

RENTAL REVIEW

• NOVEMBER/DECEMBER 2018 •

THE OFFICIAL NEWSLETTER OF THE
SOUTH DAKOTA MULTI-HOUSING ASSOCIATION

BOARD OF
DIRECTORS NOMINEES

STATE
CONVENTION 2018

ONLINE
EDUCATION INFO

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CONTENTS

NOVEMBER/DECEMBER 2018

04

NEW MEMBERS

08

ONLINE EDUCATION

15

BLACK HILLS HAPPENINGS

05

CAREER CENTER

13

SPONSORSHIP AND
ADVERTISING OPPORTUNITIES

19

BOARD OF DIRECTORS
NOMINEES

06-07

STATE CONVENTION AND
TRADESHOW 2018 PICTURES

14

BUILDING PERMITS

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.

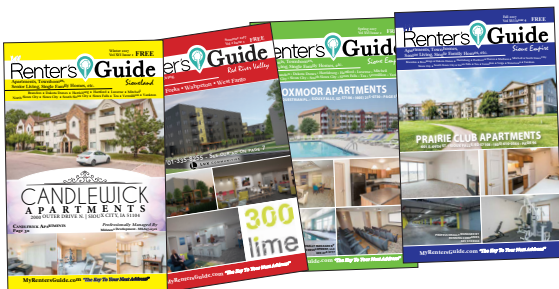
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Thank you to everyone who attended and supported the SDMHA State Convention. It was held in Sioux Falls at the Holiday Inn City Centre October 17 & 18. There were many great speakers, classes, prizes and events. It's fun to get our organization together and see the strength of our association and the enthusiasm for our industry.

Our statewide expansion is going very well. We have added 37 new members and 9,238 new units to our membership. This is the largest our organization has ever been and there is more growth coming.

As we wrap the year up I am reflecting back on all of the hard work our board has done. I want to thank our Executive Director, Denise Hanzlik and our entire board for the dedication you have shown to this organization. But the year is not over! There are many great events still to come. Check out the calendar of events on our website and we will see you there!

PAUL GOURLEY

Chairman, South Dakota Multi-Housing Association

A black and white advertisement for 2NDWIND COMMERCIAL DIVISION. The background shows a row of treadmills in a gym with large windows. The text is overlaid on the image.

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- EXTENDED WARRANTY PLANS
- PREVENTATIVE MAINTENANCE & SERVICE

WELCOME NEW MEMBERS

GENERAL

Barbara G. May,
JT Enterprises, LLC, Sioux Falls
Lyle Krejci, Sioux Falls
Masyga Properties, LLC, Brandon
Reside Property Management, Sioux Falls
Sioux Falls Property Management, Sioux Falls
Starter Home Rentals, LLC, Rochester, MN
The Buffalo Trust, St. Paul, MN
Tree Garden Properties, Baltic
Tzadik Management, Sioux Falls
West River Financial Services, Rapid City

ASSOCIATE

Century Link, Sioux Falls
CSC Service Works, Denver, CO
Flooring America, Rapid City
ICS Advanced Technologies, Ames, IA
Rapid City Restoration, Rapid City
Security National Bank, Sioux Falls
Shaw Industries, 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
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605-368-2568
www.thorntoncarpets.com

NOT A MEMBER, BUT WANT TO BE?

To join go to
www.sdmha.com OR CONTACT

Denise Hanzlik
EXECUTIVE DIRECTOR
info@sdmha.com

MEMBERS

LOOKING AHEAD

SDMHA REPRESENTS **YOU!**

28,483 Total Units • 103 Total Associate Members

NOVEMBER 2018

11/6: GO VOTE!

11/6: Environmental Issues Affecting You, Aberdeen

11/8: Chamber Ribbon Cutting for SDMHA

11/8: Environmental Issues Affecting You, Yankton

11/11: Veteran's Day! - Thank you for your service!

11/12-16: Property Managers Licensing Class, ProEd

11/13: SDMHA Board of Directors Meeting

11/14: Black Hills Membership Meeting, Rapid City

11/15: Education Committee Meeting

11/15: Sioux Falls Membership Meeting
Pizza Ranch, Sioux Falls

11/22: Happy Thanksgiving!

