



IOWA LANDLORD ASSOCIATION NEWSLETTER  
www.iowalandlord.org

April 2008

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#### From the Desk of Your Directors

On March 1, the Iowa Landlord Association was a first time participant in the Juvenile Research Foundation Walk to Find a Cure for Diabetes. We were able to raise over \$300 to help the organization to find a cure. We look forward to growing ILA's participation in the walk next year!

New this year are the General Membership Meetings, held each month on the third Thursday at the Okoboji Grill in Johnston. So far this year, we have covered the topic of maintenance plans and had a legal question and answer session with Mark Hanson, attorney. We also took nominations for the offices of President, Vice President, Secretary and Treasurer for the association. The

attendance at these General Membership meetings continues to grow each month and the networking, suggestions and comments being shared are reason enough to never miss a meeting. We look forward to seeing you at the next meeting. Due to the Spring Educational Seminar and Trade Show on April 17, the next General Membership meeting at Okoboji Grill will be May 15.

#### Spring Educational Seminar and Trade Show

We are very excited about the speakers that will be presenting at our Spring Educational Seminar and Trade Show. See page two of this newsletter for all the details and registration information.



#### Welcome New Members

Reinhardt Properties - Holly Reinhardt - Des Moines

#### New Vendor Members

Kitchen & Fireplaces - Urbandale (Read all about their services on page 2.)

Adventure Lighting, Inc. - Des Moines (Read their introduction on page 3 of this newsletter.)



## NEW VENDOR



Kitchens & Fireplaces was founded in 1923 and is now one of the largest kitchen and bathroom distributors in the Midwest supplying builders, remodelers, homeowners and distributors with quality products for kitchens, bathrooms and fireplaces. We carry cabinets, countertops, fireplaces, hardware, wood flooring, organizational solutions, appliances and much more. Buying in large volume, we are able to pass this savings along to you. For more information contact Ray Moore at (515) 333-7295 or email at [rmoore@ckfco.com](mailto:rmoore@ckfco.com). He will work with you to match your budget and style, making your needs a reality. Kitchens & Fireplaces showroom is located at 11271 Meredith Drive, Urbandale, IA. (515)270-6558, [www.ckfco.com](http://www.ckfco.com)



### SPRING EDUCATIONAL SEMINAR AND TRADE SHOW

Make your reservation now! April 17 is the date for the ILA Educational Seminar and Trade Show. We have a great line-up of speakers scheduled for this event. The seminar will start with registration at 8 a.m. and continue until 3:30 p.m. at the Holiday Inn Downtown, 1050 6th Avenue, Des Moines. Cost of this seminar is \$45 for ILA members and \$60 for non-members. Non-members will receive \$60 off their membership fees if they join at the seminar. Lunch and refreshments are included in this price.

Our vendor members will hold a trade show during the seminar with interesting displays, handouts and gifts. This is a seminar and trade show that you do not want to miss.

Call Connie at 255-0675 or email us at [ilaservices@iowalandlord.org](mailto:ilaservices@iowalandlord.org) to reserve your space. So that we may provide the caterers with an accurate food count, please make your reservations no later than April 10.

Please remember to

**R.S.V.P.**

Our speakers include: Ron Bugenhagen of MidAmerican Energy who will talk about "The Green Rewards of Energy Efficient Rental Housing," Gordon Kratz will speak on "Effective Communication Techniques," and Tom Good with the Iowa Civil Rights Commission will talk about Fair Housing and Discrimination. Officer Larry Rogers with the Des Moines Police Department will again have a booth at the trade show as well as giving a talk about Crime-Free Housing. Mark Hanson, Attorney with Whitfield & Eddy Law Firm, will be presenting a legal clinic with a question and answer session and Joe Kelly, Lobbyist, will update us on current 2008 legislative issues.

Realtors, you can receive credit hours toward continuing education. Remember to include an additional \$10 with your registration fee for this requirement.

