



March 2007

IOWA LANDLORD ASSOCIATION NEWSLETTER

ILA LEADERSHIP AND CONTACT INFORMATION

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Education Committee Chair
To be announced

Membership Committee Chair
To be announced

Some committee positions are available. This is your opportunity to get involved! Contact Connie at 515-255-0675.



From the Desk of Your Directors WHAT IS NEW WITH THE IOWA LANDLORD ASSOCIATION

After much consideration, it has been decided to discontinue our affiliation with the National Apartment Association. Discontinuing this affiliation with the NAA will enable us to lower annual member dues. The following dues structure will be effective for new members and for existing members upon the anniversary date of your renewal:

1-34 Units \$100

35 or more Units \$200

Plus 25 cents per unit (1/2 of last year's price)

Vendor membership \$235

Services and events should remain similar to those in the past with some improvements.

The prospective tenant screening service for the reporting of court records and criminal history will continue as in the past with no increase in price.

This monthly newsletter, which keeps us informed of functions and events important to our industry, will continue as in the past.

The Association website www.iowalandlord.org will continue as in the past with more timely updates.

In lieu of numerous requests, our traditional educational seminars will be restored with dynamic speakers and the opportunity to bond with fellow industry members. (The planning of a spring seminar is in the works.)

We will lose the NAA Units Magazine after your renewal anniversary date.

We will continue with events such as the golf outing, member family picnics, charitable events to promote landlord public relations, hockey night and others, as members would like.

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New Vendor Members

Farrell Electric, Marty Farrell, Des Moines
Custom Window Creations, Jamie Papian, Johnston
Transworld Systems, Inc., Steve Burgett, Business Consultant, West Des Moines

People on the Move

Tammy Hutzell is the new Manager at Fort South I and Fort South II Apts.

New Members

Jeanne Rutz, Clive
Marshall LLC, Richard Marshall, Pleasant Hill
Premier Home Network, Inc., Corey Kautz, Urbandale
City View Apts., Brandie Woodyard, Manager, Red Oak, Iowa
Valley View Apts., Brandie Woodyard, Manager, Shenandoah, Iowa

NEW VENDOR



Established in 1998, Custom Window Creations specializes in residential and commercial siding, windows and doors for both new construction and replacement/remodel projects.

Past projects range in size and scope from standard residential installations to large, multi-unit apartment rehabilitation and new construction installations.

As a preferred contractor and installer for several distributors, you can count on us for competitive prices, guaranteed installations, and personalized service. Our professionally-trained staff believes in customer satisfaction and works one-on-one to meet your needs, on time and on budget. You'll always be impressed with the quality work we deliver! Contact Jamie Papian at (515) 988-5989 or jpapian@msn.com.

ILA Legislative Report

Joe Kelly
ILA Lobbyist



The legislative session is just a few weeks old, and we're already involved in six issues. First, we won't know until later in the session whether anything will be done in the matter of property tax reform. For those of you with properties larger than a duplex, you know the issue. Your classification as commercial properties means you're paying very high taxes, twice what single family homes, duplexes, and condos are paying. The Governor's Property Tax Commission is recommending another study, this one to be conducted by an impartial accounting company. The proposed fee would be a million dollars. The Commission is also recommending a 25 million dollar property tax rebate that would go to about 90,000

HF 57 is a bill introduced by Rep. Pam Jochum (D- Dubuque). HF 57 would disallow a 60 days' notice of non-renewal of a lease in a manufactured housing community. HF 57 would require that "good cause" be given to use a 60 days' non-renewal. So far, HF 57 doesn't affect rental housing under 562A. However, an amendment to this effect is always possible. SF 119 is another bill dealing with security deposits. The University of Iowa student government had SF 119 introduced, which would make the security deposit law more onerous for landlords. The bill would change the "bad faith retention" language in 562A.12 (7) to "wrongful" retention. This is obviously a lesser standard to prove in court and would punish landlords for honest mistakes. The proposal would also set up a presumption of wrongful retention if the landlord did not respond to the resident within 30 days. If the landlord loses the lawsuit, the proposal would give the judge the authority to impose a penalty which would be the greater of \$500 or twice the security deposit. There is a

