

RENTAL REVIEW

• JULY/AUGUST •

THE OFFICIAL NEWSLETTER OF THE
SOUTH DAKOTA MULTI-HOUSING ASSOCIATION



NEW MEMBER BENEFIT
APARTMENTALIZE
LEGISLATIVE UPDATE

PROUDLY SPONSORED BY:



CONTENTS

JULY/AUGUST 2021

03

CHAIR MESSAGE

05

UPCOMING EVENTS

06

COMMITTEE INFO

08

CLICK & LEASE

09

CLICK & COMPLY

13

CALP

14

5 BIGGEST PROPERTY
MANAGEMENT CHALLENGES

15

CANINE BEDBUG DETECTION

19

SIOUX FALLS GOLF

SDMHA MISSION STATEMENT:

Advancing the residential rental community by providing leadership, education, advocacy and partnerships.



SDMHA
SINCE 1970

**JOIN A LOCAL
OR STATEWIDE
COMMITTEE
IN 2021**

CONTACT DENISE FOR MORE DETAILS
(INFO@SDMHA.COM)



NWE MANAGEMENT COMPANY

314 Founders Park Drive • PO Box 2624
Rapid City, South Dakota 57709

Telephone (605) 394-3310
Fax (605) 341-2558

Leadership, Education, Advocacy & Partnerships.

L.E.A.P. – As we move into these coming months we will be asking how, where, and with what purpose we as an association will want to meet. Address our industry’s concerns, and basically congregating to enjoy the professionalism of people doing business within the association and enticing those outside to join.

Looking at the Golf Tournament as our latest congregation of associates and general members, I would like to thank all that participated in Rapid City and point out the success and absolute enjoyment that was shared at the event. It was great to see the associate members show up in force both as support at the everyday operational care that our industry relies on, and the “fun bus” they were driving (metaphorically) on the course. What a great experience for the Board. The UTV was on sight for the first raffle ticket sales and you can view and buy the raffle tickets on the website now. The machine is housed at the guardian dealership in Rapid City with the banner in place for anyone who wants to purchase tickets right there on sight at Rice’s Rapid Motorsports.

The Board is currently involved with Legislative committees that are getting better acquainted with what can make Multi Housing development less difficult to stabilize at a rent rate that can benefit more of the states income level wage earners. This will be ongoing through the summer and we sill have more to come.

As always, I would like to assure our members that your thoughts and directions are important, and that my door is always open, and communication is welcome.

Let’s make the difference where we can.

Todd C. Hollan

President

NWE Management Company

WELCOME NEW MEMBERS:

Black Hills CHAPTER

Best GEN Management

Sander's Sanitation

Sioux Falls CHAPTER

Apartment Ratings & Satisfacts

Benyon Properties

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**
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



Dependent on quantity – call for details
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

SAVE THE DATE

STATE CONVENTION, TRADE SHOW & MAINTENANCE MANIA

OCTOBER 21 & 22, 2021

JULY
2021

4: HAPPY 4TH OF JULY

14: Black Hills Meeting - Rapid Restoration

14: Board Meeting

15: FunRaising Committee

20: Member Development Committee

21: Sioux Falls Social

21-23: NAA Gov't Affairs Round Table

AUGUST
2021

16-22: SDMHA Office Closed

10: New Member Orientation

11: Black Hills Meeting

18: Board Meeting

19: Sioux Falls Social (TBD)

30-Sept 2: NAA Apartmentalize



**Reconnect.
Restart.
Reenergize.**

FOCUS



FORWARD



APARTMENTALIZE

Powered by NAA

McCormick Place
CHICAGO

2021 SDMHA COMMITTEES

Member Development: STATEWIDE:

Chair: Alex Pugach & Jennifer Sinclair
Amy Ibis
Kyle Eberts

Donya Hoscheid
Todd Tucker

Board Liaison: Jill Madsen
Ken Fisher
Todd Hollan

Education: STATEWIDE

Chair: Anny Libengood & Lori Marsh
Brian Majerus
Julie Redlin
Lydia Freedom
Candice Nelson
Bobbi Nelson
Travis Soldatke

Fran Rice
Kala Rebelin
Marilyn Metzger
Amy Miller
Donya Hoscheid

Board Liaison: Jody Bjornebo
Josh Day
Laura Carlson
Sam Wylie
Mandi Zigmond-Reinke
Doug Geiken

