

South Dakota Multi-Housing Association

Rental Review



www.sdmha.com

September / October

CONVENTION 2016

CONVENTION 2016

September: Disaster Preparedness Planning

Water Conservation, Recycling & Rehabilitation Program

New Member Orientation

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RENTAL REVIEW

September / October 2016



President's Message

Summer is coming to a close and before we know it fall will be upon us. That brings football, falling leaves and the annual SDMHA convention. I have been hearing a lot of exciting things about the convention this year and can't wait to participate in the many classes, the trade show and the networking that takes place during the convention. We hope to see many of you there. For several years our association has been working with the state court system to make criminal records and protection order data available online. We want to be sure that our members are aware that, as of this year, this is actually possible and should provide the data much quicker than we were accustomed to in the past. We recently had the opportunity to speak with Greg Sattizahn, the State Court Administrator for South Dakota, and he has offered to have someone from his office attend this year's convention and be available to walk individuals through the process. In the meantime, please feel free to reach out to Denise or myself and we will do our best to assist you in the process. This is a step in the right direction for our association and industry!

Enjoy the last remaining days of summer, start looking forward to all the wonderful things that fall brings, and we will see you at the convention!

Nick Blau



Executive Director's Message

I hope everyone had an enjoyable summer and were able to spend some time away from your job and property(s). A break always seems to bring you back refreshed.

This month is a busy one with activities: monthly membership meeting on Thursday, September 15; new member lunch on Wednesday, September 21; and an evening membership meeting on Thursday, September 22. Full information for each event is on

page 6.

Our State Convention in October. We listened to those attendees from past conventions and reduced the event to 2 full days. While still bringing in knowledgeable instructors with well rounded classes for everyone, no matter your position on a property. Check out the schedule on pages 16 & 17. And don't forget to get your ticket to our Casino/Game Day on October 20th from 3pm - 5pm. This has been a very fun event for everyone in past years and this year we are bringing in other games for those that don't play cards.

We have spots opening on our Board of Directors in 2017, interested in serving, let me know.

We had great response to our Boiler/Furnace training last month. So we will look at bringing it back again in 2017.

Denise Hanzlik

2016 Board Officers and Members



Nick Blau
President



Brian Majerus
Vice President



Jill Madsen
Treasurer



Matt Petersen
Past President



Greg Card
Board Member



Ken Fisher
Board Member



Jody Bjornebo
Board Member



Gerald Gerken
Board Member



Gary Gaspar
Board Member



Paul Gourley
Board Member



Executive Director - Denise Hanzlik

PO Box 90327, Sioux Falls, SD 57109

Phone: 605-336-7756 Fax: 605-271-0565 info@sdmha.com www.sdmha.com

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**South Dakota
Multi Housing
Association**

South Dakota Multi-Housing Association Committees

Ambassadors

Kendall Fisher—Chair
Cindi Biever
Michelle Smith
Jeanne Gerken
Joel Christensen
Gary Gaspar

Education

Jill Madsen
Brian Majerus
Drew O'Brien
Tammy VanBockern
Joel Christensen

Golf Classic

Bill O'Connor - Chair
Todd Lubenow
Jarred Smith
Paul Gourley
Jonn Voss

Independent Rental Owners

Dawn Clausen - Co-Chair
Ron Sauby - Co-Chair
Jonn Byre
Gary Gaspar
Jeanne Gerken
Jean Kenyon

Legislative

Brian Majerus - Chair
Matt Petersen - State Chair
Nick Blau
Ron Sauby
Rod Fitts
Joan Franken
Bill O'Connor

Suppliers Council

Jerry Moser - Chair
Lorae Lodes
Glen Alderson
Randy Thompson
Joel Christensen
Bobbi Nelson
Josh Heath

Want to get more involved? Talk with Denise or any of our Board Members to learn how.

Monthly Meetings

September 15, 2016

Disaster Preparedness Planning

Presented by:

Rainbow Int'l & Am. Red Cross

September 22, 2016

6pm - 7pm

Water Conservation, Recycling &
Rehabilitation Programs

Presented by:

City of Sioux Falls

VERMILLION

September 21, 2016

John Geske

USD Director of Housing

**STATE
CONVENTION**

OCTOBER 19 & 20

Ramkota, Sioux Falls

See pages 16 & 17 for full details



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Membership Update

SD Multi Housing Association represents YOU!

