018, technology will continue to present major opportunities for property managers to differentiate their businesses from the competition. Renters of all demographics want convenient ways to communicate with you, pay their rent, sign leases, report maintenance issues, and more. A smart strategy to attract and retain residents in 2018 should include digital capabilities like mobile communication, electronic payments and leasing, online maintenance ticketing systems, and similar technologies. In addition, consider adding technologies like smart thermostats, locks, security systems, and personal assistants to your units.

Technology is the future of every industry, and that includes property management. Mobile devices are changing the way we communicate and do business, and the Internet of Things is putting smart thermostats and personal assistants in the homes of millions of Americans. For property managers, leveraging these innovations may be the key to attracting and retaining residents in the coming years.

No. 7 – Renters becoming more diverse

Renters will only become more diverse tomorrow than they were yesterday. This broadening of demographics challenges property managers to adapt their amenities to cater to all ages and abilities. In 2018, an apartment building may be home to a single young professional living with roommates; a family whose credit prevents them from becoming homeowners; and a retired couple who could no longer justify the costs and upkeep involved in owning a home. Listening to your renters' diverse needs and adapting your properties and services to attract and retain them in the long term has never been more critical to the success of your business.

Millennials are entering the housing market, but they aren't becoming homeowners at the same rate as previous generations. This is due to factors like student debt, tight credit standards, the affordable housing shortage, and the disparity between wage growth and rent growth. Meanwhile, many Baby Boomers are retiring, downsizing, and becoming renters, resulting in a wide range of needs and expectations among today's residents.

Article from Rental Housing Journal, written by Buildium.com.

MARKETING PACKAGES:

Achieve more opportunity for your business by taking advantage of one of our marketing packages.

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.

BANNER AD: \$120 year

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

MONTHLY MEETING : \$150

NEW this year! Pick your meeting in Aberdeen, Black Hills, Sioux Falls or Yankton/Vermillion.

First come, First serve.

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

STATE CONVENTION

October 17 & 18

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 (15 available)

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

SPONSORSHIP & ADVERTISING OPPORTUNITIES IN 2018

GOLF CLASSIC

July 18th

Brandon Golf Course



EAGLE: \$1,100 (4 available)

- Hole in One Sponsor
- Banner on Clubhouse
- Recognition on Handouts
- 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

BIRDIE: \$800 (5 available)

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

PAR: \$100 (5 available)

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

MAINTENANCE MANIA!

March 28th 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 11th at Holiday Inn City Centre

BAR SPONSOR: \$300 (2 available)

Signage at event, drink tickets, program & Rental Review

MAINTENANCE MANIA!

Entry Cost:
ONLY \$30 per participant

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 San Diego, CA.

Build a race car from maintenance products ahead of the event to race it down a 32' long track. We supply the wheels.

You are guaranteed to have a good time and possibly win cash!

When:

March 28

Where:

SANFORD PENTAGON

11:30am - 1pm - Educational Session TBD

1pm - 2pm - Maintenance Mania Practice

2pm - Competition Begins

3:30pm - Race Car Competition

4:00pm - Awards Presentation

In addition to CASH awards,

We will be awarding:

- Best in Show
- The SLOW Ride



VENDORS/SUPPLIERS

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

PLATINUM \$300 - Featured sponsor with logo on banner, recognition in Rental Review. Booth included.

GOLD \$200 - Name on banner, recognition in Rental Review. Booth included.

SILVER \$100 - Name on banner, recognition in Rental Review.

Booths are adjacent to the competition area.

Call today to reserve your space!

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!*

Register online at:

<http://sdmha.com/meetinginfo.php?id=46>

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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.



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FACILITIES MAINTENANCE

Walk of Stars

Thursday, January 11, 2018

Social: 6:00PM

Dinner: 7:00PM

Holiday Inn City Centre

100 West 8th Street - Starlite Ballroom



Join us for a fun evening as we shine a light on the STARS of our industry. As well as enjoy a great meal and network with friends.

Don't forget to nominate your hardworking staff, suppliers and owners for the various awards.

Buffet Meal to Include:

Mixed Garden Greens, along with Broccoli Raisin and Fresh Fruit Salads. Main course to include: Roasted Vegetables, Garlic Mashed Potatoes, Chicken Cordon Bleu and Flank Steak with shitake mushroom demi.

