



# December 2006

## IOWA LANDLORD ASSOCIATION NEWSLETTER

### ILA LEADERSHIP AND CONTACT INFORMATION

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### From The Desk of the AE

Thank you to all who attended the ILA Trade Show put on by the vendor council. A special thanks to vendor council co-chairs Tom Newton, from Gorman Roofing Services, Rocky Sposato, from Tubwrx, and Melissa Johnson, of Olde English Village, for all their hard work. It was a great success and we all look forward to next year's trade show.

We hope everyone had a safe and enjoyable Thanksgiving. We are the greatest nation in the world and

therefore we definitely have a lot to be thankful for.

We look forward to seeing you all at the next ILA event. Keep checking the ILA website for updates.

We wish you a happy and safe holiday season!

From the ILA Staff



### New Members

RB Long Investment Group, Steve & Brenda Long, Colfax  
Chetwynd Apartments, A. J. Palmgren, Des Moines  
Timothy & Tammy Bartlett, Des Moines  
R & K Services, LLC, Kay Stubblefield, Des Moines  
College Avenue, LLC, Sharon Conte Vice President, Simi Valley, California

### New Vendor Members

Sudzy's Carpet Cleaning, Waukee  
Tenant Date Services, Inc., Lincoln, Nebraska



## New Vendor



### Sudzy's Carpet Cleaning

Loyalty! We started Sudzy's knowing that loyalty is how we succeed. Our customers know they are our first priority. Once you give us that chance, we will not only become business partners, but someone you can count on for years to come. You find out that we actually show up when you need us, we clean your carpets above your standards, and we do it at costs that you can say are very fair. I'm the owner and I will be at every job.

Mike Sudman  
(515) 987-4529

### ILA Vendor Members Help Build Home

ABC TV's *Extreme Makeover: Home Edition* came to Iowa to build a new home for Shawn and Amy Kibe and their three sons in Tama County. A fire just days before Christmas 2005 forced the family to move into a tiny one bedroom rented camper on their property.

With 104 hours to complete the home, an army of contractors and trade partners only needed 93 hours to complete the job. Every item needed for the home was donated—from the shingles to the nails. Over 200 companies throughout Iowa donated materials, food and man-hours for the success of this project.

Your Iowa Landlord Association had three of its vendor members participating in this exciting event helping to build the dream home for the Kibe family. These vendors were: Gorman Roofing Services, Inc., Baker Electric Company and Beisser Lumber. Gorman Roofing volunteered to install the roof on the porch on the front of the house, Baker Electric Company installed the entire electrical system and Beisser Lumber furnished manpower, equipment and materials.

Congratulations to our vendor members.

### ILA Legislative Report

Joe Kelly  
ILA Lobbyist



It was a big election for Democrats. For the first time in 42 years, the party controls the Iowa House, Senate, and the Governor's office at the same time. It was 10 years of Republican control of the Senate. The House Republicans had a 14-year ride. But, in Iowa, power at the legislature does shift. Voters in Iowa, in recent times, tend to give a party about a decade of control.

Democrat Chet Culver will be Iowa's governor. He's forty years old and is a former lobbyist, high school teacher/coach, and was

### Late Fee Limits in Iowa

Over the recent past, we have received numerous questions from members about what and how they can charge for late fees.

What amount can we charge? Maximum of \$40 per month on any amount of unpaid rent for a single month as long as any single day's late fee does not exceed \$10.

How do we base our late fee amounts during a given month? This is up to the landlord. We could charge \$10 on the first day that the rent is late and \$10 for the next three days that it is late. We could charge \$2 a day for each day that it is late up to a maximum of \$40 in any one month. We could charge \$5 each day that it is late for the first five days and then drop the amount to \$1 a day for each late day after the 5th day until we have accumulated the maximum of \$40 for the month.

secretary of state for eight years. Culver effectively used the secretary of state position to visit all areas of the state, making contacts that assisted him in the governor's race. Jim Nussle, a former congressman for 16 years, was not helped by that background in this mood of dissatisfaction with Congress.

Next month, we'll report on what the results mean for Iowa landlords in 2007.



## ILA TRADE SHOW

The first annual ILA Trade Show was a complete success! Approximately 100 landlords, managers, leasing agents, maintenance staff and owners came to see 23 ILA vendor displays and products. Many door prizes were given away throughout the day at each vendor's booth. A final grand prize of a 42", high definition TV was given away at the end of the trade show.

We would like to thank the following participating vendors for a job well done and hope to see them all back next year along with new vendor members:

Apartment Finder  
Tubwrx  
Stitzell Electric Supply Co., Inc.  
Furniture Options  
Marriott Execustay  
Sherwin Williams  
Qwest  
Gorman Roofing Services, Inc.  
Beisser Lumber  
Cort/Instant Furniture Rental  
A + Lawn & Landscape  
State Farm Insurance  
DeWitt Painting  
*The Des Moines Register*  
Allstate Gutter, Inc.  
Jetz Service Co.  
Flooring Warehouse  
Vacancy4Rent.com  
Tenant Data  
Artistic Waste Services, Inc.  
Kness Signs  
Sudzy's Carpet Cleaning  
Comfort Products Distributing



Tom Newton, Gorman Roofing Services, Inc. displayed his kick-off booth in Cyclone style.



ILA members visit vendor booths at the trade show.



ILA Association Executive, Dennis McDonald, TV grand prize winner Jo Stewart of R & K Properties, and Dave Sollenbarger, ILA President. Congratulations, Jo!

## Free Seminar

### Free Leasing Seminar

This seminar is brought to you by ILA vendor member, Furniture Options. Class will be held Wednesday, Dec. 13, 2006, from 9 a.m. to 5 p.m. at Furniture Options. They are located at 3201 99th Street in Urbandale. Breakfast and lunch will be served.

Jennifer Goetzinger will be the class instructor. Jennifer has over ten years of apartment management and leasing experience. For more information, please call (515) 251-4100.

Remember, this is a free seminar and space is limited. So call Furniture Options today. This is a great class for new leasing consultants.



## December 2006

S	M	T	W	T	F	S
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3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

- 12 Executive Committee Meeting  
11:30 a.m. OEV Office
- 13 Free Leasing Seminar  
9 a.m. to 5 p.m. at Furniture Options
- 16 Hanukkah
- 21 Vendor Council Meeting 4 p.m.  
Coaches Corner (Old Fratello's)
- 25 Christmas—ILA Offices Closed

## January 2007

S	M	T	W	T	F	S
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7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

- 1 New Year's Day—ILA Offices Closed
- 9 Executive Committee Meeting  
11:30 a.m. OEV Office
- 15 Martin Luther King Jr. Day
- 18 Vendor Council Meeting 4 p.m.  
Coaches Corner



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