

Rental Review

SOUTH DAKOTA MULTI-HOUSING ASSOCIATION



MARCH/APRIL



MISSION STATEMENT:

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

Maintenance Mania
NAA Capital
Conference



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Ken Fisher
Jeanne Gerken
Joel Christensen

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Jill Madsen
Brian Majerus
Paul Gourley
Southwind Bookkeeping

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Joel Christensen
Lydia Freedom
Jody Bjornebo
Tammy Can Bockern
Amber Fluit

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Todd Lubenow
Jarred Smith
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Todd Lubenow, INTEK
Nick Blau

WALK OF STARS

Matt Petersen
Zach Larson, Rod's Property
Taylor Fitts, Rod's Property

MESSAGE FROM THE TEAM



I take very seriously the use of your dues and the SDMA travel budget. I guarantee that when we travel on your dime, it is for good reason. Our recent trip to Washington, D.C. exceeded my expectations and was money well spent.

Denise and I spent three days in D.C. at the National Apartment Association Capitol Conference. We were joined by Amy Miller and Heather Rowe. Denise arranged for us to meet with Thune's, Round's and Noem's staff. We attended the South Dakota Wednesday breakfast and were able to speak to them in person.

We discussed with them and later their staff, our concern over the rules regulating companion animals, work force housing development, and possible tax law changes to the tax credit program, 1031 like exchange and depreciation rules. This was a great opportunity for them to

ask questions about SDMHA and the concerns of our members. We appreciate the time they took to listen to the very professional presentations from Denise and Amy.

The big news of the trip was our visit to HUD and our meeting with Bryan Greene, General Deputy Assistant Secretary. Denise took the initiative and with the assistance of Senator Thune's office made this meeting a reality. SDMHA was the only association to meet with HUD! Once again, Amy did a great job of explaining your concerns about the rules regulating companion animals and how some residents are abusing the rules. SDMHA may be small and we may be from a small state, but we were heard. Follow up emails indicate HUD is going to take this issue seriously and work with us.

There were many other events, committee meetings and news from the conference that we are sharing with the board and committees – way too much to cover in this column. Sufficient to say, it was time and money well spent and will prove fruitful in the coming months. Please consider attending next year's conference and join Denise, Amy and Heather and be outstanding representatives for SDMHA.

PS - Please plan to attend Maintenance Mania 2017. Sign up your maintenance staff and come cheer them on. SDMHA is offering a special Fair Housing class and lunch for maintenance staff and vendors. We are offering lots of prizes and awards!

Brian Majerus

Brian Majerus, President
South Dakota Multi-Housing Association

It seems crazy that we are into March already. But the weather lately has me in the mood for spring.

Our new website is LIVE!! www.sdmha.com. Check it out. Also you should have received a verification email from me, please verify your email so that you will continue to receive emails without any issues.

It has been busy with various committees meeting and planning events, as well as being in Pierre to assist with legislative issues. I hope you were able to fit into February's meeting to listen to the Sioux Falls Police and Minnehaha County Sheriff. It was standing room only. And I'm sure March's meeting will be the same with Michael Paulson speaking on legal processes. So come early to get a seat.

We're so excited to announce that Maintenance Mania will be April 19th at the Sanford Pentagon! See page 19 for full details or go to our website to register for competition or the Fair Housing for Maintenance and Supplier class. State Convention details will be announced soon!

Denise Hanzlik

Denise Hanzlik, Executive Director
South Dakota Multi-Housing Association



PH: (605) 366-7756
FAX: (605) 271-0565
INFO@SDMHA.COM

P.O. BOX 90327
SIOUX FALLS, SD
57109

GOVERNMENTAL RELATIONS UPDATE

It has been an active legislative session thus far.

SB87 would have ended the Coin-Operated Washer/Dryer License fee you now pay. The Department of Revenue amended the bill to change the license fee to a sales tax, which would have increased what you pay in. We rejected their amendment and the bill died.

HB1079 gave City Municipalities the right to attach a lien to your property when a resident moved out owing, water, sewer and/or garbage. Currently they can do this for solid waste (garbage) that residents owe. We, along with others, defeated this bill on the House floor with a 20 ayes, 46 nays, and 4 excused vote.

