



ILA Legislative Report

Special Session - - -

The Iowa Legislature met in special session for a couple of days in early June. Much of the time was spent behind closed doors as the Democrats and Republicans of both the House and Senate met. The Democrats were working on their opposition speeches. The Republicans were putting the final touches on some complex legislation dealing with a large tax cut, a \$503 million Iowa growth fund, business regulation reform, and property tax reform.

Once the House and Senate Republicans reached agreement on these various issues, it was just a matter of getting the two bills, HF 692 and HF 683 printed, and hearing all the speeches made by legislators.

After a couple of weeks of speculation, Governor Vilsack has made his decisions about the two bills. On June 19th, Governor Vilsack signed both bills, but item vetoed sections of both bills. HF 683 was the grow Iowa values fund. Part of HF 683 contained a halt to the phased out sales tax on utility bills for Iowans. Governor Vilsack vetoed the language freezing the phase out. He noted that by vetoing the income tax reductions in HF 692, he didn't need the money saved on the utility taxes.

Of the most interest to landlords is HF 692, which contained not only the property tax reform bill but also other items. The property tax reform program now has the effect of having three counties try out the new system for a while to see how it works. The property tax reform tends to benefit people who hold on to their properties. For that reason, the Iowa Association of Realtors opposes the property tax changes. People buying properties would always pay higher taxes. The purpose of the property tax bill was not necessarily to reduce taxes. As a matter of fact, it was touted as being revenue neutral. The main reason for its passage was to prevent increasing market values from raising taxes.

Continued on Page 2 ...



Joe Kelly
ILA Lobbyist

Summer! Seems like you just get started, and the time has flown by. We want to wish you all a safe and very good Independence Day – and hope that you will get to celebrate at one of the many displays throughout the state. And while you are at it, get out the bar-b-que and grill some steaks, burgers and hot dogs for family and friends.

DIALOGUE WITH DIRECTORS



We have a lot of things to cover in this NewsBrief. We begin by expressing our gratitude and thank the speakers and vendors who were at the Spring Educational Seminar. A special thank you to Jetz Service Company, and A.Q. Allstate Pest Control who had product displays and information for the membership. We also want to thank the presenters at the seminar. In an article elsewhere in this Newsbrief, we will cover many of the things we did at the Seminar. And while we are thanking people, we would like to extend our appreciation to Mark Hanson who spoke at the June Breakfast Meeting on the issues concerning “Converting Apartments to Condos” – this was a very insightful and informative talk.

A couple of other things we will make note of in this NewBrief as well, are the importance of participating in the ILA PAC, and the success of Vacancy4Rent.com signage program.

And even though we are in the middle of summer, it is not too early to consider plans for the fall. We have already begun work on the Fall Education Seminar. We need to address those political issues both with the ILA PAC and our individual participation in the political process. And as fall approaches, we all have those pesky little projects we need to get done before bad weather sets in. So before anything else happens, I have some paint to stir. See you again next month.

This Month's July 2003 NewsBrief

- Dialogue With Directors
- ILA Legislative Report
- The Welcome Mat
- Breakfast Meetings
- Sign of the times
- Political Action Comm.'s
- e-Mail Updates
- Advertise with ILA

- Directors: • Dennis McDonald • Dave Sollenbarger
- WebSite: www.iowalandlord.org
 - Email: ilaservices@iowalandlord.org

Legislative Report... – Continued from Page 1 ...

The legislature wants taxes to go up only on the vote of local governments. If taxes need to go up, then local officials need to raise the rate, not depend upon other factors which confuse the public.

Even though realtors opposed the property tax reform measure and local governments also opposed it, Governor Vilsack has allowed the property tax measure to become law. However, the bill is only a pilot project for three counties for the next two years. What many people don't realize is that the property tax bill has an automatic sunset on June 30, 2005. In other words, if the 2005 legislature doesn't reauthorize this law, it will die on June 30, 2005, and will just be another in a long line of property tax studies in Iowa.

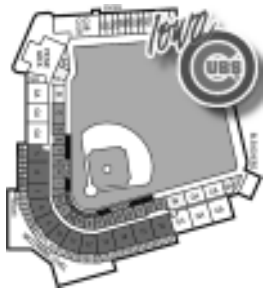
If the bill is reauthorized in 2005, and if so, with likely changes brought about by the implementation committee, it will affect properties beginning on January 1, 2006, with the first payment under the new system in the fall of 2007.

In the meantime, it's our job to keep alive the issue of changing the classification of rental property from commercial to residential.

Play Ball!

We wondered if a few drops would fall from those clouds, but baseballs flying from Cub's hitters were the only thing raining on the New Orleans Zephyrs on June 5th.