DECEMBER 2018

12/11: SDMHA Board of Directors Meeting

12/20: Sioux Falls Membership Meeting
Pizza Ranch, Sioux Falls

12/25: Merry Christmas!

JANUARY 2018

1/1: HAPPY NEW YEAR!

1/17: Walk of Stars

Career Center Available NOW

Quickly find highly qualified, targeted applicants

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Visit us at jobs.sdmha.com

SDMHA STATE CONVENTION



& TRADESHOW 2018



ONLINE EDUCATION

AVAILABLE SOON

We recorded sessions at State Convention this year, to give you another opportunity to learn.

An email will go out once these are available for purchase. Or watch our website: www.sdmha.com. Sessions available for purchase to include:

DIGITAL MARKETING (2R/1E CEC) \$30

This class received rave reviews for the materials and taking it right into your everyday activity at a property. Learn how to tell your story using various social media platforms.

Instructors: Nate Burdine, MudMile Communications & Nate Marshall, AdWerks

12 C's OF LEADERSHIP (3E CEC) \$30

What are your strengths? Decoding the leadership puzzle. Discover which of the C's are your own personal strengths and understand how to utilize them to be an influential leader.

Instructor: Richard George, NOI Coach.

RISK MANAGEMENT (3R CEC) \$30

Learn how to protect your property through risk management, property maintenance and City code enforcement.

Instructor: Brian Majerus, F & M Properties

In accordance with SD Real Estate Commission rules, after each session there is a test, which must be completed with a 78% passing grade, to receive the CE credits.

CEC: R = Required and E = Elective.

FUNGUS AMONGUS (3R CEC) \$30

Learn everything you need to know about Mold, what it is, how to prevent it, and what to do when you have it.

Instructor: Julie Redlin, Rainbow International of Sioux Falls.

SHOW ME THE MONEY (3E CEC) \$30

Learn strategies that impact the value of investments; practice the skill of determining the value of an investment; and a value formula you can apply before making any owner/management decisions.

Instructor: Richard George, NOI Coach.

KNOW YOUR LEASE (3R CEC) \$30

What you need to know to lease and manage multifamily in South Dakota. This session covers your lease, addendums, deposits, evictions and landlord/tenant legal obligations in accordance with SD Codified Law.

Instructor: Glenn Boomsma, Breit Law Office

POWER OF CULTURE (3E CEC) \$30

A culture exists in every business. Address the potential that lies in focusing on your organization's culture to maximize the potential of your team.

Instructors: Tamien Dysart & Vaney Hairi of Think 3D Solutions

South Dakota Multi Housing Association is committed to education for everyone involved in residential rental housing

An Often Overlooked and Underutilized Tax Credit for Home Builders has been Revived

Have you built a single home or multifamily residential building in the past few years? If so, you may be missing a very valuable Federal income tax credit. The 45L Energy Efficient Home Credit applies not only to homes but to apartment communities, nursing homes, student housing, and assisted living centers that are three stories or less. The Credit provides a \$2,000 per unit income tax credit for each residential unit that qualifies. To claim the 45L Credit, each unit must be certified that it satisfies specific energy efficiency requirements using IRS-approved energy modeling software. Below are the main qualifications:

- It is located in the United States,
- Construction is substantially complete after August 8, 2005,
- Certain energy saving requirements are met, and
- It is sold or leased before 2018 for use as a residence (the credit can be taken retroactively for 3 years back or to any open tax year).

This Credit not only includes new construction, but reconstruction and rehabilitation projects. Meeting the energy efficiency standards are not too difficult. Generally, residences that use electric heat do not qualify, but most modern boilers and HVAC systems meet the credit's requirements. The 45L Credit has just been extended for 2017 when Congress passed the Budget Bill. *If you have built or remodeled a structure between 2014 and 2017 and are interested in a free pre-qualification, please call Steve Ruda at (605) 929-6942 or email at stever@ics-tax.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 | Phone: 605.929.6942
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www.ics-tax.com

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§45L Energy Efficient Home Credit

Fixed Asset Review

Cost Segregation

§ 179D Energy Efficient Commercial
Building Deduction

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NAA Click & Lease
THE INDUSTRY STANDARD



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Take the Hassle Out of Leasing

It can be a constant challenge to create and manage compliant, up-to-date leasing documents. NAA Click & Lease offers current and customizable forms to simplify the process and reduce risk.