FunRaising: STATEWIDE

Chair:
Jim Mannie
Bill O'Connor
Todd Lebenow

Josh Day
Jill Madsen
Randy Snyders

Board Liaison: Amy Ibis
Jesse Callahan
Paul Gourley
Jennifer Sinclair

Independent Rental Owner (IRO): STATEWIDE

Chair:
Shauna Batcheller

Brian Majerus

Board Liaison: Angie Munce

Legislative: STATEWIDE

Chair:
Amy Miller
Paul Gourley
Ron Sauby
Steve Boote
Shawn Storhaug
Jeff Brooks
Kyle Eberts

Bill O'Connor
Joel Dykstra
Todd Hollan
PJ Haar
Mallory Miner
Meghan Kelly

Board Liaison: Linda Dunham
Dean Krogman, Lobbyist
Ron Rensberger
Jill Madsen
Kari Ebbers
Elena McKeown
Amy Ibis

Product Services Council: STATEWIDE

Chair:
Rick Anderson
Bobbi Nelson
Ryan Goff
Cliff Vanderbush

Glenn Peterson
Jesse Callahan
Todd Lebenow
Darcie Strehlow

Board Liaison: Julie Redlin
Jim Mannie
Trepp Nagel
Matt Martin

Merit Awards: STATEWIDE

Chair: Angie Stingley
Jennifer Sinclair

Board Liaison: Kristi Miller

MEMBERS

LOOKING AHEAD

SDMHA REPRESENTS **YOU!**
35,864 Total Units • 114 Total Associate Members

Sorry to see these Members go:

Norberg Paints



MyRenters Guide.Com

MyRentersGuide.com / Michels Digital Solutions

Affordable Packages | Real Time Communication
Effective Advertising with Trackable Results

Receive Professional
Photos, Videos and 3D
Matterport Tours to make
your properties stand out!

**ASK ABOUT OUR
PERSONALIZED
DIGITAL CAMPAIGNS!**



Retargeting YOUR prospects back to YOU!

**NO LONG-TERM CONTRACTS.
MOBILE FRIENDLY.
VERIFIABLE RESULTS.**

CONTACT YOUR MARKETING TEAM TODAY!

(605) 221-1030

sales@myrentersguide.com

ELEVATE RAPID CITY

APRIL 2021 ECONOMIC INDICATORS

UNEMPLOYMENT RATE: 3.5%* | JANUARY: 3.4%
**Preliminary February rate*

EMPLOYMENT	CURRENT	12 MONTHS % CHANGE
AVERAGE WEEKLY WAGES	\$853 Down \$19 from January	+6.0%
NONFARM	66,200 Up 1,100 from January	-1.0%
LEISURE & HOSPITALITY	8,000 Up 300 from January	-8.0%
EDUCATIONAL AND HEALTH SERVICES	12,300 No change from January	-0.8%
PRIMARY SECTOR PROFESSIONAL SERVICES, FINANCE, INFORMATION AND MANUFACTURING	12,900 Up 200 from January	

ECONOMY	CURRENT	12 MONTHS % CHANGE
RAPID CITY GROSS SALES	\$556,335,193 Down \$30,159,842 from February	-5.1%
AIRPORT PASSENGERS	34,119 Up 10,431 passengers from February	36.4%
HOTEL OCCUPANCY RAPID CITY	54.4% Up 9.5% from February	+24.8%
BUILDING PERMITS	382 Up 141 permits from February	+70.1%
BUILDING VALUATION	\$22.1M Down \$700,000 from February	Year to date: \$74.8M

REAL ESTATE	CURRENT	12 MONTHS % CHANGE
ACTIVE LISTINGS	118 Down 10 from February	-74%
MEDIAN LISTING PRICE	\$302,000 Up \$68,000 from March	-17%

Rapid City metro statistics

COMMERCIAL R.E.	CURRENT	NATIONAL INDEX
MARKET RENT/SF	\$17.77 Down \$0.08 from February	\$34.19
VACANCY RATE	9.4% Down 1.1% from February	12.1%
VACANCY SF	303,000 Down 32,000 from February	982 Million

AGRICULTURE	CURRENT	12 MONTHS % CHANGE
FEEDER CATTLE	\$1.38/cwt Up \$0.01 from March	+2%
CORN	\$5.90/bu Up \$0.65 from March	+3.1%

cwt = per hundredweight • bu = per bushel

Data as of April 23, 2021.