### Secrets to Landlord Success

- 1) Remember, being a landlord is a business not a hobby.
- 2) Know Iowa landlord-tenant laws.
- 3) Set up a system for handling service and repair calls promptly.
- 4) Never rent your property until it is completely ready to occupy.
- 5) Qualify the prospective tenant based on what they can afford, not what he/she tells you they can afford.
- 6) Always use the best rental applications and agreement forms you can.
- 7) Make sure your tenants understand all rules and regulations.
- 8) Remember, you owe your tenants fairness not friendship.
- 9) Treat all aspects of the rental business in a business like manner using the same criteria for all.



Hill during the middle of February. Our work is never done.

Respectfully submitted by Pat Knueven, ILA Legislative Chairman



### LANDLORD DAY ON THE HILL

Members from across the state braved the weather and bad road conditions to come to Des Moines for our annual gathering with our legislators.

Our thanks go out to Tony Jacobsen, President of Landlords of Iowa, and Joe Kelly, our lobbyist who helped arrange the event. Representative Doug Slruyk from Council Bluffs came to address our group and discussed the various proposals that are coming forward from both bodies of the legislature. Most of them are not good. That is, not good for hard-working, honest, landlords.

After lunch, we proceeded to the Capitol to talk with our representatives and senators about these dreadful proposals that keep coming forward. It was a very good day for our members in attendance and it let the legislators know that there really are allies behind Joe Kelly, able, ready, and willing to help Joe out on these issues. That is what the Day on the Hill is really about. How we as a group can make a positive difference. There certainly is strength in numbers and we ALL need to do our part.

If you are not getting Joe Kelly's constant updates on all the bills that are being presented pertaining to our business, you need to let Joe know that you want to be included. His e-mail is: [joe@iamha.org](mailto:joe@iamha.org). Do it today. Joe can also be reached at (515) 265-1497.

Next year we will again have a day on the



ILA Lobbyist Joe Kelly and Representative Doug Slruyk from Council Bluffs speak with our group during Landlord Day on the Hill

### ILA ELECTION OF OFFICERS

Your Association is looking forward to additional new talent in the leadership of the ILA. Nominations were taken for the offices of President, Vice President, Secretary and Treasurer at the February and March General Membership meetings. Current President Dave and Treasurer Dennis will still be active in your association by contributing as board members. Because all members could not be present at the meetings, we would like to extend the nomination process to all regular members.

Please look for a separate mailing that will contain a ballot form with space for write-in nominees as well as your vote. Please return this to us as soon as possible so that we might introduce your new officers at the seminar. On the other side of this mailing, for your convenience, you will find the registration form for the April 17 Educational Seminar and Trade Show.



## NEW VENDOR



Adventure Lighting, Inc. has been specializing in the sale of lamps, ballasts and fixtures to the commercial/industrial market of central Iowa since 1980. Locally owned and operated by Jack & Sue Huff, our knowledgeable staff, with over 50 years of combined experience, will assist in locating hard to find bulbs or fixtures and help set up energy audits to lower your utility bills. Call and ask us about the MidAmerican Energy rebate program. Together we can help you upgrade your lighting to more efficient bulbs and ballasts and "save some green." Please visit our website at [www.adventurelighting.com](http://www.adventurelighting.com) Business hours: M-F, 7:30 a.m.-4:30 p.m., Ph: (515) 288-0444, Fax: (515) 288-1934.

## April 2008

S	M	T	W	T	F	S
		1	2	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			

- 3 Vendor Meeting - 4 p.m.  
Okoboji Grill - Johnston
- 17 Spring Seminar and Trade Show  
Holiday Inn Downtown  
8 a.m.-3:30 p.m.
- 20 First Day of  
Passover
- 23 Administrative Professionals Day

## May 2008

S	M	T	W	T	F	S
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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

- 15 Vendor Meeting 4 p.m.  
Okoboji Grill - Johnston  
General Membership Meeting  
5 p.m. - Okoboji Grill - Johnston
- 26 Memorial Day - ILA Offices Closed



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