



SOUTH DAKOTA
MULTI-HOUSING ASSOCIATION

R ENTAL REVIEW

MAY/JUNE 2017



WWW.SDMHA.COM

MISSION STATEMENT:

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

IN THIS ISSUE:

MAINTENANCE MANIA
WINNERS

GOLF OUTING

PM LIKE A PRO

ASSOCIATE SPOTLIGHT

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MESSAGE FROM THE TEAM



I was recently at the Elks Club in Watertown and took the opportunity to read a flyer entitled "Why Be a Member of the Elks?" That started me down the path to reflect on why be a member of SDMHA? Upon further reflection the question evolved into – why are some of our fellow property owners and managers not investing in a membership in SDMHA? Indeed why?

Here is the challenge I propose to my co-investors in SDMHA:

1. Learn and remember the mission of SDMHA. You will see your mission statement on our website, brochures, emails, etc. Be ready and able to recite that mission statement to potential investors.

2. Be enthusiastic about the great educational opportunities and certifications SDMHA offers to our members. Licensed property managers need to complete continuing education credits and SDMHA offers a number of affordable classes throughout the year.

3. Tell that potential investor how SDMHA represents owners and managers at all levels of government. SDMHA exists to protect their interest and rights!

4. Let that reluctant investor know about the great networking opportunities that are available every month of the year. You and I know we learn many best practice ideas from other members.

5. Sell, Sell, Sell. The more member investors, the more funds we have to invest in you, our member, and in promoting SDMHA throughout the state of South Dakota!

So why be a member? Because your investment will pay dividends TODAY and TOMORROW by you being a more professional, well informed, educated owner and/or manager. Let's all take up the challenge and convince more owners and managers to invest into SDMHA!

Brian Majerus

Brian Majerus, President
South Dakota Multi-Housing Association

I love spring! From the birds waking me, to the new babies in the fields, to Maintenance Mania! What a fantastic event we had on April 19th. See photos on page 14-15. You can see all the photos on our website, left side, under "Quick Links". Congratulations to all the winners. And a huge THANK YOU to Colleen Moran, who educated our maintenance and suppliers on Fair Housing that day as well.

Coming up in July is our Golf Outing. Mark your calendars for July 19th at Brandon Golf Course! Better yet, go to www.sdmha.com and register your team today!

"Surviving Property Management" is the theme for our State Convention. We have some fabulous educators lined up, as well as some fun surprises. Plan now to attend, October 18 & 19 at Ramkota Hotel in Sioux Falls.

How do you like the new website? Check out page 08 to learn how you can renew your membership online.

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

We started things off in a big way with Brian & Denise attending NAA Capitol Conference in Washington DC, where they had meetings with HUD, Sen. Rounds, Sen. Thune & Rep. Noem offices. Since then, we held a conference call with Sen. Thune's office to discuss in more detail the proposed Tax Reform and the implications to you and your company.

We have also extended an invitation to Bryan Greene, the General Deputy Assistant Secretary at HUD in DC, to visit South Dakota and attend a portion of our State Convention in October. He has accepted and we are waiting on confirmation of dates. Sen. Rounds office is also urging Dr. Ben Carson, Director of HUD, to visit South Dakota, which we have offered to act as host for.

On a local level, we spoke against the proposed changes to the City of Sioux Falls Rental Registration Ordinance. The Land Use Committee listened to testimony and referred it back for additional discussion and changes. At time of print, we are waiting for sponsor to present their changes. We are protecting your rights as a property owner.

On a state level, the Legislative Research Council is compiling a Summer Study on Affordable Housing in South Dakota. The committee which will work on this study will be chosen on May 15th. We are watching this closely and have offered our time and services in any way needed. We will keep you informed as things develop.