We had a great time! The returning Second baseman Bobby Hill provided most of the fireworks by a pair of hits, and drove in four runs in the 10-5 victory over New Orleans. The cool evening air did not dampen the spirits of the 5,118 in attendance.



Our tickets were great. We were right down the third base line, next to the Cubbies dugout, where you can see all the action. As we said, there is nothing like having a hot dog, your favorite beverage, and the sights and sounds of a Triple-A baseball game under the stars.

For our first outing, we were pleased that ILA members had a chance to see such a good game. We hope to do it again in the future.

Need to Rent ???
advertise your rental at:
www.Vacancy4Rent.com

E-mail Updates

Our lobbyist, Joe Kelly, periodically sends out e-mail consisting of updates of action taken by the Iowa State Legislature.

Many of you already receive this service. We would like to include you in this service, provided that you WANT it.

Since the ILA periodically sends out E-BULLETINS, we have accumulated a list of members with current e-mail addresses.

If you DO NOT want to have your e-mail address added to the Legislative

Updates, send (e-mail) us your e-mail address and a request NOT to be included on this list.

Send it to: ilaservices@iowalandlord.org

The Welcome Mat

The Iowa Landlord Association is pleased to announce the latest members to join ILA.

Members:

Alta Vista Properties - Waterloo, Iowa

Hanson Group - Des Moines, Iowa

Kaldenberg Enterprises - Newton, Iowa

Larry Schweizer - Des Moines, Iowa

Wedgewood Properties - Urbandale, Iowa

The Troika Group - Salt Lake City, Utah

Associate Members:

We encourage our members to use the knowledge and expertise of our Associate Members to help solve landlording issues and problems.

Duplex For Sale



319 E. Rose, DsM.

\$125,000.00

Good Rental History, Current Rental Certificates, 3 blocks from bus line, 2 bdrm up, 1 bdrm down, Newer AC & Heat.

Call John at:

515-225-2389

Spring Seminar

The 2003 Spring Educational Seminar was an evening full of information. Our speakers were informative, and gave us insights to issues we as landlords deal with day to day. Besides being informative, the topics were diverse.

ILA Director, Dave Sollenbarger spoke on the activities of the ILA PAC, and its importance to landlords. Being a political election year, the ILA PAC will be a factor in the upcoming races.

ILA lobbyist Joe Kelly gave a very detailed accounting of the activities during the past legislative session. He answered questions regarding the impact of the bills and new laws will have on the landlords, and influence they will exert on rental business practices.



Following Joe's talk, State Representatives Jim Kurtenbach and Kent Kramer gave an insiders perspective to the issues that Joe talked about. Both Jim and Kent detailed tax (and specifically property tax) issues for the membership. They explained the



legislative process and factors which influenced bill preparation, the law, and what future strategies will affect landlords. The Representatives answered many

questions from the membership about property taxes, and the roles played by the legislature, the county assessor, and the boards who determine rates.

Cynthia Ferrell, a Fair Housing Specialist from the Des Moines office of HUD informed the membership about rules and regulations concerning Fair Housing Laws.



Brad Janssen of A.Q. Pest Control gave a very timely report about the threat of mosquitoes and the West Nile Virus. He



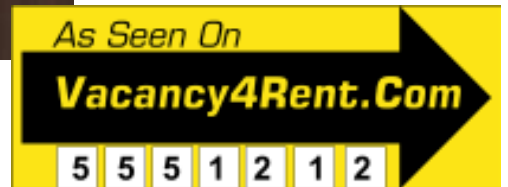
talked about the common sense remedies that landlords can do to help protect their property and tenants. He also provided pamphlets and handout information on the

subject. Additionally, he briefly covered the subject of termites and termite control.

To close the evening, Larry Tovrea and Gary Hendricks of the Thelowa.Net introduced the Vacancy4Rent.com signage program and answered questions concerning landlords advertising



on the Web. This presentation



started the successful "Big Yellow Sign" campaign that ILA is currently promoting for landlords to advertise vacant rental properties.

We would like to thank all the presenters and vendors who were at the Spring Educational Seminar. We are already setting up presenters and topics for the Fall Seminar in November. We hope to see you all there.



Political Action Committees

Do you feel a little uncomfortable when the discussion turns to political action committees (PACS)? That's a natural feeling. It could be that your only knowledge of PACS comes from the media. There's one thing you need to know about the media. Generally the media is jealous of any kind of citizen group organizing for political action. The media would rather try to have all the influence. They want you to be lazy and let them sort out which candidate you should support. Of course, generalizations like this one aren't always correct. The media tends to like so called consumer groups and neighborhood groups which tilt at the power of elected officials. But when it comes to money and politics, suddenly politicians and candidates are being "bribed and bought."