- elevaterapidcity.com -

City of Sioux Falls Building Permit Data

January through June 2021

	2019	2020	2021
Number of Permits Issued	3,547	3,382	3,569
Total Value of Permits Issued	\$350,541,020	\$286,055,722	\$492,205,649
New Residential	\$108.1M	\$107.6M	\$166.5M
Residential Addition & Remodel	\$32.1M	\$29.3M	\$31.7M
New Commercial	\$114.6M	\$90.2M	\$173.5M
Commercial Addition & Remodel	\$95.7M	\$59.0M	\$120.5M
Totals	\$350.5M	\$286.1M	\$492.2M
New Commercial			
Manufacturing	\$6.6M	\$7.5M	\$38.9M
Office, Institutional, Educational	\$6.9M	\$36.3M	\$8.1M
Apartments	\$36.9M	\$27.5M	\$114.1M
Other Commercial	\$64.2M	\$18.0M	\$12.4M
Totals	\$114.6M	\$89.3M	\$173.5M
New Residential			
Single-Family Units	340	330	475
Duplex Units	2	0	4
Townhome Units	155	166	247
Multiple Family Units	338	284	1031
Totals	835	780	1,757
Manufactured New Housing Placements	10	10	28

Source: Building Service Division. For Question, call 367-8670.



**BLACK HILLS
PAR TEE
JUNE 24, 2021**



Recommended vendor of



Special offers available
for members

LIVABLE

Ratio Utility Billing

Choose Livable to offset rising utility costs.

- ✓ Transparent allocations
- ✓ Tenant and owner portals
- ✓ Tenant customer support

Pay the green,
not the red

comesave@livable.com

www.livable.com

(877) 789-6027

Why are Employee Turnover and Resident Turnover So Closely Linked?

Kara Rice via Multifamily Insider

Seasoned multifamily leaders know from experience when an apartment community suffers employee turnover in one or more key positions, such as the Manager or Maintenance Supervisor, increased resident turnover will likely follow.

Why the connection?

It boils down to these three factors: focus, competence, and familiarity.

Focus

When an apartment community is plagued with high employee turnover, the focus of the remaining staff shifts from delivering dependably good service to putting out fires. A team that is short-staffed is by necessity operating in survival mode. They're like physicians in an emergency room forced to give their attention only to the highest priority crises. They don't have the luxury of concentrating on things like improving the resident experience; they simply have to make choices based on the fundamental question, "What do we need to do to get through the day?"

This is a vicious cycle that is hard to break. Operating in survival mode is so exhausting and tough on morale that it can easily cause the remaining team members to burn out. And the employee turnover continues.

Competence

By definition, a high-turnover workforce is a less experienced workforce. Newly-hired employees may be highly qualified and terrific people, but they lack the expertise and experience of more seasoned staff. While newly hired associates may be well-meaning, smart, and friendly, they don't have the depth of knowledge that can more quickly lead to good service outcomes for your residents. As a result, your team's overall ability to effectively serve your residents is compromised.

If you've ever worked alongside a Maintenance Supervisor or Technician who's been at their community longer than most of the residents have, you know exactly what I'm talking about. There is immeasurable value in that history and experience, and that is lost when employees quit. Resident service suffers because of it.

Familiarity

Customers in any business prefer working with people they know. They like service providers who know their story. This is especially true in apartment community management because a person's home is so much more personal to them than their auto insurance, for example. Ours is a relationship business, and residents prefer to work with a familiar face in the leasing office and especially on the maintenance team. They hate it when they have to "start over" with new people on the team.

Residents find it especially uncomfortable and unpleasant when they are forced to deal with new team members again and again. High employee turnover among apartment community staff shakes their confidence and causes them to feel less comfortable in their own home. This can lead to resident turnover.

The post-pandemic world is shifting as we speak. Market conditions are changing, and some residents may be considering leaving their lock-down residences behind for a fresh start. If your goals for the remainder of the year include minimizing resident turnover, concentrate on keeping your community team in place. An experienced, well-trained, and reliable apartment community team is your best resident retention tool.