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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
	<ul style="list-style-type: none"> • Employee engagement and rewards - nSpire your personnel and corporate team • Replace costly gift cards and earn 2% back
	<ul style="list-style-type: none"> • Home & Auto Insurance • Compare offers from several top national insurance companies
	<ul style="list-style-type: none"> • Short Term Disability & Long Term Disability • Access to a variety of plans
	<ul style="list-style-type: none"> • Term Life, Universal Life, Final Expense and Accidental Death • Access to multiple insurance carriers
	<ul style="list-style-type: none"> • Plans at favorable rates not available to the general public • Compare multiple plans
	<ul style="list-style-type: none"> • Rental and direct sale uniform and supply services provider • 10% off on current direct sale list prices on most items
	<ul style="list-style-type: none"> • Rent payment and merchant processing solutions • Average Savings of \$1315 per year in merchant processing fees

START SAVING TODAY. OPENDOOR.NAAHQ.ORG

Every Open Door provider has agreed to be solely responsible and liable for any claims, damages, costs, representation, or warranties of any nature arising from the use of its products or services. NAA disclaims any and all liability from the member's use of the participating products and services including special or consequential damages. Products or services may be unavailable, individual savings will vary depending on the products utilized, or terms and conditions may change without further notice.

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



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Link to their application with package pricing:
<https://form.jotform.com/60904637356157>



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605-368-2568
www.thorntoncarpets.com

MARK YOUR CALENDARS!

STATE CONVENTION

OCTOBER 18TH – 19TH, 2019

RAMKOTA HOTEL, SIOUX FALLS

CLASSES FEATURING: MARKETING, LEASING, CUSTOMER SERVICE, FAIR HOUSING, ASSET MANAGEMENT, PROPERTY PERFORMANCE & MORE!

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

NOT ON A COMMITTEE, BUT WANT TO BE?

CONTACT Denise Hanzlik - EXECUTIVE DIRECTOR

MY Renter's Guide

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ASSOCIATION COMMITTEE

AMBASSADORS

Cindi Biever
Julie Redlin
Ken Fisher
Jeanne Gerken
Joel Christensen

BUDGET/FINANCE

Jill Madsen
Brian Majerus
Paul Gourley
Southwind Bookkeeping

EDUCATION

Drew O'Brien
Joel Christensen
Lydia Freedon
Jody Bjornebo
Tammy Can Bockern
Amber Fluit

GOLF CLASSIC

Bill O'Connor
Todd Lubenow
Jarred Smith
Paul Gourley
Jonn Voss
Kris Graff
Jeff Brooks
Randy Snyders

INDEPENDENT RENTAL OWNERS

Jeanne Gerken
Gary Gasper
Jean Kenyon

GOVERNMENT AFFAIRS

Matt Petersen
Amy Miller
Bill O'Connor
Joel Dykstra
Ron Rensberger
Dean Krogman, Lobbyist
Jonn Byre
Rod Fitts
Paul Gourley
Ron Sauby
Joan Franken

SUPPLIERS COUNCIL & MAINTENANCE MANIA

Travis Soldatke
Mandi Zigmond, Lloyd
Lorae Lodes, Midco
Mark Lancaster, ePremium Ins.
Julie Redlin, Rainbow
Glen Alderson, Xtremely Clean
Bobbie Nelson, Novak
Jason Baker, Lloyd
Brian Majerus

PUBLIC RELATIONS & MARKETING

Nate Burdine, DooGooders
Michels Communications
Amber Fluit, Samuelson Devel
Todd Lubenow, INTEK
Nick Blau

WALK OF STARS

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

M E M B E R S

WHAT YOU NEED TO KNOW

SDMHA REPRESENTS **YOU!**

18,794 Total Units • 104 Total Associate Members

MAY

5/09: Board Meeting & Education Committee Meeting

5/11: Property Management like a PRO

5/14: Mother's Day

5/18: City of Sioux Falls Code Enforcement

JUNE

6/13: Board Meeting

6/15: Property Insurance

6/19-6/23: Property Managers
Licensing Class

6/21-6/23: NAA Educational Conference,
Atlanta, GA

WELCOME NEW MEMBERS

GENERAL MEMBERS:

Mills Property Management

TJW Investments, Inc.

Urban Nest, LLC.

Mullen's RPM

ASSOCIATE MEMBERS:

USA Garage Floor

Alesa Meinberg's Wicked Cleaners

Midwestern Mechanical, Inc.

SRM - ServiceMaster Recovery Management

NOT A MEMBER, BUT WANT TO BE?

To join go to

www.sdmha.com OR CONTACT

Denise Hanzlik
EXECUTIVE DIRECTOR

CHECK OUT OUR NEW WEBSITE!