Join the Click & Lease network and enjoy the many benefits that membership brings.

Features



Integrates with all PMS software

Multi-user platform that integrates with your current property management software



Online & paperless

Web-based software streamlines processes and ensures organization for users



Administrative profile settings

Settings allow for forms compliance oversight on a local, regional or national level



Built-in mathematical calculations

Calculations for charges and rent amounts assure efficiency and simplicity



Customizable databases

Set up a lease database that holds information for each community in your portfolio



Simple online rental application

Collects relevant future resident data and optimizes the application process for prospective residents

Find out why NAA Click & Lease is the industry standard at www.naahq.org/lease.



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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

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: \$1,100 (2 available)

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

BIRDIE: \$800 (5 available)

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

HOLE: \$250 (13 available)

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

PAR: \$100 (5 available)

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



BAR SPONSOR: \$300 (2 available)

Signage at event, program & Rental Review

-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

City of Sioux Falls Building Permit Data

January through October 2018

	2016	2017	2018
Number of Permits Issued	6,630	6,017	6,140
Total Value of Permits Issued	\$611,670,595	\$624,648,456	\$701,313,483
New Residential	\$182.5M	\$208.4M	\$198.4M
Residential Addition & Remodel	\$41.8M	\$37.6M	\$46.0M
New Commercial	\$256.7M	\$223.5M	\$262.8M
Commercial Addition & Remodel	\$130.6M	\$155.2M	\$194.1M
Totals	\$611.6M	\$624.7M	\$701.3M
New Commercial			
Manufacturing	\$11.5M	\$26.7M	\$13.7M
Office, Institutional, Educational	\$39.5M	\$39.3M	\$79.6M
Apartments	\$138.4M	\$98.3M	\$88.1M
Other Commercial	\$67.3M	\$59.1M	\$81.4M
Totals	\$256.7M	\$223.4M	\$262.8M
New Residential			
Single-Family Units	633	682	618
Duplex Units	8	4	2
Townhome Units	335	394	350
Multiple Family Units	1,423	1,039	904
Totals	2,399	2,119	1,874
Manufactured New Housing Placements	77	49	42

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

BLACK HILLS HAPPENINGS

First Biannual Vacancy Survey was completed on September 15, 2018, showing 2.2% vacancy.

September 13th was the **First Annual Black Hills Golf Classic**



September 19th was
Environmental Issues Affecting You
in Rapid City, with
Chad Babcock, State Asbestos Inspector;
Dave Anderson, Anderson Environmental &
Jeff, Rapid City Restoration speaking



October 24th was the **Maintenance Appreciation Lunch**
Thank you to the sponsors: Flooring America and Rapid City Restoration



Stay Tuned for more exciting educational sessions in 2019.

Mark your calendars – the **Second Annual Black Hills Golf Classic** is set for **September 12, 2019**.

ADVERTISING—CLASSIFIED & INTERNET

Apartments.com.....918-521-4427
 Arvig Media.....351-7350
 The Renter's Guide - MyRentersGuide.com.....221-1030
 SiouxFallsRental.com.....940-5389
 Sioux Falls Shopping News.....339-3633

APPLIANCES

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

APPRAISAL SERVICES

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

ATTORNEY SERVICES

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

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.....997-4120
 Frontier Bank.....331-2889
 Great Western Bank.....334-2548
 MetaBank.....782-1820
 Minnwest Bank of Sioux Falls.....323-3865
 Wells Fargo.....575-6355

BUILDING SUPPLIES

Allied Building Products.....331-4410
 Contractors Siding, Windows & Roofing Supply.....334-7070
 Menards.....362-7159
 Menards East Side.....331-6405
 Park Supply of America.....651-398-5521

CABLE & INTERNET SERVICES

Century Link.....605-670-3768
 Midco.....800-888-1300
 VAST Broadband.....605-965-9574

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
 Rapid City Restoration (Black Hills).....605-858-2726
 SRM - ServiceMaster Recovery Mgmt.....20-293-1216

