

# RENTAL REVIEW

• MARCH/APRIL •

THE OFFICIAL NEWSLETTER OF THE  
SOUTH DAKOTA MULTI-HOUSING ASSOCIATION

**NATIONAL APARTMENT  
LEASING PROFESSIONAL**

**CHAPTER  
HAPPENINGS**

**MAINTENANCE  
MANIA**

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March/April 2019

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## SDMHA MISSION STATEMENT:

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



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So far we have had a good start to 2019 and as I look ahead I am excited for the things we have coming up. The beginning of March, we will be in Washington D.C. for the National Apartment Association "Advocate" conference. We will be speaking with members of congress and HUD about issues that are important to our industry.

April has a lot of wonderful things to offer. NALP education training will be April 9-11 in Rapid City and April 16-18 in Sioux Falls. Please register if you haven't done so already. April 24th is our annual Maintenance Mania competition. There are new wheels this year so that means NEW CARS! I look forward to seeing the creativity of our maintenance and management personnel with these new cars.

April 24th will also be the drawing for our Legislative Action Fund. This has been a new idea for us and we are all really excited. We are only giving out 200 tickets so don't hesitate to get your tickets purchased. As a reminder, this is a drawing for a Polaris Ranger, Remington 870 shotgun, and a stay at Bear Butte Gulch Lodge.

Thank you to everyone for your participation and advocacy in our industry and in our SDMHA organization.

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

An advertisement for FischerRounds & Associates Inc. The background features a stylized illustration of a house with a chimney, a car, and a person standing with hands on hips. The text is as follows:

**The Coverage You Want.  
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Toll Free: 800-340-3574  
**FischerRounds.com**

# WELCOME NEW MEMBERS

## GENERAL

Clark Rental Properties, Colman  
Kahler Property Management, Rapid City  
Maverick Investing, Sioux Falls  
MSI Realty, Sioux Falls  
Silverleaf Properties, Rapid City  
Splitrock Rentals, Sioux Falls  
TCP Properties, Sioux Falls  
TLAK Properties, Sioux Falls

## ASSOCIATE

PrimeSource Building Products, Sioux Falls  
Roof Maxx, 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.jotform.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)

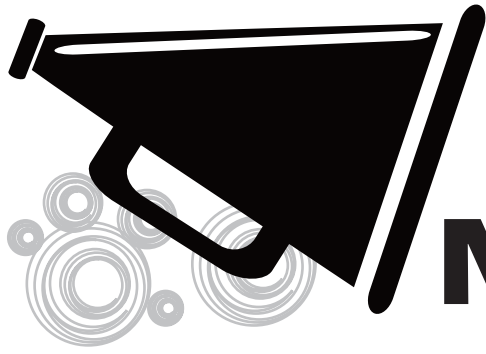


Dependent on quantity – call for details  
605-368-2568  
[www.thorntoncarpets.com](http://www.thorntoncarpets.com)

## 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

FROM **CONCEPT** TO **COMPLETION**

New, Used, Refurbished & Remanufactured Fitness Equipment



[WWW.2NDWINDCOMMERCIAL.COM](http://WWW.2NDWINDCOMMERCIAL.COM)

REPRESENTING THE  
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- EXTENDED WARRANTY PLANS
- PREVENTATIVE MAINTENANCE & SERVICE

# MEMBERS

## LOOKING AHEAD

SDMHA REPRESENTS **YOU!**  
29,452 Total Units • 100 Total Associate Members

### MARCH 2019

- 5-8:** Advocate in Washington DC
- 11-15:** SDMHA Office Closed
- 13:** Black Hills Meeting - Renter Education
- 19:** Board of Directors Meeting
- 18-22:** Property Managers Licensing Course - ProEd
- 21:** Product Services Council Meeting
  - before general meeting
- 21:** Sioux Falls Meeting - Active Shooter Safety
- 21:** Education Committee Meeting
  - after general meeting
- 27:** New Member Luncheon