Total Units: 17,475

&

Associate Members: 98

<u>Upcoming Events</u>	
Sept. 5th	Happy Labor Day
Sept. 12th	SDMHA Board Meeting
Sept. 14 - 16	SDMH PAC Garage Sale
Sept. 15th	Noon @ Pizza Ranch (41st St.), Sioux Falls Monthly Meeting
Sept. 21st	Noon @ Fryin Pan (10th St) New Member Lunch & Orientation
	6pm @ Howlers, Vermillion Vermillion Monthly Meeting
Sept. 22nd	6pm @ Pizza Ranch (41st St.) Quarterly Evening Meeting
Oct. 11th	SDMHA Board Meeting
Oct. 13, 20 & 27	NALP class
Oct. 19 & 20	SDMHA State Convention
Oct. 25 & 26	SDHDA Annual Conference
Oct. 27th	Leasing 101, Rapid City
Oct. 31st	Halloween

<u>NEW MEMBERS</u>
<u>General members</u>
Painter Properties
Hughes Properties
Tall Prairie Properties
Banghart Properties
Betty Griessel
<u>Associate members</u>
CREW
Trane

MEMBERS

USING

MEMBERS !

Ask your vendors **"Are you a member of SD Multi-Housing Association"**. They should be!

How can they join? EASY go to www.sdmha.com/join.html or contact Denise.

MEMBER SPOTLIGHT

In this edition, our
spotlight is on
My Renters Guide (MRG).

MY
Renter's  Guide

Tell our members about you? *MRG is a regional print and web solution for apartments, townhomes, etc. Our print footprint extends from Manhattan, Kansas to Fargo, North Dakota and from Sioux Falls to Sioux City. Our digital impact extends even further in the immediate 5-state area. Industry knowledge continues to drive our success. We understand the property management business and use that knowledge to help our clients succeed.*

What services do you provide? *We provide solutions to property management companies including advertising (both print and web), photography (including the newest Matterport 3D video tours) and continuing education classes (Leasing 101). Our goal is to remain or become relevant to every property management company in the 5-state area.*

What changes do you see in the future of advertising/marketing that properties need to prepare for? *The web will continue to grow as a tool for people to search. However, we are finding that print, when combined with a strong website maximizes the opportunities for our clients. Our advertisers and readers continue to tell us they use our print guide to help them find their apartment. Video will continue to grow and is necessary to help readers narrow down their search.*

What other things you want to get across to our members? *My Renter's Guide is now the brand name for both the print and web components of our business. We have rolled out an updated logo and given all of the ads in our print guides a new look to further improve the search process.*

Being a member in SDMHA, what has been the largest benefit to you? *As a member of SDMHA, we are part of a group of professionals that truly cares about our industry. We can share information and learn from each other.*

**Team Members
Include:**

Kari Landgren
Jennifer Gades
Heather Rowe
Jake Stingley



SDMH PAC GARAGE SALE

Wednesday, Sept. 14 - 1pm - 6pm

Thursday, Sept. 15 - 1pm - 6pm

Friday, Sept. 16 - 10am - 6pm

Penbrooke Place Apartments, Garage 201

**Items are being accepted NOW until day of event.
Call Penbrooke office to schedule drop off at 605-361-0444.**



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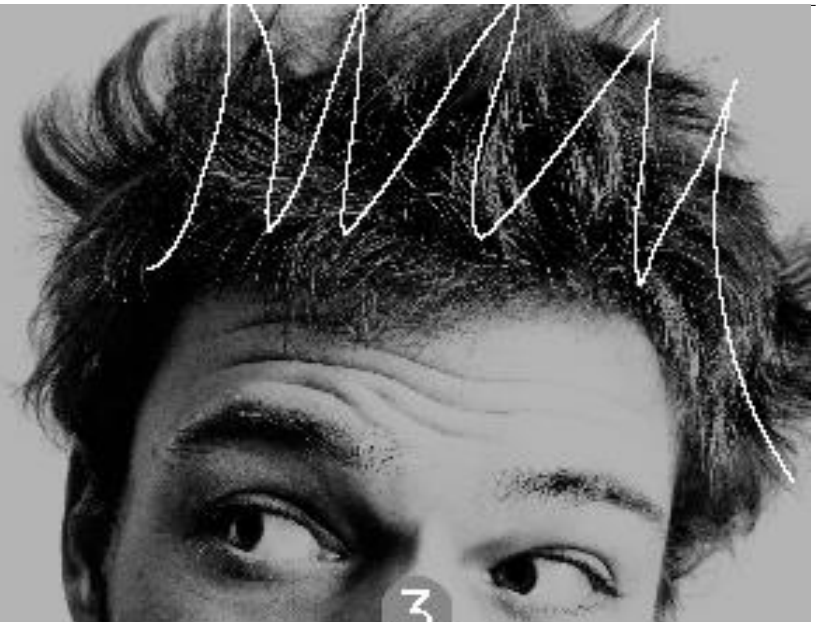
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City of Sioux Falls Building Permit Data