HB1106, we were unsuccessful. This bill would create a new property tax classification for Leased Residential property. Property tax and general levy's would remain the same.



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MEMBERS

WHAT YOU NEED TO KNOW

SDMHA REPRESENTS YOU!

17,369 Total Units • 104 Total Associate Members

MARCH

3/14: Board Meeting

3/15: Vermillion

3/16: SF Legal Processes (M. Paulson)

3/7-3/10: Capital Conference, DC

3/13-3/17: PM License, ProEd



SPECIAL EVENTS

MARCH 13-17: Property Managers License Class
Pro-Ed

APRIL

4/11: Board Meeting

3/19: Vermillion - Discussion Forum
MAINTENANCE MANIA!

Fair Housing Class: 1:00-2:00pm

Competition: 3:00-5:00pm

NOT A MEMBER, BUT WANT TO BE?

To join go to

www.sdmha.com OR CONTACT

Denise Hanzlik
EXECUTIVE DIRECTOR

WELCOME NEW MEMBERS

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Kingdom Investments, LLC
Kurtenbach Properties, LLC
GTE Enterprises, LLC

ASSOCIATE MEMBERS:

Century Link



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Gary Gasper
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Matt Petersen
BOARD MEMBER



Nick Blau
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Denise Hanzlik
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Tanya LaBahn
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329 Pierce St.,
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800.725.6690
855.432.0774

BECOME PART OF THE TEAM

WE NEED YOU!

GOVERNMENT AFFAIRS

Set & assist with fundraising goals for each year
Work closely with Lobbyists
Be available to attend City, County & State legislative hearings
Promote SDMHA to local politicians

AMBASSADOR

Invite prospective members
Welcome new members to meetings & events
Host at various events
Assist with quarterly New Member Orientations

INDEPENDENT RENTAL OWNERS

Enlist in the participation among other independent rental owners at various events
Suggest educational offerings to the Educational Committee that are pertinent to IRO's

SUPPLIERS COUNCIL MAINTENANCE MANIA

Determine date & venue for event
Solicit sponsorships & attendance
Assist with setup & judging of stations
Assist with public relations before & after events

EDUCATION

Develop monthly membership meeting schedule
Organize & host annual State Convention
Promote webinar opportunities
Develop & promote educational opportunities throughout SD
Annually offer at least one national program i.e. CAM, CAMT, NALP, CAPS, CAS.
Solicit sponsorships for seminars, classes & conferences
Solicit & encourage attendance at events

PUBLIC RELATIONS & MARKETING

Develop press release database
Monthly press releases to build awareness of SDMHA
Assist in Rental Review revamp
Assist in new logo for SDMHA
Assist with social media

GOLF

1 SPOT LEFT

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

WALK OF STARS

Determine date & venue for event
Solicit sponsorship & attendance
Determine awards & winners

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City of Sioux Falls Building Permit Data

January through February 2017

	2015	2016	2017
Number of Permits Issued	659	639	589
Total Value of Permits Issued	\$45,470,683	\$135,483,722	\$76,680,117
New Residential	\$11.5M	\$13.2M	\$14.3M
Residential Addition & Remodel	\$4.4M	\$4.8M	\$4.8M
New Commercial	\$10.8M	\$93.4M	\$49.6M
Commercial Addition & Remodel	\$18.8M	\$23.6M	\$8.0M
Totals	\$45.5M	\$135.0M	\$76.7M
New Commercial			
Manufacturing	\$0.0K	\$0.0K	\$500.0K
Office, Institutional, Educational	\$3.4M	\$31.3M	\$19.7M
Apartments	\$4.3M	\$59.4M	\$14.7M
Other Commercial	\$3.1M	\$2.7M	\$14.6M
Totals	\$10.8M	\$93.4M	\$49.5M
New Residential			
Single-Family Units	53	50	58
Duplex Units	0	0	0
Townhome Units	20	28	13
Multiple Family Units	73	560	164
Totals	146	638	235
Manufactured New Housing Placements	10	13	7

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

**CHECK OUT
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WWW.SDMHA.COM

THE SOUTH DAKOTA MULTI-HOUSING ASSOCIATION

is the trade association for South Dakota's apartment and rental housing industry.