CITY OF SIOUX FALLS

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

COLLECTION SERVICES

Breit Law Offices.....336-8234
 Credit Collections Bureau.....605-391-5666

CONCIERGE SERVICES

Trash Bros LLC.....605-636-7240

ELECTRIC CONTRACTOR

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

ENVIRONMENTAL

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

FINANCIAL PLANNING CONSULTANTS

ICS-Tax, LLC.....929-6942

FINANCING

Bank Midwest.....444-2081
 CorTrust Bank.....444-4038
 Dacotah Bank.....367-6412
 Ernst Capital Group.....271-7172
 First Dakota National Bank.....333-8218
 First Premier Bank.....357-3000
 First Savings Bank.....997-4120
 Frontier Bank.....331-2889
 Great Western Bank.....334-2548
 MetaBank.....782-1820
 Minnwest Bank of Sioux Falls.....323-3865
 NorthMarq Capital.....402-343-0468
 Wells Fargo.....575-6355

FITNESS EQUIPMENT

2nd Wind Exercise Equipment.....952-224-1212.

FLOORING & SUPPLIERS

Flooring America (Black Hills).....605-342-8304
 Freed Floors (Black Hills).....605-519-6299
 Menards.....362-7159
 Menards East Side.....331-6405
 Shaw Flooring.....605-270-3530
 Thornton Carpet Sales.....368-2568
 Walden Carpets.....361-6199

GARAGE FLOOR

Jerzak/USA Garage Floor.....310-5574

GLASS INSTALLATION & REPAIR

Glass Doctor of Sioux Falls.....360-8508

HARDWARE & MAINTENANCE SUPPLIES

Allied Building Products.....331-4410
 Menards.....362-7159
 Menards East Side.....331-6405
 Moen.....800-628-0569
 Nyberg's ACE Hardware.....336-6474
 Park Supply of America.....651-398-5521

INSURANCE SERVICES

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

LAUNDRY

BDS Laundry Management.....888-286-7810
CSC Service Works.....970-667-7586

LAWN CARE & LANDSCAPING

Weller Brothers..... 351-4748

LIGHTING SUPPLIERS

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

LOCKSMITH

Fred The Fixer.....334-5411

LOW INCOME HOUSING SERVICE

ICS - Tax, LLC.....929-6942
SF Housing & Redevelopment.....332-0704
SD Housing Development Authority.....605-773-3181

MOLD INSPECTION & CLEANUP

Crew.....553-9200
Extremely Clean.....582-2237
INTEK Cleaning and Restoration.....334-9716
Rainbow International of Sioux Falls.....271-1111
Rapid City Restoration (Black Hills).....605-858-2726
SRM - ServiceMaster Recovery Mgmt.....320-293-1216

ODOR REMOVAL

Aire-Master of the Plains.....605-275-0302
INTEK Cleaning and Restoration.....334-9716
Rainbow International of Sioux Falls.....271-1111
Rapid City Restoration (Black Hills).....605-858-2726
SRM - ServiceMaster Recovery Mgmt.....320-293-1216

PACKAGE MANAGEMENT

Liss Technologies Group, LLC.....402-734-4900

PAINT & WALL COVERINGS

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

PEST CONTROL

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

PET SERVICES

DooGooders.....254-2145

PLUMBING, HEATING, & AIR CONDITIONING

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

REAL ESTATE SERVICES

CB Richard Ellis.....201-0684
Brooks Commercial Real Estate.....261-2215
Lee Schelling.....582-2119
NAI Sioux Falls.....357-7100

REAL ESTATE SERVICES (con't)

REALTOR Association of the Sioux Empire.....334-4752

RECYCLING & SANITATION

Kieffer Sanitation.....605-342-5575
Novak Sanitary Service.....338-7126
Scrap Mart.....359-1968
Trash Bros.....605-636-7240

RESIDENT SCREENING

Credit Collections Bureau (Black Hills).....605-965-2727
J Field and Associates, LLC.....605-791-7007
Western Reporting.....800-466-1996

SECURITY

ICS Advanced Technologies.....515-232-4453
Sioux Merchant Patrol.....334-9357

SEWER DRAIN CLEANING

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

TELECOMMUNICATION COMPANIES

Midco.....800-888-1300
VAST Broadband.....605-965-9574

TENANT ASSISTANCE SERVICES

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

TENANT SELECTION SERVICES

Credit Collections Bureau.....605-391-5666
J Field and Associates, LLC.....605-791-7007
Western Reporting.....800-466-1996