Company Name: _____

Contact Name: _____ Phone: _____

Address: _____

City: _____ State: _____ Zip: _____

Total Number Attending: _____ X \$35.00 (\$40.00 after January 2nd)

Total: _____

Check

Credit Card

Invoice

Reserve your seat at:

<http://sdmha.com/meetinginfo.php?id=30&ts=1510717382>

Or return reservation by January 2nd to:

SDMHA PO Box 90327, Sioux Falls, SD 57109

Fax: 605-271-0565 / Email: info@sdmha.com



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IN 2018**

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- Consistent and ongoing resident communication
- Positive resident service and issue resolution
- Enforcement of company policy in compliance with laws and regulations
- Property inspections
- Preventive maintenance programs
- Service request process
- Apartment turnover process
- Contractors and vendors
- Recruitment, hiring, orientation, and training of high-caliber employees
- Systematic employee evaluation
- Employment regulations and record keeping
- Analysis of the property's financial operations with corrective actions for underperformance
- Monitoring of property performance to achieve the owner's investment goals
- Accounting principles and practices
- Maximizing net operating income
- Reporting property performance honestly and accurately

UPDATED CURRICULUM!!



For more information or to register visit:
<http://sdmha.com/meetinginfo.php?id=47&ts=1514416919>

For more information, visit naahq.org/CAM

To locate an affiliate offering this course near you, visit
naahq.org/learn/education/find-course.



Assistance Options for Your Residents

Caminando Juntos—financial assistance

Sister Pegge • 617 E. 7th StreetSioux Falls, SD57103

(O) 605-274-3735 • Email: sisterpegge@hotmail.com • URL: www.presentationsisters.org/ministries/caminando-juntos

Center for Financial Resources –LSS–financial planning

Randy Rehling • 705 E. 41st St. #100Sioux Falls, SD57105

(O) 605-357-0114 • Email: randy.rehling@lsssd.org • URL: www.lsssd.org/what-we-do/adult-services/center-for-financial-resources

Cornerstone Rescue Mission -SSVF program (Veterans)–financial assistance forVets

Jade Ronk • 30 Main St.Rapid City, SD57701

(O) 605-390-6380 • (F) 605-718-2332 • Email: jronk@cornerstonemission.org • URL: www.cornerstonemission.org

Department of Social Services–Program Assistance

Kate Derrick • 811 E. 10th St. Dept. 1Sioux Falls, SD57103

(O) 605-367-5444 • Email: kate.derrick@state.sd.us • URL: www.dss.sd.gov

Goodwill of the Great Plains

Jennifer Aery • 4701 E. 41st St., Sioux Falls, SD 57110

(O) 605-357-6145 • (Other) 605-496-4823 • Email: aeryj@goodwillgreatplains.org • URL: www.goodwillgreatplains.org

Independent Living Choices–Assistance forunit modifications

Matt Cain • 4107 S. Carnegie Cir., Sioux Falls, SD 57106

(O) 605-362-3550 • Email: mcain@ilcchoices.org • URL: www.ilcchoices.org

Inter-Lakes Community Action Partnership–Case Management through numerous programs

Carrie Benson • 505 N. Western Ave., Sioux Falls, SD 57104 • (O) 605-334-2808 ext 204 • Email: cbenson@interlakescap.com • URL: www.interlakescap.com

Low Income Energy Assistance Program–heating assistance

David Gall • 910 E. Sioux Ave., Pierre, SD 57501 • (O) 605-773-4131 • (F) 605-773-6657 • (Other) 605-280-6680 • Email: david.gall@state.sd.us

URL: www.dss.sd.gov/economicassistance/energyassistance/lowincome.aspxMinnehaha

County Dept of Human Services–first stop for financial assistance

Lori Montis521 N. Main Ave. #201, Sioux Falls, SD 57104 • (O) 605-367-4217 • (F) 605-367-4235 • Email: lmontis@minnehahacounty.org

URL: www.minnehahacounty.org/dept/hs/hs.php

SD Advocacy Services

Charlene Hay • 2121 W. 63rd Pl., Ste 30, Sioux Falls, SD 57108 • (O) 605-361-7438 • (F) 605-361-4338 • Email: hayc@sdadvocacy.com • URL: www.sdadvocacy.com

SF Human Relations Dept–Tenant/Landlord Issues

Ryan Sage • 224 W. 9th St. • PO Box 7402 Sioux Falls, SD • (O) 605-367-8745 • Email: rsage@siouxfalls.org

Sioux Empire Housing Partnership–Tenant Education

Kelli Zimmer • Sioux Falls, SD57104 • (O) 605-366-2877 • Email: kzimmer@siouxfalls.org

Sioux Falls Housing & Development–Local Section 8 assistance

Dianne Hovdestad • 630 S. Minnesota Ave., Sioux Falls, SD 57104 • (O) 605-332-0704 • Email: d_hovdestad@siouxfallshousing.org • URL: www.siouxfallshousing.org

Spare Key–Financial assistance for those with medical emergencies

Erich Mische • 2021 E. Hennepin Ave., Ste 475, Minneapolis, MN 55413 • (O) 952-406-8872 • (F) 952-406-8874 • (Other) 651-600-1188 • Email: erich@sparekey.org