SOUTH DAKOTA MULTI-HOUSING ASSOCIATION PRESENTS



The Leasing Professionals learn teamwork, organization, time management, technology, and professionalism, all with the goal of developing the skills they need to successfully bring in new residents. Engaging videos and lively discussions help to bring the key points to life.

CALP CERTIFIED APARTMENT LEASING PROFESSIONAL

with REBECCA ROSARIO
of FULL HOUSE MARKETING



Early-Bird \$\$\$

\$299

Register Before
August 27



Regular \$\$\$

\$350

Register Up to
September 10



Week of \$\$\$

\$399

Register Week
of Class

COURSE SCHEDULE AND TIMES

- ORIENTATION September 7 from 9:30 am to 10:30 am | 1 Hour
- SESSION ONE September 14 from 9:30-1:30 | 4 Hours (10 minute break and 30 minute lunch break)
- SESSION TWO September 21 from 9:30-2:00 | 4.5 Hours (10 minute break and 30 minute lunch break)
- SESSION THREE September 28 from 9:30-2:00 | 4.5 Hours (10 minute break and 30 minute lunch break)
- SESSION FOUR October 5th from 9:30-1:30 | 4 Hours (10 minute break and 30 minute lunch break)
- RECAP/REVIEW October 12 from 9:30-11:00 | 90 Minutes

To obtain the NALP credential, candidates must complete the following:

- Minimum of six months of onsite property management experience in a leasing role (*This can be obtained while taking the course; you will receive a provisional certificate until this requirement is met*)
- Successful completion of seven NALP courses including the Market Survey course (*totaling 25 hours*)
- Meet all examination standards within 6 months of declaring candidacy

This course qualifies for 20 CEC's; 7 R and 13 E; There is NO CHARGE for orientation or test prep

LEARN MORE & SIGN UP AT SDMHA.COM

5 Biggest Property Management Challenges on the Horizon

June 2021
By Les Shaver

As the country reopens, labor continues to be a significant concern for apartment executives.

The labor concerns aren't just about filling open spots, which is still a major concern. There are other issues that keep management executives up at night. Following are five things they are most concerned about as they look to the second half of 2021.

1. Filling Open Roles

"Some of the site-level positions are right in the same income bracket as those who have been affected with the government's support," says Julie Brawn-Whitesides, Executive Vice President, Property Management at San Diego-based ConAm. "So how do you motivate those people to quit waiting on the next stimulus and encourage them to come back in [and work]?"

2. Compensation Challenges

When it's difficult to find associates, one of the most obvious steps is evaluating compensation and pay.

3. Refilling the Talent Pipeline

There are other ways to fill the talent pipeline if raising pay is difficult. During the pandemic, apartment managers continued to employ different strategies to fill their onsite roles. As the country reopens, expect those efforts to intensify.

4. Back to the Office

"One of the bigger focuses and challenges is going to be finding the right balance instead of just trying to return to normal," Davidson says. "I think companies who just open back up and say that people are required to be back in the office are going to face challenges retaining top talent and even attracting top talent."

5. Eviction Moratorium Concerns

When moratoriums expire, Brawn-Whitesides thinks it will be a challenging time for onsite associates. "I think it's going to be an emotional time," she says. "I think it's going to affect our associates. I also think that it's going to affect their neighbors. I'm concerned about it."

But most of all, Brawn-Whitesides is concerned about the industry's site-level staffers. After more than a year of facing potential COVID infections, being understaffed and having to perform tasks that they would never have imagined, like doing temperature checks, it's no surprise that some of them may be overwhelmed.

To read the entire article go to: https://www.naahq.org/news-publications/units/june-2021/article/5-biggest-property-management-challenges-horizon?utm_source=Pardot&utm_medium=Email&utm_campaign=Industry-Insider

The How, What, Why, & When of Canine Bedbug Detection

By Dakota Bedbug Detection, LLC

While everybody has heard of canine detection in order to detect bombs and drugs, we continue to be surprised by the number of people we meet who have never heard of canine detection of bedbugs. In truth, canines have been trained to detect almost anything that has a scent (e.g., food, termites, bodies, mice). Bedbug detection dogs are trained to only alert to live bedbugs. The easiest way to understand this process is to imagine a game of hide and seek. As you scan your environment you see the cabinet, the closet, the bed, the fish tank, etc., but you only “alert” when you’ve found the person you were seeking. Similarly, a dog smells food, the candle, dirty socks, other insects, etc., but will only “alert” when it smells the pheromones of a bedbug.