TITLE COMPANY

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

TOWING COMPANY

All American Towing.....332-3100

UTILITY BILLING

Liss Technologies Group, LLC.....402-734-4900

WATER DAMAGE RESTORATION

Crew.....553-9200
Extremely Clean.....582-2237
INTEK Cleaning and Restoration.....334-9716
Rainbow International of Sioux Falls.....271-1111
Rapid City Restoration (Black Hills).....605-858-2726
SRM - ServiceMaster Recovery Mgmt.....320-293-1216

WINDOWS

Allied Building Products.....331-4410
Contractors Siding, Windows & Roofing Supply.....334-7070
Menards.....362-7159
Menards East Side.....331-6405

**MEMBERS DOING BUSINESS
WITH MEMBERS!**

Tell them you found them through SDMHA

Existing Members

Creating Your User Account in the NEW www.SDMHA.com



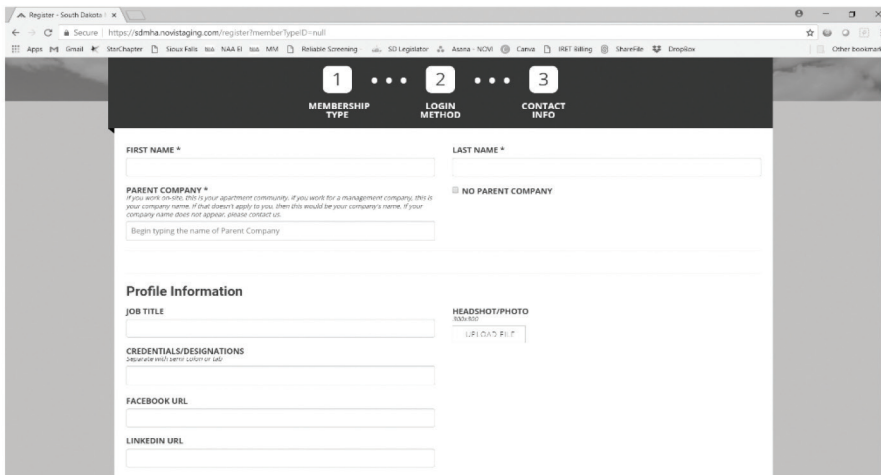
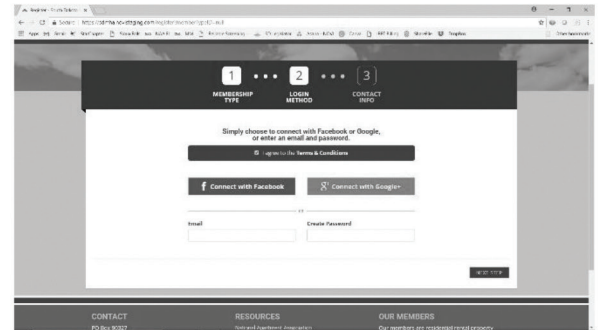
From the homepage, www.sdmha.com. The dark blue section at top of page – click on “JOIN”. Click on “CREATE AN ACCOUNT”

Check box by agree to the **Terms & Conditions**

You can connect using FB or Google.

Or, enter your Email address and a password.

Click “Next Step”



Fill in Information.

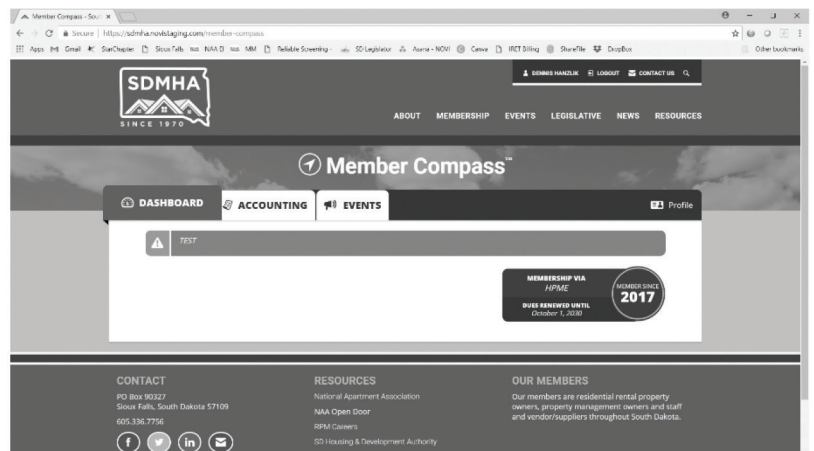
Parent Company will pop up as you type, be sure to register under the correct company or property.