### APRIL 2019

- 2:** Board of Directors
- 9-11:** National Apt Leasing Professionals Course, Rapid City
- 10:** Sales Process & Fair Housing Classes, Rapid City
- 15:** Tax Day
- 16-18:** National Apt Leasing Professionals Course, Sioux Falls
- 17:** Sales Process & Fair Housing Classes, Sioux Falls
- 21:** Happy Easter
- 24:** Maintenance Mania
- 24:** Raffle Drawing



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 - What are the Benefits &amp; Legislative Update              21 - Sioux Falls - Domestic Violence</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>2 - Board Meeting              - Yankton/Vermillion - Fair Housing              - Aberdeen - Fair Housing              9-11 NALP Rapid City              10 - Fair Housing &amp; Sales Process 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 - Jerry Priebe</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 - Human Trafficking              (Right Here, Right Now)              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 - Assist Agencies              14 - Aberdeen              20 - New Member Orientation              21 - Sioux Falls - Assist 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</p> <p>19 - Sioux Falls - Legal &amp; Evictions</p>



City of Sioux Falls

Attn: Denise Hanzlik

Mental health is in every aspect of our lives; our schools, work, daycares, and even hobbies. With this challenge the process can be overwhelming. Mental health does not care who you are, who you know, how much money you make, what color your skin is, your religion or your political views. Mental health can and will take control, but only if you allow it. 1 in 5 people live with a mental health challenge and my goal, as Nami Sioux Falls executive director, is to make the process a little more bearable. With single family households on the rise, it is critical to make sure those families get the support they need. For married couples, they also have the support to feel as if they are not alone.

Nami Sioux Falls provides top of the line free classes, support groups and speaking engagements to the public. We help children, families, friends and loved ones start the process of a "Quality of Life".

NAMI Sioux Falls offers a number of programs

Business Wellness

Ending the Silence

Connection Recovery Support Group

Family Support

Family-to-Family

In Our Own Voice

NAMI Basics

Crisis Intervention Teams (CIT)

NAMI on Campus: Currently Supporting NAMI on Campus at USD

The Exchange: ask NAMI Sioux Falls about their program design called The Exchange. This is a pinpointed process to help guide you through the mental health system; all at no-charge to the participant! We look to improve our community, one-step at a time! This is not a crisis line-it is a preventative process through the system. 605-610-7226 or email [director@namisiouxfalls.org](mailto:director@namisiouxfalls.org)

In closing, mental health is not all doom and gloom; there are times of humor and those are the times we all want to treasure. The moments of sadness can turn into joy with the right people in place at the right time. I believe Nami Sioux Falls has the right people at the right time to provide you with the right services. If we do not have the service you need, we will look for you so you can take one step closer to a "Quality of Life" again. You are able to take control, if you allow it.



# TAX TIME

There are many complexities to the new tax law, making it tough to know where to begin for you and your business.

We asked the experts at Lamfer & Maas for their opinion. They complete the Associations taxes and are very respected in the accounting/tax prep industry.

They strongly suggest meeting with your tax preparer early this year. And though each situation will be different for each property owner. Here are some things that you should be aware of:

1. The new tax law has created the section 199A deduction, commonly known as the “pass-through deduction” or “qualified business income deduction”. If tax payers qualify, they may be able to take a deduction of up to 20% of their net business income. There are a lot of stipulations and factors to determine if you are eligible. Tax payers should consult their CPA to determine if they qualify.
2. If you would like your rental business to qualify for the 199A deduction, it would be a good idea to track the hours that you work on it. The IRS has established safe-harbor rules which allow the 199A deduction if certain hour threshold and other tests are met.
3. Certain assets used in conjunction with a rental property may now be eligible for section 179 depreciation or may qualify for 100% bonus depreciation in the year of purchase. Tax payers should review their additions with their CPA to determine what is eligible.