So, how does it work?

There are a number of physiological characteristics which contribute to a dog’s ability to smell, the shape of their nose, the amount of the brain used to capture and categorize smells, even the floppy ears which help funnel scents to the nose. The canine handler’s job is to put their dog in a position of a potential scent and then be alert to any changes that occur. In this way, the handler and their dog must be a team.



What does a canine detection company do?

Prior to arriving at a client’s location, the company will provide information to prepare for the inspection. This information is intended to maintain the safety of the dog and enhance the accuracy of the search, by minimizing clutter or removal of distractions. Once at the location, the canine handler will lead the dog to different areas and items in the room. To do this there must be a great deal of trust between the handler and canine. If the search triggers an alert from the canine, the team must work together to determine if this is an isolated location or one of many.

Ideally, a detection company will be able to inform its clients of the location of the problem, the scope of the problem, and the most effective and cost-efficient remedy. It is worth noting that providers of canine detection services can be broadly placed into two groups. One group are pest control companies that primarily provide remediation services and supplement this by also providing detection services. A second group are companies that provide detection services but not remediation.

Why is it uniquely important for property managers?

Property managers must be vigilant in protecting both their tenants and their property. Most of the time these two goals are complementary. By maintaining the property structure, they are insuring the safety of the tenants and the ability to generate income. Unfortunately, bedbugs can turn this collaborative relationship adversarial with both parties blaming the other for the problem.

In a worse-case situation, this may cause a tenant to actively hide a problem from a property manager as a way of avoiding conflict.

When do you need detection services?

Many detection companies will have two different types of inspections – Reactive & Preventative. Reactive inspections would be triggered by a specific concern in a specific location (e.g., a tenant finds a bedbug or complains to you about waking up with insect bites) Preventative inspections are scheduled inspections based on time or tenant turnover. Each of these inspections serve a different purpose and are often differentially priced.

Whatever your reasons may be, we understand the anxiety and uncertainty that goes along with bedbug suspicions or infestations. We want to not only help in preventing costly issues from occurring if possible, but also assist you in finding, evaluating and controlling any issues that you may have. We want to be a resource for our clients in determining what options are available and will walk through the steps of control with you.

SDMHA BUYERS GUIDE

SIoux FALLS CHAPTER

ADVERTISING

ARVIG MEDIA	507.829.3683
COSTAR GROUP	612.799.2733
MY RENTERS GUIDE	605.221.1030
ZILLOW GROUP	206.775.4467

APPLIANCES

DENNY'S APPLIANCE	605.261.9314
KARL'S TV & APPLIANCE INC	605.336.3244
MAHLANDERS	605.336.7798

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

CHRISTOPHERSON, ANDERSON, PAULSON & FIDELER	605.336.1030
BREIT & BOOMSMA P.C.	605.336.8234
LYNN, JACKSON, SHULTZ & LEBRUN, PC.	605.332.5999

BANKING SERVICES

BANK MIDWEST.....	605.444.2081
CENTRAL BANK.....	605.782.1820
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
MINNWEST BANK	605.323.3865
SECURITY NATIONAL BANK	605.977.9005
WELLS FARGO BANK.....	605.575.7502

BUILDING SUPPLIES

MENARDS	605.362.7159
MENARDS EAST OF SIOUX FALLS	605.357.7310
CONTRACTORS SIDING, WINDOWS & ROOFING SUPPLY	605.334.7070

CABLE & INTERNET

CENTURYLINK	605.215.5862
FARR TECHNOLOGIES.....	888.687.8765 X 101
ICS ADVANCED TECHNOLOGIES	515.232.4453
MIDCO	320.402.4508
VAST BROADBAND	605.965.9574

CARPET CLEANING/REPAIR/EMERGENCY SERVICES

CREW	605.864.1699
INTEK CLEANING & RESTORATION	605.334.9716
RAINBOW INT'L OF SIOUX FALLS.....	605.271.1111
RAPID CITY RESTORATION	605.858.2726
SERVICEMASTER OF SIOUX FALLS.....	605.595.3086
SERVPRO OF WEST SIOUX FALLS.....	605.213.3303
EXTREMELY CLEAN	605.321.8220
BEST CHOICE CLEANING & RESTORATION	605.334.0633