LEVEL: is according to your unit size: **Small IRO:** 1-10 units; **IRO:** 11-100 units; **Medium:** 101-449 units; **Large:** 450 + units; **Associates:** all vendors/suppliers

PROFILE INFORMATION: your personal information. If uploading a photo, they must be 300X300 dpi to display correctly. Area of Expertise is for ASSOCIATE Members only.

Click on “Complete Registration”. Complete any required information when prompted.

You will then be taken to your Dashboard.



Meet your Nominees for the SDMHA Board of Directors

Voting ballots have been emailed/mailed and will be collected at November's Membership meetings in Rapid City on Nov. 14th and Sioux Falls on Nov. 15th. Or you can mail/fax/email your ballot to: SDMHA, PO Box 90327, Sioux Falls, SD 57109. Fax: 605-271-0565. Email: info@sdmha.com.



AMY IBIS, Sioux Falls

As a partner of VANTIS Commercial, Amy specializes in commercial sales and leasing, representing business owners, landlords, tenants and investors. Amy believes in developing trusting relationships by listening and comprehending each client's unique circumstances. She provides solutions to client's obstacles through her skills of problem solving and comprehension of complex issues.

ANGIE MUNCE, Tea

Owner and Licensed Property Manager of Keez Property Management LLC, with over 20 years of solid management skills. I am able to manage the property's operations and maintain established cost and quality standards in order to ensure superior service and maximize profits. A multi-skilled professional with a superb track record of managing complex functional projects in various environments. Able to manage stakeholder expectations and willing to take full responsibility for the delivering of project objectives.



Angie is an easy going individual who enjoys challenging and diverse roles and is confident working with technical experts from any industry. She enjoys recruiting, training and encouraging my employees to be the best possible person they can be and to achieve their goals.....and then some. Angie lives in Tea, is a volunteer firefighter, is engaged to Chris and has 3 grown children and 2 grandchildren.



KRISTI MILLER, Harrisburg

Originally from Harrisburg, SD, graduated H.S. in 1996, then onto Omaha, NE to attend the University of Nebraska at Omaha where I graduated with a degree in Business Administration with a focus on Marketing. While attending college I worked a part time job as a leasing consultant for the Lund Company and that is where my passion for property management began. I ended my career at Lund as a marketing director when I decided to relocate back to Sioux Falls to be closer to family.

After moving back from Omaha, I began a career path in logistics. I worked for Vitran Express for five years, then as an outside contractor for RR Donnelley. During this time, I met my husband and have two amazing step sons. When we are not busy at work, we also farm outside of Harrisburg and in MN.

In 2013 I felt a desire to return to property management and was fortunate to be hired as a regional manager with Costello. My territory has grown significantly over the past five and a half years and I am proud to have a vacancy rate of less than 3% along with minimal account receivables. I enjoy helping provide people in Sioux Falls with a safe and sanitary place to call home.

TODD HOLLAN, Rapid City

Todd is currently the Director of Operations for NWE Management Company located in the Black Hills of SD and resides in Rapid City. Involved for 32 years in the business community, starting in Sioux Falls in the equipment rental and sales industry in 1985, and in 1989 as a part of the western SD, eastern WY territory. In 2003, Todd entered into real estate with the Prudential Kahler Real Estate office in Rapid City. Where he transitioned into Designated Broker and Sales Manager for Prudential Kahler Realtors for the next 6 years.

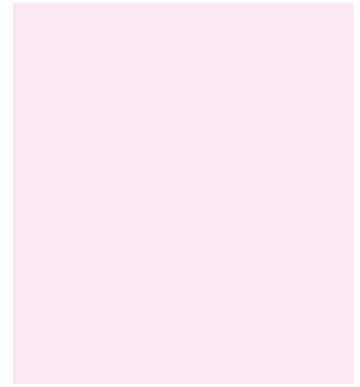


In 2011 Todd transitioned to NWE Management Company as the Director of Operations. NWE Management Company has transitioned with protocol and structure under guidelines Todd has implemented and is in an ongoing process to get better at what they do in the industry. He is always looking for the operational edge, and continued growth of whatever they are involved with.



RENTAL REVIEW

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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.