WWW.SDMHA.COM

We are very excited to present this tool to keep you informed of educational opportunities, events, news and networking opportunities as well as the Rental Review (past and present editions).

Renewing your dues will now be a two-step process for most of you. Bear with me, as it is a change for me also. For those without Internet access, I will contact you individually at your renewal time.

On your renewal month, you will receive an email alerting you to pay your dues, in it will be a link. Look to the left side of screen for links to both the "Renew Your Investment" and "Renew Your Dues" pages.

Step 1: Renew Your Investment – does require you to login. If you need this information, please contact me ahead of time. This is where you will pay your base dues.

1 - 10 Units: \$100.00

11 - 100 Units: \$125.00

101 - 449 Units: \$175.00

450 + Units: \$225.00

NOTE: If you have 10 or less units, this is the ONLY step you will need to complete.

Step 2: Renew Your Dues is where you will pay the per unit portion of your dues. Click on "Add to Cart" where you will enter your amount, based on your number of units.

1 - 10 Units: \$0.00

11 - 100 Units: \$3.25 per unit owned/managed

101 - 449 Units: \$2.25 per unit owned/managed

450 + Units: \$1.25 per unit owned/managed

You will not be able to test this until you are on renewal status. I will keep this in the Rental Review for one year until everyone has been through the renewal process.

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Gain the knowledge you need to manage your rental property like a professional!

Whether you own a single rental unit, a thousand plus units, or are just getting started; get your questions answered. Feel comfortable working with city agencies, select and manage your residents, excel in your professional relationships with accountants, insurance agents, bankers and suppliers.

Approved for 3 hours of Real Estate CE credits.

May 11, 2017

5pm – 8pm

Class Code: HOME550

Location:

Instructional Planning Center
201 East 38th Street
Sioux Falls, SD

Registration Fee: \$25

**Registration Deadline:
May 1, 2017**

REGISTRATION

This class is in partnership with the Sioux Falls School District Community Education.

Registration is through their website:

[https://commed.sf.k12.sd.us/wconnect/CourseStatus.awp?
&course=17FHOM550&Publish=ANYWAY](https://commed.sf.k12.sd.us/wconnect/CourseStatus.awp?&course=17FHOM550&Publish=ANYWAY)

OR Mail payments to:

**Community Education
201 E. 38th St.
Sioux Falls, SD 567105
Class Code: HOME550**

Questions can be directed to [367-7999](tel:367-7999).

First Name

Last Name

Job Title

Mailing Address

City

State

Zip

Work Phone

Fax

Cell

Email

Registration Fee



SD Multi-Housing Association

Golf Classic

**Brandon Golf Course,
Brandon, SD**

**Wednesday,
July 19, 2017**

4 Person Best Ball | 18 holes | 3 Flights
Registration begins at 10 am

Shotgun Start at 11 am

*Don't Golf? No problem!
Join us for the FUN, dinner &
reception and win door prizes!*

- **1st and 2nd place teams** will receive prizes
- **Special prizes** for Straightest drive, Longest drive, closest to pin, putting contest, etc.

Make a HOLE-IN-ONE & WIN BIG:
Prizes to be determined

- **Registration fee includes:** 18 holes of golf, 2 carts per 4 person team & steak dinner w/2 drinks ea.
- **\$30 for Grilled Steak Dinner & Reception only** (Sirloin Steak – Baked Potato – Veggie)

No Outside Alcoholic Beverages Allowed

Dinner & Reception 4 pm till 5:30 pm

Registration Form Mail Check to PO BOX 90327 Sioux Falls, SD 57109

Company: _____ Phone _____

Name _____ Email _____

Our 4 Team Members Include:

Name _____ Handicap: _____

Name: _____ Handicap: _____

Name: _____ Handicap: _____

Name: _____ Handicap: _____

**10% Early Bird Deadline Jun 2nd
Registration Deadline Jul 12th**

_____ x \$100 = \$ _____ Member

_____ x \$120 = \$ _____ Non-Member

_____ x \$30 = \$ _____ Additional Meal

Mulligans (Max 2 per Player - \$3 each or 2 for \$5)

Mulligans \$ _____

Subtotal \$ _____

10% Discount \$ _____ Thru Jun 1st w/payment

Total Due \$ _____

Ck Enclosed Invoice CC
(A 3% Convenience Fee will be added)

Name _____

Card # _____

Expiration date _____ CVC # _____

Billing Zip Code _____

Email: Info@sdmha.com | Phone 605-336-7756 | Fax 605-271-0565

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SOUTH DAKOTA MULTI-HOUSING ASSOCIATION HOLDS 6TH ANNUAL MAINTENANCE MANIA COMPETITION

Maintenance Mania is a nationwide event where individuals showcase their skills in various timed tasks and compete for money, bragging rights and the chance to compete on a national level at the National Apartment Associations Education Conference in Atlanta, Georgia.