COLLECTIONS

CREDIT COLLECTIONS BUREAU	605.381.5666
---------------------------------	--------------

CLEANING

SIMPLY FRESH CLEANING	605.521.4600
-----------------------------	--------------

CONCIERGE SERVICES

TRASH BROS, LLC.....	307.281.6001
----------------------	--------------

DATA

ALN APARTMENT DATA	800.643.6416
APARTMENTRATINGS & SATISFACTS.....	310.280.4618

FINANCING

ERNST CAPITAL GROUP.....	605.271.7172
NORTHMARQ CAPITAL	402.343.0468
NORTHPOINT COMMERCIAL FINANCE	678.496.9775

FLOORING & SUPPLIERS

HOME DYNAMICS	605.361.5467
THORNTON CARPET SALES	605.368.2568X2104
MOXIE SERVICES INC	605.201.6189

GOVERNMENT

SD HOUSING DEVELOPMENT AUTHORITY	605.773.3181
SIOUX FALLS PLANNING & DEVELOPMENT SERVICES	605.367.8177

HARDWARE & MAINTENANCE SUPPLIES

NYBERG'S ACE HARDWARE	605.336.6474
MOEN	800.628.0569

HEALTH

AVERA	605.940.8497
HEALTH CONNECT OF SOUTH DAKOTA	605.371.1000

HOUSING

SIOUX EMPIRE HOUSING PARTNERS.....	605.212.0969
------------------------------------	--------------

INSURANCE

AARON SMITH INSURANCE AGENCY INC.....	605.361.3515
AFLAC.....	605.777.2233
FISCHER ROUNDS AND ASSOCIATES.....	605.334.0004
MARSH & MCLENNAN AGENCY.....	605.231.0841
MARTIN & ASSOCIATES, LLC	605.336.6470
MCKINNEY OLSON INSURANCE.....	605.339.3147
RIVERVIEW INSURANCE AGENCY.....	605.498.0305
WILCOXON INSURANCE.....	605.271.6600