January through August 2016

	2014	2015	2016
Number of Permits Issued	8,171	9,265	5,300
Total Value of Permits Issued	\$396,737,400	\$502,314,556	\$526,361,728
New Residential	\$170.8M	\$120.0M	\$142.8M
Residential Addition & Remodel	\$68.9M	\$65.2M	\$33.5M
New Commercial	\$49.4M	\$178.3M	\$234.1M
Commercial Addition & Remodel	\$107.6M	\$138.8M	\$116.0M
Totals	\$396.7M	\$502.3M	\$526.4M
New Commercial			
Manufacturing	\$4.2M	\$5.5M	\$11.5M
Office, Institutional, Educational	\$22.5M	\$54.9M	\$37.7M
Apartments	*	\$57.5M	\$128.9M
Other Commercial	\$22.7M	\$60.4M	\$56.0M
Totals	\$49.4M	\$178.3M	\$234.1M
New Residential			
Single-Family Units	429	480	518
Duplex Units	2	0	0
Townhome Units	143	174	242
Multiple Family Units	707	633	1,323
Totals	1,281	1,287	2,083
Manufactured New Housing Placements	16	70	74

Online Criminal Record Searches Now Available Statewide

As part of the continuing effort to improve access to court records, the Unified Judicial System is now offering online court system record searches. The Public Access Record Search (PARS) system can be accessed at <https://ujspars.sd.gov>.

This public access records search online portal offers criminal, domestic protection order, stalking protection order and South Dakota registered foreign protection order records to individuals and businesses.

Greg Sattizahn
SD State Court Administrator



Feedback from those that are using the PARS system:

- "Easy to use"**
- "Easy to setup and run reports"**
- "Reports back with 5-10 minutes"**

24 HOUR Water & Fire Restoration

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- Carpet/Rug Cleaning
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- Dry Cleaning
- Upholstery Cleaning
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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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SDMH PAC Update

\$30,000	<h2 style="text-align: center;">Contributions to SD Multi Housing PAC</h2> <p><input type="checkbox"/> My personal check made payable to SDMH PAC is enclosed. Please print or attach a business card. Name: _____</p> <p><input type="checkbox"/> My cash contribution is attached.</p> <p>Please charge my: <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express Occupation: _____</p> <p>Name on Card: _____ Company: _____</p> <p>Card # _____ Address: _____</p> <p>Exp. Date: _____ City/State/ZIP: _____</p> <p>Signature: _____ Date: _____ Phone: _____ Fax: _____</p> <p>Amount Contributed _____ \$500 _____ \$250 _____ \$100 _____ \$50 Other: \$ _____ <i>Note: Political contributions to the SDMH PAC are not tax deductible for federal tax</i></p> <p>Email: _____ Signature: _____ Date: _____</p>
\$27,000	
\$25,000	
\$23,000	
\$20,000	
\$17,000	
\$15,000	
\$12,000	
\$10,000	
\$7,000	
\$3,000	
\$1,500	
\$1000	
\$500	



CONTRIBUTION CARD

Please print or attach a business card.

The NAAPAC is dedicated to supporting candidates for the United States Senate and House of Representatives who adhere to the principles of good government and understand the concerns of the multifamily housing industry.

Attention All Members NAAPAC allows you to designate your contribution to your local affiliate. Please indicate to which NAA affiliate you would like your contribution designated: _____

My personal check made payable to NAAPAC is enclosed.
 My cash contribution is attached.
 Please charge my: Visa MasterCard American Express

Name on Card: _____
 Card # _____ Exp. Date: _____
 Signature: _____ Date: _____

Amount Contributed
 _____ \$500 _____ \$250 _____ \$100 _____ \$50 Other: \$ _____

Note: Political contributions to the NAAPAC are not tax deductible for federal tax purposes.

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Federal law requires political committees to report the name, mailing address, occupation and name of employer for each individual whose contributions aggregate in excess of \$200 in a calendar year. Contributions to the NAAPAC are for political purposes. All contributions are voluntary. You may refuse to contribute without reprisal. Guidelines are merely suggestions and you may contribute more or less than the guidelines suggest. NAAPAC will not favor or disadvantage anyone by reason of the amount contributed or the decision whether to contribute.