Membership to the SDMHA includes a wide variety of benefits and access to exclusive resources only available to members. Our members are developers, owners & managers of apartments or other rental housing. Our Associate members are vendors of products and services to the rental housing industry.



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kumphlett@carrollinstitute.org

NAA CAPITOL CONFERENCE 2017

As a first timer attending this event in DC, I had no preconceived ideas of what to expect. However, the opportunities to learn, become more involved and network with other association executives was unbelievable. I always walk away with new ideas when I meet with this group and this time did not disappoint.



We secured a meeting with individuals from HUD where we discussed issues with companion/emotional support animals. Brian Majerus of F and M Properties and Amy Miller of Charisma Property Management spoke on specific issues they have experienced as property owners. The information shared was very educational to the HUD officials. In fact, we have already received a request for more specific information. We are working with NAA to formulate more restrictive guidelines for companion/service animals.

We attended the SD Constituent Coffee, where we were able to speak personally with Senators Thune, Rounds and Representative Noem. With the new administration, there is a renewed work ethic, so their schedules were tight with various committee meetings.

We did however meet with their staffs where we discussed the following:

- Companion/Emotional Support Animals, the issues and costs to property owners. This led to a discussion of HUD reform, which is on the new administrations list to complete.
- Affordable Workforce Housing and how great the need is in South Dakota. We gave specific examples to various towns in SD where businesses are not able to expand because there is no housing.
- Tax Reform and how the proposed changes could affect South Dakota. Specifically, Tax Credit program, 1031 Like Exchange, Business Depreciation and Expenses.



- National Flood Insurance Program which expires September 2017. The impact to property owners if this program is not extended.
- Accessibility/ADA – asking for a 120 day to cure period for property owners, should an issue be found, before it would advance to a lawsuit.



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

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First Savings Bank.....	201-2608
Frontier Bank.....	331-2889
Great Southern Bank.....	712-277-0320
Great Western Bank.....	334-2548
MetaBank.....	782-1820
Minnwest Bank of Sioux Falls.....	323-3865
NorthMarq Capital.....	402-343-0468
TCF Bank.....	323-2560
Wells Fargo.....	575-6355

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Rainbow International of Sioux Falls.....	271-1111

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Menards.....	362-7159
Menards East Side.....	331-6405
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CorInsurance (Kendall Fisher).....	977-5900
EPremium Insurance.....	513-972-4880
Priebe Insurance Agency, Inc. (Jerry Priebe).....	323-2811
RentCollect Global.....	619-204-2557
The Insurance Connection (Oscar DeVries).....	339-3147
Wollman Insurance Group (Merle Wollman).....	334-0004

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SD Housing Development Authority.....605-773-3181
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PLUMBING, HEATING, & AIR CONDITIONING

Frisbees Plumbing & Heating.....338-6321
Hander Plumbing & Heating.....339-9633
Johnson Services.....767-0052
Menards.....362-7159
Menards East Side.....331-6405
Trane.....336-8500

REAL ESTATE SERVICES

Brooks Commercial Real Estate.....261-2215
Integra Realty Resources.....952-905-2406
Lee Schelling.....582-2119

Magnum Capital & Real Estate Services605-444-7103
Mark Luke Real Estate370-6770
NAI Sioux Falls.....357-7100

RECYCLING & SANITATION

Novak Sanitary Service.....338-7126

REMODELING & HOME REPAIR

Denny's Appliance.....261-9314
Mark Luke370-6770
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 Guide221-1030

RESIDENT SCREENING

CoreLogic.....855-296-7344
On-Site.....669-800-6272
Western Reporting.....800-466-1996

SEWER DRAIN CLEANING

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

TELECOMMUNICATION COMPANIES

Midco.....800-888-1300

TENANT ASSISTANCE SERVICES

Inter-Lakes Community Action Inc.....334-2808
Sioux Falls Housing & Redevelopment.....332-0704
SD Housing & Development.....773-3181
US Dept. of HUD.....330-4223