LANDSCAPING

WELLER BROTHERS.....	605.351.4748
THE PORCH SWING STORE	888.767.6875

LAUNDRY

BDS LAUNDRY MANAGEMENT.....	888.286.7810
-----------------------------	--------------

LIGHTING

YESCO SOUTH DAKOTA EAST	605.696.3576
-------------------------------	--------------

LOCKSMITH

FRED THE FIXER.....	605.334.5411
---------------------	--------------

LODGING

COUNTRY INN & SUITES	605.373.0153
----------------------------	--------------

ODOR REMOVAL

AIRE-MASTER OF THE PLAINS.....	605.275.0302
--------------------------------	--------------

PAINT & WALL COVERINGS

BFB PAINTING, INC.	605.376.7755
DIAMOND VOGEL PAINTS	605.334.2051
PPG PAINTS	605.515.2215

SDMHA BUYERS GUIDE

RAPID CITY CHAPTER

PATROL

SIOUX MERCHANT PATROL INC. 605.334-9357

PEST CONTROL

DAKOTA BEDBUG DETECTION 605.951.7127

PLUMBING, HEATING & AIR CONDITIONING

FRISBEES PLUMBING & HEATING 605.338-6321

MOEN 800.628-0569

MIDWESTERN MECHANICAL INC 605.366.8164

REAL ESTATE

LEE SCHELLING REAL ESTATE 605.582.2119

NAI--SIOUX FALLS 605.357.7100

REALTOR(R) ASSOCIATION OF THE SIOUX EMPI 605.334.4752

TAX & MANAGEMENT SERVICES LLC 605.201.1650

RECYCLING & SANITATION

PIONEER BUILDERS 605.359.1968

NOVAK SANITARY SERVICE 605.338.7126

RESIDENT SCREENING

WESTERN REPORTING INC 801.417.0420

ENTRATA 801.564.5486

ROOFING

RESTORATION RX 605.759.1531

SAFETY

AVERA 605.940-8497

SECURITY

SAFE-N-SECURE, INC. 605.543-5068

SEWER DRAINING CLEANING

AROUND THE CLOCK/DRAINMASTER 605.335-0384

SMOKING EDUCATION

HEALTH CONNECT OF SOUTH DAKOTA 605.371-1000

TAX PLANNING

ICS TAX INC 605.929-6942

TENANT ASSISTANCE

MINNEHAHA CO. HUMAN SERVICES 605.978.5611

SIOUX FALLS HOUSING & DEVELOPMENT 605.332.0704

SIOUX EMPIRE HOUSING PARTNERS 605.212.0969

TITLE COMPANIES

LAND TITLE GUARANTY 605.336-1095

STEWART TITLE CO 605.339-3199

TOWING

ALL AMERICAN TOWING 605.332-3100

UTILITY BILLING

LIVABLE 650.720.5466

MULTIFAMILY UTILITY COMPANY, INC. 800.266.0968 X 729

PROPERTY MELD 605.646.4107

WINDOWS

ALL ABOUT SCREENS, LLC 605.391-4714

ADVERTISING

COSTAR GROUP 612.799.2733

MY RENTERS GUIDE 605.221-1030

RENTPATH 701.799.8214

ZILLOW GROUP 206.775.4467

APPLIANCES

KARL'S TV & APPLIANCE 605.343-3610

ATTORNEY

BANGS MCCULLEN LAW FIRM 605.343-1040

CABLE & INTERNET

CENTURYLINK 605.215-5862

MIDCO 605.797-7121

VAST BROADBAND 605-721-2000

COLLECTIONS

CREDIT COLLECTION BUREAU 605.391-5666

FLOORING

FLOORING AMERICA 605.342-8304

FREED'S FLOORS 605.519-6299

THORNTON CARPET SALES 605.900-6224

GOVERNMENT

SD HOUSING DEVELOPMENT AUTHORITY 605.773.3181

HOUSING

PENNINGTON COUNTY HOUSING AND REDEVELOPMENT 605.394-5350

ODOR REMOVAL

SERVPRO OF RAPID CITY 605.388.3000

RAPID CITY RESTORATION 605.858.2726

LAUNDRY

BDS LAUNDRY MANAGEMENT 888.286.7810

PLUMBING, HEATING & AIR CONDITIONING

MIDWESTERN MECHANICAL INC 605.261.6519

MOLD INSPECTION & CLEANUP

SERVPRO OF RAPID CITY 605.388-3000

REAL ESTATE

DUEMELANDS COMMERCIAL REAL ESTATE 701.221-9033

RECYCLING & SANITATION

TRASH BROS, LLC 307.281-6001

RESIDENT SCREENING

WESTERN REPORTING 801.417-0420

ENTRATA 801.564.5486

RESURFACING

GET A GRIP RESURFACING - WEST RIVER 605.858-9600

SOFTWARE

APPFOLIO 805.886.2950

APARTMENT RATINGS & SATISFACTS 310.280.4618

ALN APARTMENT 805.643.6416

TENANT ASSISTANCE

PENNINGTON COUNTY HOUSING & REDEVELOPMENT 605.394.5350

UTILITY

LIVABLE 605.720-5466

PROPERTY MELD 605.646-4107

MULTIFAMILY UTILITY COMPANY 800.266-0968

SDMHA ADVOCACY RAFFLE

All raffle funds to be used in the advocacy activities and promotion of South Dakota Multi Housing Association throughout South Dakota. If sales quota is not met, SDMHA will refund ticket prices.

only **\$50**
PER TICKET

ONLY 400 TICKETS WILL BE SOLD

Drawing to be held
**October 22, 2021 at
SDMHA State Convention**

(DO NOT NEED TO BE PRESENT TO WIN)

REMINGTON 783 BOLT-ACTION RIFLE WITH SCOPE

DONATED BY: JIM DUNHAM | VALUE: \$380

- Factory mounted and bore sighted 3-9x32mm scope
- Ergonomic, black synthetic stock
- Dual-pillar bedding platform
- CrossFire trigger system
- SuperCell recoil pad
- Detachable steel magazine



SPEARFISH
CANYON LODGE

SPEARFISH CANYON LODGE ONE-NIGHT STAY (WINTERTIME)