Eric Maas, CPA, MBA, of Lamfers & Maas, LLP  
Phone: 605-332-8500 | Fax: 605-335-8585 | [lamfersmaas.com](http://lamfersmaas.com)

## TAX PLANNING FOR RESIDENTIAL RENTAL REAL ESTATE

How much money are you leaving on the table?

Contact us TODAY for a free consultation!

Steve Ruda | [stever@ics-tax.com](mailto:stever@ics-tax.com) | Phone: 605.929.6942  
7001 South Lyncrest Place Suite 105 Sioux Falls, SD 57108

[www.ics-tax.com](http://www.ics-tax.com)

**ics** TAX, LLC

- §45L Energy Efficient Home Credit
- Fixed Asset Review
- Cost Segregation
- § 179D Energy Efficient Commercial Building Deduction

# Congratulations to our **Award Winners!**



**Julie Redlin,**  
**Rainbow International**  
President's Award



**Mike Winter,**  
**Independent Rental Owner**



**Vickie Douthit,**  
**Bender Midwest**  
Property Manager



**Dan Nichols,**  
**BFB Painting**

**AFFORDABLE RENTALS**

# WELCOME HOME

Offering someone a place to call home is one rewarding experience. That's why SDHDA has the resources any South Dakota **property manager** or **owner** needs to **get the word** out about their available units, along with plenty of **useful tips** on property management in our blog.

[SDHOUSINGSEARCH.COM](http://SDHOUSINGSEARCH.COM)



**SOUTH DAKOTA HOUSING DEVELOPMENT AUTHORITY**  
605-773-3181 | [sdhda.org](http://sdhda.org)

# 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

**Contact office or a Board Member  
to learn more or to join today.**



Introducing the

# New NALP

\$299 Members  
or  
\$399 Non  
Members

April 9 - 11  
in  
Rapid City

(West River Electric Coop)

and

April 16-18 in  
Sioux Falls

(Holiday Inn City Centre)

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!

Increase  
Occupancy!

**NALP** 

NATIONAL APARTMENT  
LEASING PROFESSIONAL®

**NAA**  
NATIONAL APARTMENT ASSOCIATION

Education Institute

Presented by:

**YARDI**

For More Information Visit: [WWW.SDMHA.COM/EVENTS/](http://WWW.SDMHA.COM/EVENTS/)



# National Apartment Leasing Professional

Presented by: South Dakota Multi-Housing Association

## Day 1: Tuesday

The Market Survey

- The Market Survey Assignment
- The Presentation
- Completing your NALP Designation
- Welcome to the World of NALP

Marketing & Maintaining Your Community:

- Your Brand and Reputation
- Keeping Your Property Showable
- Marketing Your Community

Why Your Competition Matters

- Gaining Customer Loyalty
- Shopping Your Competition
- Your Role in Improving Your Community

## Day 2: Wednesday - BOTH SESSION OPEN TO THE PUBLIC

**8:30am - 11:30am: The Sales Process and Building Relationships (3 Elective CE's)**

**Cost if not taking the entire NALP course: SDMHA Members \$30 / Non Members \$50**

- Foundations of the Sales Process
- Following the Sales Process
- The Transition from Prospect to Resident
- How Well Are You Doing?

**1pm - 5pm: Fair Housing & Beyond (4 Required CE's)**

**Cost if not taking the entire NALP course: SDMHA Members \$40 / Non Members \$60**

- Relevant Laws and How to Apply Them
- Fair Housing Laws and Prospective Residents
- Fair Housing Laws and Current Residents
- Screening of a Prospect's Qualifications
- Working with the Lease/Lease Documents

## Day 3: Thursday

Bring in New Residents

- The Prospective Resident's Prospective
- Preparation, Professionalism and Teamwork
- Organization, Prioritization and Multi-Tasking
- Using Your Technology

Effectively Meeting the Needs of Current Residents

- Handling Maintenance Issues
- Handling Disputes and Incidents
- Processing Lease Renewals
- Building a Sense of Community

**For NALP Students - Market Presentations to be completed after class completed.**



# SPONSORSHIP & ADVERTISING OPPORTUNITIES

## RENTAL REVIEW

A bi-monthly publication sent to members of SDMHA. This is a great opportunity to keep your name, logo & message in front of them.