Let's look at the alternatives. How are candidates to pay for getting elected? Would we prefer that only rich people run for office? Would we prefer that our tax money be spent for elections and that no personal money of any kind be used for campaign expenses? Total public financing would assure that half your money would go to candidates whose positions are opposite yours. The groups that support total public financing of campaigns are the groups that can't raise money. They don't want you to raise any either so that they can have more influence than you.

Political influence does come in two ways: money and workers. Some of the groups that don't raise money do a good job of providing campaign workers: the

Soldiers' and Sailors' Civil Relief Act.

What every landlord should know about military tenants during wartime.

For the more than 200,000 military personnel called to duty this year, the deployment was an emotional strain as well as a financial burden. Certain federal laws offer aid to those reservists and members of the National Guard on active duty.

Sometimes when a member of the military becomes a new tenant, their lease may contain a clause for possible call to duty. Even if the lease does not include a clause for this possibility, service members may still not be liable for future rent.

Under the SSCRA, it allows military personnel to terminate leases and secure them from eviction, under certain conditions, when on active duty. To protect landlords, the lease must be terminated by a written notice mailed to the landlord or the landlord's agent after the call to duty has been received.

people who put up yard signs, man the phone banks, and get the mailings out. Is this activity somehow dirty, including the raising of money so that the necessary campaigns can be run? I don't think so. It's just democracy. What's wrong with a candidate proving that he or she can raise money? If a candidate's ideas are too far off the main stream, then that candidate will not be able to attract financial support.

The Iowa Landlords' Association has a PAC. Members should support it. The focus of the PAC is on city elections. The city of Des Moines has shown little respect for landlords. There is a perceived double benefit for the city in its position. The city is helping to balance its budget on the backs of landlords. Neighborhood groups think that the higher inspection fees will result in some kind of better service for them when they complain about bad landlords.

The landlords' PAC is all about leveraging your resources. Probably landlords aren't going to spend enough of their money individually to make a big difference in the city elections. When landlords pool their campaign contributions under the banner of a landlords' PAC, candidates for the city election will take notice. The size of your contribution is going to garner attention. The landlords PAC is like a huge marketing fund. If you do your job and make the largest contribution you can to the landlords PAC, you will be making an investment in the future of your business. To do nothing and allow conditions for rental properties to get worse in this city is not an option anymore.

SSCRA, as well as most lease military clauses, require that a copy of the military orders or an official letter from the tenant's commanding officer accompany the notice. The orders must specify when the move is to happen. Typically, termination of a lease will not be effective until 30 days from the next date the rent is due. For example, if you are given notice on July 2nd, the lease should not be terminated until August 31st.

Iowa law regarding military personnel recently changed. (SF359)

This legislation grants more protection to members of the armed services in Iowa. The legislation is pretty much the same as federal law on the same topic. Service members will be able to break leases which they have signed if they are called to active duty, and the amount of damages landlords can collect are limited. The new law does not affect those who offer month to month rental agreements. For those with longer term leases, the resident must pay rent for the month during which the notice was given and for the following month.

Sign Of The Times

They are popping up all over. We are very pleased by the acceptance of our new signage program for Vacancy4Rent.com. Many ILA member landlords have already taken advantage of the program. We have seen these signs sprouting on all sides of town. You may have seen them too!

Just two days after one member had placed a vacancy ad on Vacancy4Rent.com, they received an inquiry from INDIANA!

Because of the success of "The Big Yellow Sign" program, we are extending the "Sign Special" offer that we announced

last month though the month of July. Through July 31st, when you advertise on Vacancy4Rent.Com for one month, you get a second month FREE. The second month free coupon can be used for the original listing, or a second listing any time till the end of the year. Additionally, the fees have been waved for image placement for your vacancy with this offer. Furthermore, we will include for FREE a **Vacancy4Rent.Com** yard sign personalized with your telephone number so your potential tenants can contact you directly. Simply fill out the form on the back of this newsletter, and write across the top, "SIGN SPECIAL", and send with your \$50.00 ad fee for each ad you want to place. You only have until July 31st to qualify. Even if you don't have a current vacancy – your SIGN SPECIAL registration will validate you through the end of the calendar year for the program.

Under the SIGN SPECIAL offer, for every original Ad placement you make, you will receive a **Vacancy4Rent.Com** sign for your property plus the "coupon" to advertise your property anytime through the end of this year for free!. This is a great bargain



Breakfast Meetings !