commercial property taxpayers. That's about \$275 per taxpayer. It's being touted as an act of good faith. All of these items are recommendations. Governor Culver has endorsed the 25 million dollar rebate and made it a part of his budget. However, the final say rests with the legislature. Here are other bills we're involved with: SSB 1079/HSB 64—These companion bills are from the Iowa Judicial Branch. The bills include a section which would increase the time courts have to schedule an eviction hearing from 7 days to 14 days. SSB 1086/HSB 61—These bills are introduced by the Iowa Treasurer, Mike Fitzgerald. The bills contain a provision which would classify unreturned security deposits as unclaimed property. It would require landlords to hold this money for two years instead of one. Then, the landlord would be required to send the unclaimed security deposits to the state of Iowa.

House Commerce subcommittee meeting twice a week on the issue of energy. Among numerous issues discussed, the subcommittee is interested in ways to get residential rental owners to upgrade their properties to become more energy efficient, such as purchasing newer furnaces, doing more insulation, etc. We have informed the subcommittee chairman, Nathan Reichert (D- Muscatine), that we prefer incentives to make these changes rather than mandates. Finally, we're working with Rep. Tom Schueller (D- Maquoketa) on the issue of requiring that a rental property be registered with the utility once and not have to notify the utility every time the tenancy changed, as is the current law.

Update Resident Information Regularly

Rental owners and managers often fail to update information about their residents when renewing a lease or at least once a year (on the residents' anniversary date). When an individual initially applies to lease, he provides the landlord with information such as employment, occupants, pets and emergency contacts.

The landlord should ask residents to fill out a new rental application with updated information once a year. Consider making it a condition of receiving an anniversary bonus, if you offer one. It is especially important to update employment information. This is helpful if a resident does not complete the terms of the lease, but vacates and still owes money. If the court renders a judgment in favor of the landlord, the landlord can begin a wage garnishment proceeding against the former resident to collect the money owed.

Update the license number, model and year of a resident's vehicle. This eliminates any confusion as to the ownership of vehicles on the property. In addition, this provides a way for landlords to track residents who vacate prior to the end of their leases.

Personal contacts that residents list in case of an emergency may not be accurate a year or two later. This information is important in the event a resident leaves without properly ending his or her lease. An address or telephone number of a relative or friend may be vital in finding a former resident.

Continued from page 1 ...

We will continue to be a strong voice in the legislature with our lobbyist and such events as "Landlord Day on the Hill," our legislative committee and the Political Action Committee.

We are planning another vendor trade show to promote the services and products that our affiliate vendor members provide to us.

We are working on expanding and improving our volunteer committee structure to help improve services, events and the needs of the membership. Get involved! Call Connie to volunteer at (515) 255-0675.

We will continue to provide many forms needed in renting residential property.

We will continue to provide consultation to assist you with questions related to running and maintaining residential rental property. If a question comes up that is of concern to several ILA members, we will obtain legal advice and pass it on to all members.

Certified educational classes through the National Apartment Association will still be available.

After 27 years of valuable service to the residential rental owner and manager business, we look forward to the continued support from you as we grow together for the betterment of our industry.

—David Sollenbarger, President and Director

—Dennis McDonald, Treasurer and Director



NEW VENDOR



Steve Burgett can help you collect on your delinquent and slow-paying accounts! Transworld Systems is a collections company with 37 years experience and 60,000 clients nationwide. Transworld is home of the **GreenFlag Profit Recovery System**. Their recovery rate is "the highest in the industry" (according to *Barron's*). They achieve that recovery rate at "a fraction of the normal cost" (according to *Fortune Magazine*). Transworld is not a percentage agency, so they do not keep a percentage of your money. Instead, they charge a flat fee per account, which equals an average cost of collection of only 7%. You can reach Steve at Transworld Systems, Inc., West Des Moines, Iowa, (515) 226-9394 (Office), (515) 321-4324 (cell) or Steve.burgett@transworldsystems.com.



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March 2007

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11 Daylight Saving Time Begins

15 ILA Vendor Meeting—Location to Be Announced

17 St. Patrick's Day

April 2007

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6 Good Friday

8 Easter

25 Administrative Professionals Day



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