OVERALL WINNERS:

- 1st: Clinton Jaqua, Legacy PM
- 2nd: Logan Benen, IRET
- 3rd: Patrick Quittem, Hubbell Realty

INDIVIDUAL EVENT WINNERS:

WATER HEATER:

- 1st: Jessie Butler, Pioneer PM
- 2nd: Zach Pfeifer, Pioneer PM
- 3rd: Dontae Mothershead, Samuelson Dev.

FAUCET:

- 1st: Clinton Jaqua, Legacy PM
- 2nd: Dontae Mothershead, Samuelson Dev.
- 3rd: Dusty Miller, Pioneer PM

TOILET:

- 1st: Logan Benen, IRET
- 2nd: Clinton Jaqua, Legacy PM
- 3rd: Matt Anderson, Lloyd Companies

ICE MAKER:

- 1st: Brian Connot, Lloyd Companies
- 2nd: Ramsey Bartscher, Bender Midwest
- 3rd: David Stverak, Lloyd Companies

FIRE SAFETY:

- 1st: Clinton Jaqua, Legacy PM
- 2nd: Jody Bjornebo, IRET
- 3rd: Patrick Quittem, Hubbell Realty

KEY CONTROL:

- 1st: Patrick Quittem, Hubbell Realty
- 2nd: Logan Benen, IRET
- 3rd: Nathan Christensen, IRET

Ceiling Fan:

- 1st: Clinton Jaqua, Legacy PM
- 2nd: Nick Blau, Lloyd Companies
- 3rd: Jessie Butler, Pioneer PM

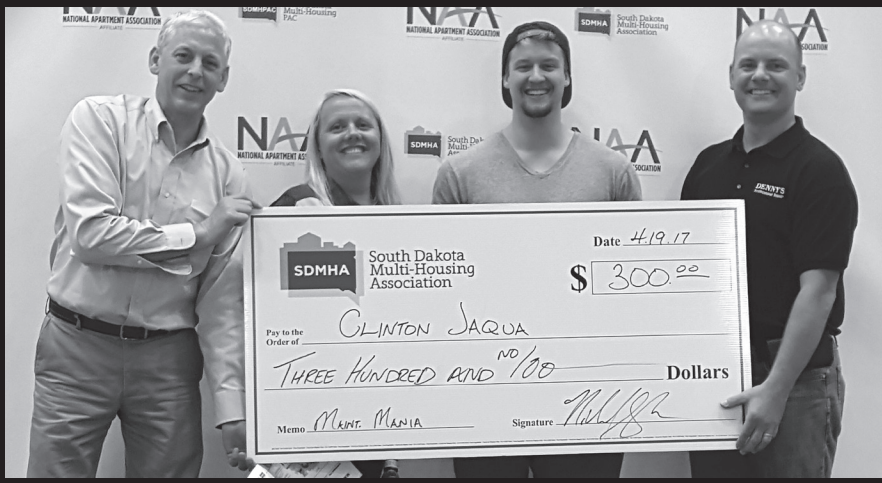
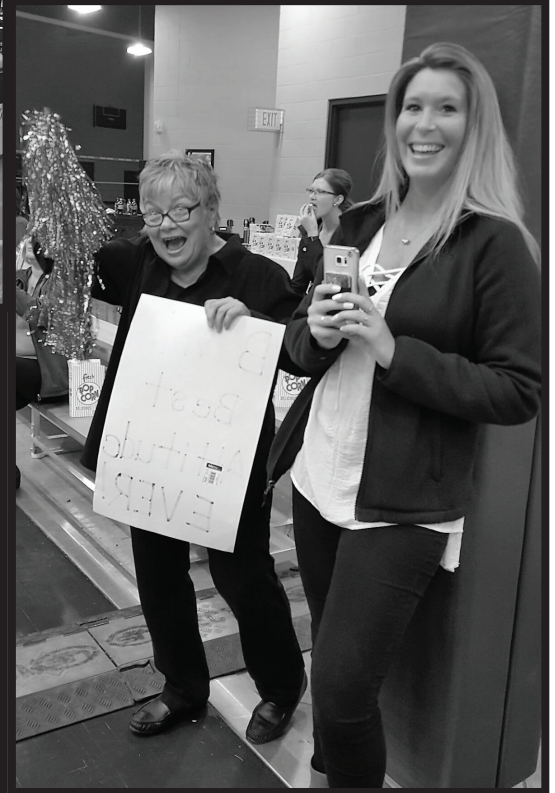
RACE CAR:

- 1st: David Wesselink, Lloyd Companies
- 2nd: Jeff Van Dusen, Hubbell Realty
- 3rd: Matt Anderson, Lloyd Companies





MAINTENANCE MANIA 2017



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

APPRAISAL SERVICES

Elwood & Martin Appraisals, LLC.....605-271-0351
 Insight ValueMetrics.....201-0684
 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
 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
 Wells Fargo.....575-6355

BUILDING SUPPLIES

Allied Building Products.....331-4410
 Menards.....362-7159
 Menards East Side.....331-6405
 Moen.....800-628-0569
 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

SCS Service Works (Coinmach).....800-788-2005
 BDS Laundry Management.....888-286-7810

COLLECTION SERVICES

Breit Law Offices.....336-8234
 RentCollect Global.....619-204-2557

COMPUTER SOFTWARE SERVICES

MRI Software.....800-321-8770
 Property Matrix.....800-795-4100
 Yardi Systems, Inc.....805-699-2040

ELECTRIC CONTRACTOR

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

ENVIRONMENTAL

Integro Services Group.....838-0826

FINANCIAL PLANNING CONSULTANTS

Rensberger Financial Services.....334-2624

FINANCING

Bank Midwest.....444-2081
 CorTrust Bank.....444-4038
 Dacotah Bank.....367-6412
 First Dakota National Bank.....333-8218
 First Premier Bank.....357-3000
 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
 Wells Fargo.....575-6355

GARAGE FLOOR

USA Garage Floor.....310-5574

HARDWARE & MAINTENANCE SUPPLIES

Allied Building Products.....331-4410
 Menards.....362-7159
 Menards East Side.....331-6405
 Moen.....800-628-0569
 Park Supply of America.....651-398-5521

INSURANCE SERVICES

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

LAUNDRY

SCS Service Works (Coinmach).....800-788-2005
BDS Laundry Management.....888-286-7810

LAWN CARE & LANDSCAPING

Kut & Kill..... 595-3161

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
US Dept. of HUD.....330-4223

MANAGEMENT SOFTWARE

Yardi Systems.....805-699-2040
MRI Software.....800-321-8770

MOLD INSPECTION & CLEANUP

Extremely Clean.....582-2237
INTEK Cleaning and Restoration.....334-9716
Rainbow International of Sioux Falls.....271-1111

ODOR REMOVAL

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

PAINT & WALL COVERINGS

BFB Painting.....376-7755
Diamond Vogel Paints.....334-2051
Sherwin Williams.....212-0735

PATROL

Sioux Merchant Patrol.....334-9357

PET SERVICES

DooGooders.....254-2145

PLUMBING, HEATING, & AIR CONDITIONING

Frisbees Plumbing & Heating.....338-6321
Hander Plumbing & Heating.....339-9633
Johnson Services Heating & Cooling.....767-0052
Menards.....362-7159
Menards East Side.....331-6405
Midwestern Mechanical.....339-3963
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 Services.....605-444-7103
Mark Luke Real Estate.....370-6770
NAI Sioux Falls.....357-7100

RECYCLING & SANITATION

Novak Sanitary Service.....338-7126

REMODELING & HOME REPAIR

Mark Luke.....370-6770
Specialty Roofing & Siding.....261-9757
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

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
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