2016 SDMHA PAC MEMBERS

Sioux Falls

George & Deloris Gulson
 Brenda Kuhn
 Craig Lloyd
 Jerry Moser
 Joel Dykstra
 Bill Infield
 Scott Holgate
 Brent Rasmussen
 Dan & Peggy Zimmerman
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 Scott VanGinkle
 Amy Ibis
 Jennifer Scheu
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 Paul Gourley
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 Ron Sauby
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Aberdeen

Jody Stanton

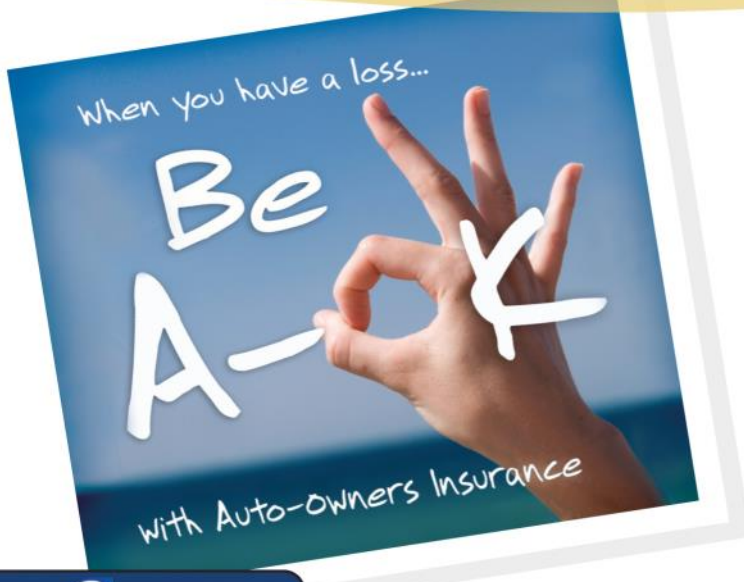
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 Jeanne Melhaff
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 Membership Renewal invoices.

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2016 SDMHA STATE CONVENTION

October 19 & 20

BEST WESTERN RAMKOTA, SIOUX FALLS
3200 WEST MAPLE STREET

WEDNESDAY, OCTOBER 19TH

7:30am - Registration Open

8:30am - **Customer Service that ROCKS!**

Duane Salonen, Dale Carnegie
A great opportunity to learn from the best Dale Carnegie trainer. This session will be the kick in the bud you need!

Noon - **Lunch with Keynote**,
Tina Beal, Wildly Passionate
Having passion in your life is a daily process. And it's simpler than you think!

1:30pm - **Owners & Managers**
Small Claims Techniques
Brian Majerus, F and M Properties
When do you start preparing for small claims? Learn the whys and how of preparing to win in court.

Owners & Regional Mgrs
Leadership
Duane Salonen, Dale Carnegie
Tried and true Dale Carnegie techniques to balance the difference between Leading and Managing people.

Maintenance
Appliance Upkeep & Repairs
Instructor TBD
Learn techniques to maintain and repair appliances. Saving your property time and money.

5:00pm **PROPERTY TOUR** (bus provided)

- **Stoney Hill Apartments**,
new construction, Rod's Property
- **Old School Apartments**
Rehab, Gourley Properties
- **Penbrooke Place**,
fire reconstruction, Hubbell Living

THURSDAY, OCTOBER 20TH

7:30am - Registration Open

8:30am - **Owners & Managers** (3hrs Required)
Fair Housing (NALP Designation Class)
Colleen Moran, Sioux Falls HR Dept.
The legal aspects and ramifications of Fair Housing in real estate.

Owners & Regional Mgrs
Budgeting, Financial Mgmt & Valuation
Loren Koepsell, Augustana College
Learn the key financial parameters involved in property valuations, understand your operating budget, capital costs and budgeting for them, and understanding how profit and cash flow differ from each other.

Maintenance
Maintenance Know How
Brian Wilhite, Elevate Living
Learn techniques to save time and money. One small adjustment and what it could mean to your property's bottom line.

Noon - **Round Table Lunch**
Owners, Managers, Regional & Maintenance should attend to discuss various topics. Past topics include: emergency preparedness, bed bugs, training new employees and pets vs. service animals

1pm - 3pm **TRADE SHOW**
Exhibit Hall
Opportunity to meet new vendors, catch up with friends and win prizes!

3pm - 5pm **CASINO & GAME DAY**
Exhibit Hall
Join in on the fun! Bingo, casino games, yard dice, plinko, and many more.

CE credit hours have been applied for with the SD Real Estate Commission.

REGISTRATION

All Day Wednesday (includes property tour) **\$75**
 All Day Thursday (does **not** include Casino) **\$45**
 All Day Both Days (does **not** include Casino) **\$110**

(if registering multiple people, please include a list of attendees on separate page.)