**FULL PAGE: 7.5" x 10"**

\$594 - for entire year (six times)  
\$369 - for three times  
\$132 - for one time

**HALF PAGE: 7.5" x 5"**

\$363 - for entire year (six times)  
\$290 - for three times  
\$83 - for one time

**QUARTER PAGE: 7.5" x 2.5"**

\$231 - for entire year (six times)  
\$148 - for three times  
\$52 - for one time

**BUSINESS CARD: 2" x 3.5"**

\$132 - for entire year (six times)  
\$73 - for three times  
\$30 - for one time



**BAR SPONSOR: \$300 (2 available)**  
Signage at event, program & Rental Review

## MAINTENANCE MANIA!

This is the sixth year we are offering this NAA event.

**PLATINUM: \$600 (5 available)**

Featured Sponsor at Event  
Logo on Event Banner & Event Handouts  
Recognition in Rental Review  
Booth at Event

**GOLD: \$300 (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

<https://www.sdmha.com>

With the launch of our new website in 2017, more people use it as a resource on a daily basis.

**BANNER AD:**

Annual - \$240  
Monthly - \$25 + setup fee

**FEATURED PARTNER:**

Annual - \$120  
Monthly - \$20 + setup fee



**EAGLE: \$1,200 (2 available)**

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

**BIRDIE: \$900 (5 available)**

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

**HOLE: \$300 (13 available)**

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

**PAR: \$150 (5 available)**

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

## -STATE CONVENTION-

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

Recognition at Opening Ceremony, After Party & Trade Show  
1/2 page ad in Convention Program  
Large Company Logo on Convention Signage  
Credit at ALL Refreshment & Snack Tables

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

Recognition at Opening Ceremony & After Party  
1/3 page ad in Convention Program  
Medium Company Logo on Convention Signage  
Credit at ALL Refreshment 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

**SILVER: \$300 (15 available)**

Recognition at Opening Ceremony  
Business Card sized ad in Convention Program  
Company Name on Trade Show Banner  
Credit for Snack Table at Trade Show

INFO@SDMHA.COM



# 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**

**March 13<sup>th</sup> - Renter Education course presented by CCCS.**

Thank you to **Rapid City Restoration** for providing lunch  
Meeting is at Lewis, Kirkeby, Hall Conference Room – 405  
Sturgis St. (1 block past Pizza Hut)

**April 9 – 11 – National Apartment Leasing Professional course**  
At West River Electric Association

**April 10<sup>th</sup>** will be open to everyone for **Sales Process & Building Relationships; and Fair Housing & Beyond classes.** See page 13 or <https://www.sdmha.com/events/>

**May 8<sup>th</sup> – Scene Safety & Wellness Checks** presented by  
Rapid City Police Department

# 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 ARE 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*

### Entry Cost:

\$40 per Maintenance Division (cash prizes)

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

### CUSTOMER SERVICE

& FAIR HOUSING

FOR MAINTENANCE & SERVICE

PROFESSIONALS CLASS

Protect yourself and educate your staff  
on Fair Housing Laws

**Class Time: 11:30am - 1pm**

**LUNCH INCLUDED**

**\$25 for MEMBERS**

**\$35 for NON MEMBERS**

### VENDORS/SUPPLIERS

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

PLATINUM \$300 - Featured sponsor. Booth included.

GOLD \$200 - Booth included.

SILVER \$100

Booths are adjacent to  
the competition area.

Bingo cards used for  
promotion & door  
prizes.

Call today to reserve  
your space!

**KARL'S**



# 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.