URL: www.sparekey.org

St. Francis House–Homeless Assistance

Julie Becker • 1301 E. Austin St., Sioux Falls, SD57103 • (O) 605-334-3879 • Email: director@stfrancishouse.com • URL: www.stfrancishouse.com

St. Vincent DePaul Society–minimal financial assistance

431 N. Cliff Ave., Sioux Falls, SD 57103 • (O) 605-335-5823 • URL: www.svdpusa.org

The Community Outreach–financial assistance

Dane Bloch • 225 E. 11th St. #200, Sioux Falls, SD 57104 • (O) 605-331-3935 • (F) 605-336-8924 • Email: dane@thecommunityoutreach.org

URL: www.thecommunityoutreach.org

The Salvation Army–financial assistance

Darlos Cook • 800 N. Cliff Ave., Sioux Falls, SD 57103 • (O) 605-338-6649 • (F) 605-338-6649 • Email: darlos_cook@usc.salvationarmy.org

URL: www.sasiouxfalls.org

Veterans Administrations-Homeless Veterans

Cathleen Cronk • 2501 W. 22nd St., Sioux Falls, SD 57105 • (O) 605-333-3230 • URL: www.benefits.va.gov/siouxfalls

Volunteers of America -Dakotas (Main Campus)

Becky Deelstra • PO Box 89306 Sioux Falls, SD • (O) 605-444-2458 • Email: r.deelstra@voa-dakotas.org • URL: www.voa-dakotas.org

Wheels 2 Work–automotive/transportation assistance

Karen Hattervig • 805 E. Pam Rd., Sioux Falls, SD 57105 • (O) 605-941-4318 • Email: khattervig@msn.com • URL: wheels_2_work.org

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ADVERTISING—CLASSIFIED & INTERNET

Apartments.com.....	918-521-4427
Apartment Living Guide.....	701-540-7128
The Renter's Guide - MyRentersGuide.com.....	221-1030
SiouxFallsRental.com.....	940-5389
Sioux Falls Shopping News.....	339-3633

APPLIANCES

Denny's Appliance.....	261-9314
Karl's TV & Appliance.....	336-3244
Mahlander's.....	336-7798
Whirlpool.....	303-803-4141

APPRAISAL SERVICES

CBRE.....	201-0684
Elwood & Martin Appraisals, LLC.....	605-271-0351
Rogers Appraisal Service.....	331-0144
Shaykett Appraisal Co.....	332-3553

ATTORNEY SERVICES

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

BANKING SERVICES

Bank Midwest.....	444-2081
CorTrust Bank.....	444-4038
Dacotah Bank.....	367-6412
First Dakota National Bank.....	333-8218
First Premier Bank.....	357-3000
Frontier Bank.....	331-2889
Great Western Bank.....	334-2548
MetaBank.....	782-1820
Minnwest Bank of Sioux Falls.....	323-3865
Wells Fargo.....	575-6355

BUILDING SUPPLIES

Allied Building Products.....	331-4410
Menards.....	362-7159
Menards East Side.....	331-6405
Park Supply of America.....	651-398-5521
Premier Systems.....	361-4955

CABLE & INTERNET SERVICES

Midco.....	800-888-1300
CenturyLink.....	402-990-6648

CARPET CLEANING /REPAIR/EMERGENCY SERVICES

Crew.....	553-9200
Extremely Clean.....	582-2237
INTEK Cleaning and Restoration.....	334-9716
Rainbow International of Sioux Falls.....	271-1111
SRM - ServiceMaster Recovery Mgmt.....	320-293-1216

CARPET/FLOORCOVERING SUPPLIERS

Menards.....	362-7159
Menards East Side.....	331-6405
Thornton Carpet Sales.....	368-2568
Walden Carpets.....	361-6199

CITY OF SIOUX FALLS

Community Development.....	367-8180
City Planning.....	367-8888

COIN OPERATED LAUNDRY EQUIPMENT

BDS Laundry Management.....	888-286-7810
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COLLECTION SERVICES

Breit Law Offices.....	336-8234
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COMPUTER SOFTWARE SERVICES

Yardi Systems, Inc.....	805-699-2040
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ELECTRIC CONTRACTOR

Frisbees Plumbing & Heating.....	338-6321
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ENVIRONMENTAL

Plunkett's Pest Control.....	800-434-6117
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FINANCIAL PLANNING CONSULTANTS

Rensberger Financial Services.....	334-2624
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FINANCING