Or Pay Ala Carte**WEDNESDAY**

Customer Service	_____ X \$30	= \$ _____
Lunch - Wednesday	_____ X \$35	= \$ _____
Small Claims	_____ X \$25	= \$ _____
Leadership	_____ X \$25	= \$ _____
Appliance Repair	_____ X \$25	= \$ _____
Property Tour	_____ X \$20	= \$ _____

THURSDAY

Fair Housing	_____ X \$30	= \$ _____
Finance	_____ X \$30	= \$ _____
Maintenance	_____ X \$25	= \$ _____
Round Table Lunch	_____ X \$35	= \$ _____
Trade Show	FREE	

Casino/Game Day _____ X \$20 = \$ _____

TOTAL: \$ _____

INVOICE**CREDIT CARD****CHECK ENCL.**

Visa / MC / Am Exp.

Exp: _____ Sec. Code: _____ Zip Code: _____

Company: _____

Contact: _____

Address: _____

City: _____ St: _____ Zip: _____

Phone: _____

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Apartment Living Guide.....701-540-7128
Argus Leader.....331-2356
The Renter's Guide - MyRentersGuide.com.....221-1030
SiouxFallsRental.com.....940-5389**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
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Dacotah Bank.....367-6412**BUILDING SUPPLIES**Allied Building Products.....331-4410
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Menards East Side.....331-6405
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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
Home Federal Bank.....373-1331
MetaBank.....782-1820
Minnwest Bank of Sioux Falls.....323-3865
NorthMarq Capital.....402-343-0468
TCF Bank.....323-2560
Wells Fargo.....575-6355**FIRE & WATER DAMAGE RESTORATION/
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INTEK Cleaning and Restoration.....334-9716
Rainbow International of Sioux Falls.....271-1111**HARDWARE & MAINTENANCE SUPPLIES**Allied Building Products.....331-4410
Menards.....362-7159
Menards East Side.....331-6405
Moen.....800-628-0569**INSURANCE SERVICES**American Family Insurance (Orv Olivier).....336-6470
CorInsurance (Kendall Fisher).....977-5900
Priebe Insurance Agency, Inc. (Jerry Priebe).....323-2811
RentCollect Global.....619-204-2557
The Insurance Connection (Oscar DeVries).....339-3147
Trak-1.....402-934-6566
Wollman Insurance Group (Merle Wollman).....334-0004**LAUNDRY**BDS Laundry Management Co.....888-286-7810
Coinmach.....800-788-2005

LAWN CARE & LANDSCAPING

Everhart Landscaping.....	605-201-1551
TruGreen Lawn Care.....	334-1566
Kut & Kill.....	595-3161

LEASING SERVICES

Dakota Rentals.....	725-6250
On-Site.....	669-800-6272

LIGHTING SUPPLIERS

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

LOCKSMITH

Fred The Fixer.....	334-5411
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LOW INCOME HOUSING SERVICE

Adventure Homes LLC.....	877-510-1955
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
Pittsburgh Paints.....	515-230-6657
Sherwin Williams.....	212-0735

PATROL

Sioux Merchant Patrol.....	334-9357
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PET SERVICES

DooGooders.....	254-2145
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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

Alliance Properties.....	216-3906
Brooks Commercial Real Estate.....	261-2215
Integra Realty Resources.....	952-905-2406
Lee Schelling.....	582-2119
Magnum Capital & Real Estate Services.....	605-444-7103

REAL ESTATE SERVICES (CONT)

Mark Luke Real Estate.....	370-6770
NAI Sioux Falls.....	357-7100

ROOFING & SIDING

Specialty Roofing & Siding.....	261-9757
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RECYCLING & SANITATION

Novak Sanitary Service.....	338-7126
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REMODELING & HOME REPAIR

Denny's Appliance.....	261-9314
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
Sioux Falls Rental.com.....	940-5389
The Renter's Guide.....	221-1030

RESIDENT SCREENING

CoreLogic.....	855-296-7344
On-Site.....	669-800-6272
Screening Reports Inc.....	612-715-0135
Trak-1 Background Screening.....	402-934-6566
Western Reporting.....	800-466-1996

SEWER DRAIN CLEANING

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

Midco.....	800-888-1300
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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
ScreeningReports.com.....	612-715-0135
Trak-1 Background Screening.....	402-934-6566
Western Reporting.....	800-466-1996

TRAVEL

All About Travel.....	339-8911
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WATER DAMAGE RESTORATION

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

WEBSITE SERVICES

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

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



South Dakota

SDMHA Rental Review

Multi-Housing Association

PO Box 90327
Sioux Falls, SD 57109



CHANGE SERVICE REQUESTED