DONATED BY: NWE MANAGEMENT
VALUE: \$550



GRAND PRIZE: 2021 ZFORCE 800 TRAIL

DONATED BY: SDMHA



GRAND PRIZE VALUE:

\$12,000

- Doors to keep you secure in the cabin
- High-performance CVTech drive and driven clutches
- 50" trail stance
- 11.2" ground clearance
- Electronic power steering (EPS)
- High-intensity projector-beam headlights
- CFMOTO 14" Alloy Wheels
- Double A-arms with adjustable coil-over nitrogen gas shocks
- Premium adjustable shock
- Front & rear stainless steel bumpers
- 3000 lb winch
- 3-point seat belts with alarm light
- Tilt steering wheel
- Multi-function digital dash
- ROPS Certified Cage
- 2" hitch receptacle



**SOUTH DAKOTA
MULTI-HOUSING ASSOCIATION**



SCAN HERE
TO
BUY TICKETS



THE SOUTH DAKOTA MULTI-HOUSING ASSOCIATION
PRESENTS

JUST FORE FUN

30TH ANNUAL GOLF CLASSIC

JULY 21, 2021

11AM SHOTGUN START - REGISTRATION OPENS AT 9AM
BRANDON GOLF COURSE
4 PERSON BEST BALL, 18 HOLES, 3 FLIGHTS



REGISTRATION

NO REFUNDS AFTER JULY 1ST, 2021



\$450 TEAM | \$112 PLAYER

- 18 HOLES OF GOLF, 2 MULLIGANS PER GOLFER
- 2 CARTS PER 4 PERSON TEAM
- STEAK DINNER WITH 2 DRINKS EACH



PRIZES AWARDED FOR
1ST & 2ND PLACE

- STRAIGHTEST DRIVE
- LONGEST DRIVE
- SHORTEST DRIVE
- CLOSEST TO THE PIN
- LONGEST PUTT
- HOLE IN ONE'S

SPONSORSHIPS

NO REFUNDS AFTER JULY 1ST, 2021



EAGLE \$1,300 (4 AVAILABLE)

- HOLE IN ONE SPONSOR
- BANNER ON CLUBHOUSE
- RECOGNITION ON HANDOUTS
- RECOGNITION IN RENTAL REVIEW
- GOLF TEAM REGISTRATION WITH MEALS



HOLE \$300 OR \$750 (18 AVAILABLE)
(INCLUDES GOLF AND MEALS)

- SIGNAGE ON HOLE
- RECOGNITION ON HANDOUTS
- RECOGNITION IN RENTAL REVIEW
- 1 MEAL TICKET



BIRDIE \$1,000 (5 AVAILABLE)

- BEVERAGE CART SIGNAGE
- COMPANY NAME ON DRINK TICKETS
- RECOGNITION IN RENTAL REVIEW
- GOLF TEAM REGISTRATION WITH MEALS



PAR \$125 (5 AVAILABLE)

- SIGNAGE AROUND PUTTING GREEN
- RECOGNITION ON HANDOUTS
- RECOGNITION IN RENTAL REVIEW
- 1 MEAL TICKET



PIN PRIZE \$125 : LOGO ON COMPETITION FLAG
: RECOGNITION AT AWARDS CEREMONY

REGISTRATION & SPONSORSHIP COMMITMENTS MUST BE COMPLETED ONLINE AT
[HTTPS://WWW.SDMHA.COM/EVENTS/GOLF-CLASSIC-SIOUX-FALLS-2021](https://www.sdmha.com/events/golf-classic-sioux-falls-2021)

SDMHA WOULD LIKE YOU
TO SHARE IN OUR
APPRECIATION OF OUR
GOLF CLASSIC SPONSORS



SD MULTI-HOUSING ASSOCIATION
PO BOX 90327
SIOUX FALLS, SD 57109
OFFICE: 605.336.7756
EMAIL: INFO@SDMHA.COM
WEBSITE: SDMHA.COM

EAGLE SPONSORS

BIRDIE SPONSORS



RENTAL REVIEW

PO BOX 90327 • SIOUX FALLS, SD 57109



CHANGE SERVICE REQUESTED

Reconnect.
Restart.
Reenergize.

APARTMENTALIZE
Powered by NAA

FOCUS  **FORWARD**

AUG. 31 - SEPT. 2 | CHICAGO REGISTER NOW