TENANT SELECTION SERVICES

CoreLogic.....855-296-7344
On-Site.....669-800-6272
Western Reporting.....800-466-1996

TITLE COMPANY

Stewart Title.....605-339-3199

TOWING COMPANY

All American Towing.....605-332-3100

TRAVEL

All About Travel.....339-8911

WATER DAMAGE RESTORATION

INTEK Cleaning and Restoration.....334-9716
Rainbow International of Sioux Falls.....271-1111

WEBSITE SERVICES

On-Site.....669-800-6272

WINDOWS

Menards.....362-7159
Menards East Side.....331-6405
Wilsey Co - Pella Windows.....605-334-1124

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RETIREMENT CELEBRATION *for* Ron Bell

CHIEF BUILDING SERVICES OFFICIAL

39+ years of service with Planning & Building Services

Friday, March 10th, 2017
2 to 4 pm Reception
Commission Room
1st Floor, City Hall

AFTER HOURS:
5 pm at Wiley's Tavern (6th & Main)



Attended 1st ICBO Conference
with wife Barb in 1984.

City of Sioux Falls
**PLANNING AND
BUILDING SERVICES
DEPARTMENT**

MAINTENANCE MANIA!



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

Come and compete in maintenance-focused challenges, you could earn the title of Maintenance Mania SD Champion.

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

Entry Cost:

**ONLY
\$30 per
participant**

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

When:

APRIL 19th

Where:

SANFORD PENTAGON

11:30am - 1pm - Fair Housing Class

1pm - 2pm - Maintenance Mania Practice

2pm - Competition Begins

3:30pm - Race Car Competition

4:00pm - Awards Presentation

VENDORS/SUPPLIERS

Here is your opportunity to talk with maintenance and management. We have booths available, for **only \$50.**

Booths are adjacent to the competition area.

Call today to reserve your space!

Name: _____

Company: _____

Fair Housing Class: _____ X \$25/\$35 = _____

Maintenance Mania: _____ X \$30 = _____

Vendor Booth: _____ X \$50 = _____

Payment Type: _____ Bill Me _____ Visa _____ MC _____ Am Exp

Card #: _____ CVC #: _____

Billing Zip Code: _____ Thank you!

In addition to CASH awards,

We will be awarding:

- Best in Show
- The SLOW Ride



Register online at: <http://sdmha.com/meetinginfo.php?>

FAIR HOUSING FOR MAINTENANCE & SUPPLIERS

April 19th * 11:30pm - 1pm

Opportunity for all your maintenance personnel and **SUPPLIERS** to attend a Fair Housing session. EVERYONE that has contact with your residents **NEEDS TO ATTEND** this session.

Box Lunch will be provided!

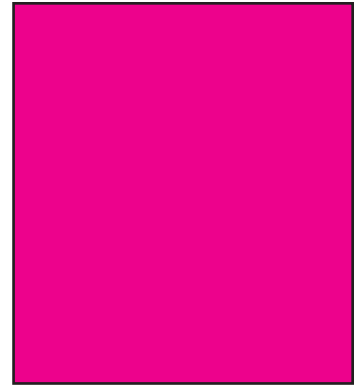
**\$25 for Members
or \$35 for Non Members**

**Space is Limited
Reserve your spot today!**



South Dakota
Multi-Housing
Association

Rental Review



PO BOX 90327 • SIOUX FALLS, SD 57109

CHANGE SERVICE REQUESTED



24 HOUR
Water & Fire
Restoration

Interior Cleaning

- Carpet/Rug Cleaning
- Furnace/Duct Cleaning
- Dry Cleaning
- Upholstery Cleaning
- Floor/Ceiling Cleaning
- Hard & Soft Contents
- 24 Hour Emergency Service

Disaster Clean-up

- Fire Damage Clean-up
- Water Damage Clean-up
- Reconstruction Service
- Smoke/Odor Removal
- Emergency Moving/Storage
- Boardups
- Mold Remediation



INTEK

CLEANING & RESTORATION

605-334-9716 • www.intekclean.com