Bank Midwest.....	444-2081
CorTrust Bank.....	444-4038
Dacotah Bank.....	367-6412
Ernst Capital Group.....	271-7172
First Dakota National Bank.....	333-8218
First Premier Bank.....	357-3000
Frontier Bank.....	331-2889
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Minnwest Bank of Sioux Falls.....	323-3865
NorthMarq Capital.....	402-343-0468
Wells Fargo.....	575-6355

GARAGE FLOOR

USA Garage Floor.....	310-5574
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GLASS INSTALLATION & REPAIR

Glass Doctor of Sioux Falls.....	360-8508
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HARDWARE & MAINTENANCE SUPPLIES

Allied Building Products.....	331-4410
Menards.....	362-7159
Menards East Side.....	331-6405
Nyberg's ACE Hardware.....	336-6474
Park Supply of America.....	651-398-5521

INSURANCE SERVICES

Cor Insurance (Kendall Fisher).....	977-5900
EPremium Insurance.....	513-972-4880
Fisher Rounds Insurance (Merle Wollman).....	334-0004
Priebe Insurance Agency, Inc. (Jerry Priebe).....	323-2811
The Insurance Connection (Oscar DeVries).....	339-3147

LAUNDRY

BDS Laundry Management.....	888-286-7810
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**** MEMBERS DOING BUSINESS WITH MEMBERS ****

LAWN CARE & LANDSCAPING

Kut & Kill..... 595-3161
Weller Brothers..... 351-4748

LIGHTING SUPPLIERS

Mahlander's..... 336-7798
Menards..... 362-7159
Menards East Side..... 331-6405

LOCKSMITH

Fred The Fixer..... 334-5411

LOW INCOME HOUSING SERVICE

SF Housing & Redevelopment..... 332-0704
SD Housing Development Authority..... 605-773-3181

MANAGEMENT SOFTWARE

Yardi Systems..... 805-699-2040

MOLD INSPECTION & CLEANUP

Extremely Clean..... 582-2237
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Rainbow International of Sioux Falls..... 271-1111
SRM - ServiceMaster Recovery Mgmt..... 320-293-1216

ODOR REMOVAL

INTEK Cleaning and Restoration..... 334-9716
Rainbow International of Sioux Falls..... 271-1111
SRM - ServiceMaster Recovery Mgmt..... 320-293-1216

PAINT & WALL COVERINGS

BFB Painting..... 376-7755
Diamond Vogel Paints..... 334-2051
PPG..... 334-2179

PATROL

Sioux Merchant Patrol..... 334-9357

PEST CONTROL

Plunkett's Pest Control..... 800-434-6117

PET SERVICES

DooGooders..... 254-2145

PLUMBING, HEATING, & AIR CONDITIONING

Frisbees Plumbing & Heating..... 338-6321
Hander Plumbing & Heating..... 339-9633
Menards..... 362-7159
Menards East Side..... 331-6405
Midwestern Mechanical..... 339-3963
Moen..... 800-628-0569
Trane..... 336-8500

REAL ESTATE SERVICES

CBRE..... 201-0684
Brooks Commercial Real Estate..... 261-2215
Integra Realty Resources..... 952-905-2406
Lee Schelling..... 582-2119
Mark Luke Real Estate..... 370-6770
NAI Sioux Falls..... 357-7100
REALTOR Association of the Sioux Empire..... 334-4752

RECYCLING & SANITATION

Novak Sanitary Service..... 338-7126
Trash Bros..... 605-636-7240

REMODELING & HOME REPAIR

Mark Luke..... 370-6770
Steven Graf..... 360-7996

RENTAL LOCATING SERVICES

Apartments.com..... 918-521-4427
Apartment Living Guide..... 701-540-7128
SiouxFallsRental.com..... 940-5389
The Renter's Guide..... 221-1030

RESIDENT SCREENING

Western Reporting..... 800-466-1996

SEWER DRAIN CLEANING

Around the Clock-Drainmaster..... 335-0384

TELECOMMUNICATION COMPANIES

Midco..... 800-888-1300
CenturyLink..... 402-990-6648

TENANT ASSISTANCE SERVICES

211 Help Line..... 211
Inter-Lakes Community Action Inc..... 334-2808
Sioux Falls Housing & Redevelopment..... 332-0704

TENANT SELECTION SERVICES

Western Reporting..... 800-466-1996

TITLE COMPANY

Land Title Guaranty..... 336-1095
Stewart Title..... 339-3199

TOWING COMPANY

All American Towing..... 332-3100

WATER DAMAGE RESTORATION

Crew..... 553-9200
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INTEK Cleaning and Restoration..... 334-9716
Rainbow International of Sioux Falls..... 271-1111
SRM - ServiceMaster Recovery Mgmt..... 320-293-1216

WINDOWS

Allied Building Products..... 331-4410
Menards..... 362-7159
Menards East Side..... 331-6405

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