July's Monthly Summer Breakfast Club Meeting will feature Des Moines City Councilman and Mayoral candidate – Frank Cownie. If you have any questions concerning city government or how it impacts your operation, this would be a good meeting to attend. July's meeting will be on the 15th, and then we will meet on August 19th. We finish off our meetings on September 16th. As a reminder, **all** of the meetings are on the third Tuesday of the Month. Breakfasts begin at 7:30 am at the Sec Taylor Sky Box, and the cost is \$10.00 per person (limit 25). We are sure you will enjoy our breakfast speakers, their topics, and information you will leave with.



Call Connie at 515-255-0675 to reserve your space or e-mail us at ilaservices@iowalandlord.org. We look forward to seeing you at our next activity!

for the landlords who have multiple locations or who have different management offices who need a different telephone number on the sign.

The Big Yellow Sign offers landlords a clear and easily recognizable message to the public that you have vacancies. It allows both small and large rental complexes a greater market presence. The personalized sign (with the telephone number of the manager) also permits the tenant to contact the landlord directly with questions or to set up appointments. The large sign (48" by 18") also drives potential tenants to the website where they can view ads about your vacancies and get complete descriptions about them.

Our goal is to have 250 or more signs in place on properties by the end of Summer. We are eager to get this program established, and by the enthusiastic response shown at the Spring Seminar, we know this will be a universal success for our landlords.



Need to Rent ???
advertise your rental at:
www.vacancy4rent.com

Would you like to list your property on the Iowa Landlord Association Apartment Rental Search but you're not on the Internet?



**Iowa Landlord Association
Apartment Search Service
Listing Form**

Make copies of this form, fill out the form and FAX to: 515-255-0675

You can mail or fax in your listing directly to our office if this would be easier for you.

To list your property, please fill out this form and send a picture of your property to our office.

Have you a rental property you wish to sell? Advertise it on the web site! Call us for details.

Interested in banner ads on our website?

ILA Rental Property Search Listing Rates

- Listing Prices = Members - \$50/mo., Non-Members - \$100/mo.
- Pictures/Logo inclusion = \$10/submission
- Picture/Logo image preparation (if needed) = \$35/hr.
- Photography Services = \$50 trip fee; \$35/hr after 1 hour; Materials at cost; Service available in the Des Moines metro and Polk County surrounding areas; Services are on a scheduled basis; Contact information@iowalandlord.org for arrangements.

Your Company: _____
 Your Name: _____
 Your Company Address _____
 Your Phone number for contact _____
 Property Address: _____
 Property City, Zip: _____

Monthly Rent Price: \$ _____ / Month
Number of Bedrooms: Studio/Efficiency 1 2 3 4+

Type of Housing: Condos, Townhomes, or Duplexes
 Unfurnished Apartments Furnished Apartments
 Single Family Dwelling Short Term Rentals Senior Community

Utility Arrangements: None Supplied Some Paid All Paid

Accommodations and General Amenities – Please check the items associated with this property:

Air Conditioning:	<input type="checkbox"/>	Dishwasher:	<input type="checkbox"/>	Wheelchair Accessible: ..	<input type="checkbox"/>
Microwave:	<input type="checkbox"/>	Stove:	<input type="checkbox"/>	Trash Compactor:	<input type="checkbox"/>
Balcony / Patio:	<input type="checkbox"/>	Refrigerator:	<input type="checkbox"/>	Garbage Disposal:	<input type="checkbox"/>
Dining Room:	<input type="checkbox"/>	Fireplace:	<input type="checkbox"/>	Pet Friendly:	<input type="checkbox"/>
Computer High				Laundry Type:	
Speed Broadband				<input type="checkbox"/> Washer / Dryer	
Internet Accessibility: ..	<input type="checkbox"/>	Cable Ready: ...	<input type="checkbox"/>	<input type="checkbox"/> Washer / Dryer Connections	
		Garage:	<input type="checkbox"/>	<input type="checkbox"/> Laundry Facility	

Community Accommodations and Amenities

Club House:	<input type="checkbox"/>	Storage Facilities: ..	<input type="checkbox"/>	Gated Access:	<input type="checkbox"/>
Public Transportation: ..	<input type="checkbox"/>	Tennis Courts:	<input type="checkbox"/>	Playground:	<input type="checkbox"/>
Fitness Center:	<input type="checkbox"/>	Swimming Pool:	<input type="checkbox"/>	Whirlpool / Spa:	<input type="checkbox"/>

Run Dates of Your Listing

Date Begin: _____ Date End: _____

Your Email Address:

Additional Information About This Rental:

**** Don't Have A F.A.X. - - Just copy and mail your form to us. ****



(HINT! For the cost of an ILA membership - Non-members can purchase their membership, save money and experience ALL the benefits of ILA membership!)

Need to Rent ???
 advertise your rental at:
www.vacancy4rent.com