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.....332-3100

TRAVEL

All About Travel.....339-8911

WATER DAMAGE RESTORATION

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

WEBSITE SERVICES

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

WINDOWS

Allied Building Products.....331-4410
Menards.....362-7159
Menards East Side.....331-6405
Wilsey Co - Pella Windows.....605-334-1124

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****MEMBERS DOING BUSINESS WITH MEMBERS****

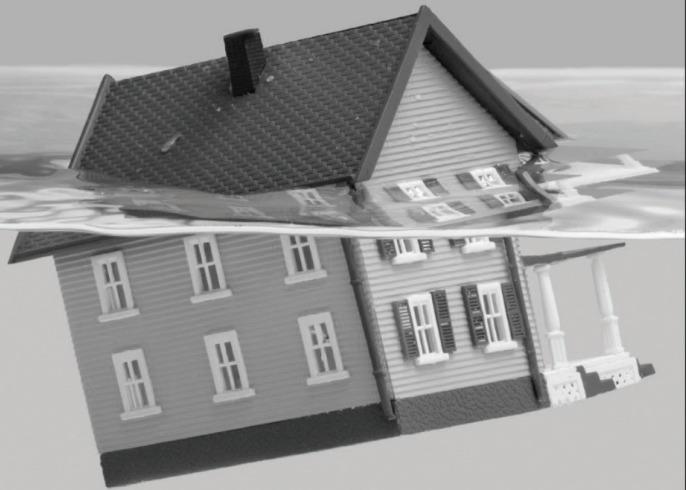


Interior Cleaning

- 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



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MEMBER SPOTLIGHT



In this edition, our spotlight is on **Chris Johnson of Johnson Environmental**



Tell our members about you!

Johnson Environmental a subsidiary of Integro Services Group Inc., was established in 2008 to provide homeowners, builders, non-profits, Housing Authorities and design professionals with multiple services. We specialize in consulting, building performance, modeling, testing and rating.

Our third party inspections and quality assurance review measures protect the owner's investment. We insure better air quality and comfort for your tenants.

What services do you provide?

- ◆ Blower Door Testing
- ◆ Plan Modeling
- ◆ IECC Code Compliance
- ◆ Duct Testing
- ◆ Thermal Imaging
- ◆ Radon Testing
- ◆ Performance Consulting
- ◆ Energy Audits
- ◆ Lighting Retro fit
- ◆ Tax Credits
- ◆ Rebates
- ◆ Home Inspections

Hear more of how
Chris can help you
during an
afternoon session,
October 19th, at
our State
Convention.



What errors/issues do you see properties doing and what can you do to help them?

- ◆ Not paying attention to the Thermal Enclosure system. And not utilizing Air Sealing, properly installed Insulation and high Performance Windows.
- ◆ Not utilizing High efficiency heating and cooling systems. Proper Design and Quality Installation Practices will improve moisture control, indoor air quality and quieter operation. Bigger is not always better. A system actually operates best when each component is properly sized. Oversized equipment may cycle on and off more frequently, making the home less comfortable and shortening the life of the equipment.
- ◆ Not utilizing energy-efficient lighting and appliances. Advanced lighting with ENERGY STAR qualified fixtures and bulbs offers significant cost savings and longer lifetimes than standard products. Rebates are available to assist with the additional costs.

What changes, in your line of work, do you see in the future that owners/properties need to prepare for?

- ◆ The elimination of the tax credit for Energy Star Rated homes.
- ◆ The implementation of tighter building codes.

What other things you want to get across to our members?

Proper pre-planning for remodels or new construction with ENERGY STAR can make your property perform better. You will experience lower Utility bills, Enhanced performance and you are protecting the environment.

Being a member in SDMHA, what has been the largest benefit to you?

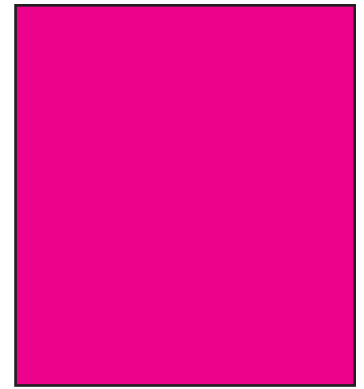
The ability to interact with our customer base and potential customer base.

R



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Association

RENTAL REVIEW



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