



IOWA LANDLORD ASSOCIATION NEWSLETTER
www.iowalandlord.org

September 2008

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From the Desk of Your Directors

We would like to thank all of you who attended the first ILA miniature golf outing. We had lots of fun and gave away numerous prizes. See full details and pictures on page three of this newsletter.

We would like to welcome Karen Goldsworth, with Strauss Safe and Lock, as the new co-chair of the vendor committee. Karen will be working with co-chair Gordon Kratz, of United Services, as vendor membership liaison and will help to plan vendor sponsored events. Welcome, Karen!

We would like to thank Jamie Papian, of Custom Windows and Siding, for all the time and good work he did as the former co-chair of the vendor committee, and

we still look forward to his support during our trade show and other vendor activities. Thank you, Jamie!

Our next vendor meeting is Sept. 18, 4 p.m., at Okoboji Grill in Johnston; followed by the general membership meeting at 5 p.m. There is no cost for this meeting. We welcome all ILA members to attend the meeting and a social hour, followed by a discussion and the planning of our upcoming ILA Fall Educational Seminar and Trade Show.

Be sure to watch for all the information and pictures of our ILA Family Picnic in the October Newsletter.

Do you have a product or service provider that you are quite pleased with? If so, invite them to be a vendor member of the ILA. You will be helping them to expand their sales, as well as bringing valuable services to your fellow members. Our vendor partners not only provide products and services, but their support of your association helps us to provide educational events and activities to the membership.

HAPPY LABOR DAY

WELCOME NEW MEMBERS

Mary Maloney - Des Moines
Langenberg Enterprises LLC, James
Langenberg - Baxter



People on the Move

Lori Schleicher is the new manager at **Bristol Apts.** and **Hamlet Apts.**

Alyssa Ennen is the new assistant manager at **Hamlet Apts.**

Kim Fjelstad is the new assistant manager at **Fenway Manor Apts.**

CONGRATULATIONS!

Tenant Tips

Renters' Insurance

There are many ways for damage to occur in an apartment. Some of them include fire, smoke damage, bursting water pipes, water from air-conditioning units or hot water heaters, or a power surge causing damage to appliances or simply forces of nature such as flooding and tornados. These perils can cause a loss that can be financially devastating to a tenant without renters' insurance. Are your tenants prepared to lose everything due to negligence from one of their neighbors? What would it cost to replace all of their personal belongings? If they do not have renters' insurance, all this is food for thought.

In many cases insurance can be purchased for pennies per day depending on their coverage. Have your tenants contact their insurance agent for more information. You will be doing them a favor.



MEET AN ILA VENDOR

Rental Property Replacement Windows Have More Economic Value Then Ever

With the price of gas at the pump pushing over \$4 a gallon, and heating oil, propane and natural gas on the rise, people are very energy conscious these days. Replacing old leaky windows with new energy efficient windows makes good economic sense; no matter which end of the rental property market a person happens to be from.

New replacement windows also add inherent value by way of making a property more attractive, from a maintenance stand point, to prospective renters and perhaps further down the road, prospective buyers.

No other point in the entire real estate marketplace is so widely agreed upon among buyers, sellers, analysts, brokers and realty companies, then when making improvements to rental properties no other single product adds to the value (and salability) of a property as much as investing in new replacement windows.

Sounds easy enough ... replace the windows, save money, improve your rental property. Enter the vast amount of "experts" in the window

While home owners have their personal needs and tastes, the needs of commercial property owners can be more complex. Commercial owners have to be mindful of making improvements that are not only cost effective and energy efficient, but also that those improvements are appealing to current and future tenants.

Custom Windows and Siding will meet your needs and provide what we promise; fair and accurate pricing, quality products and proven experience.

Custom Windows and Siding, Inc. Jamie Papian, Owner, (515) 745-8500.



field, so many claiming to know all the answers, so many saying that their product is the right one, the best choice, the best value for your dollar. The one thing that stands out is that every contractor can't be right—right?

Whether you are building a new structure or renovating an existing building, you can count on Custom Windows and Siding for quality products and proven experience.

Our knowledgeable staff has extensive experience working closely with architects, builders and property owners. We understand that commercial property owners need contractors who are professional, well-proven and capable of handling large volumes of work with smooth efficiency. We also understand the importance of providing the best product within the allotted budget.

Fall Maintenance Tips

Now is the time to start preparing your properties for winter. Remove leaves from the grounds and rain gutters. Inspect and prepare heating equipment. (Now is also a good time to double check all smoke detectors and see that they have working batteries.) Make sure air conditioners have been removed from windows and all operable storm windows are in place. Don't forget to caulk those expensive air leaks and put weather stripping on outside doors. Take care of any winter pool maintenance that is necessary. Make sure you have your snow and ice removal plans finalized.



Miniature Golf Outing

Thank you to all who attended the ILA miniature golf outing at Longview Golf Centre.

Congratulations to all our winners. First place went to Steve Archer of Factory Direct Appliance who was 3 under par. Steve received a gift certificate to Okoboji Grill. Second place, with a gift certificate to The Library Cafe, was Mary Knueven. We had a tie for third place with Rena Merritt of Jacobs Place Apts. and Dick Baskerville receiving gift cards to QuikTrip.



Additional random drawings were held and the gift winners were Beth McDonald with the Des Moines Register, Kayla Lehs and Lucas Archer.

After our 18 holes of golf we were treated to a hotdog supper. A special thank you to the Longview Golf Centre staff for manning the grill.

*Thank
you*

We look forward to another successful miniature golf outing next year!



Winner Steve Archer gives golf tips to his sons, Lucas and Alex.



Jayden Moore helps his grandfather, Dave Sollenbarger, ILA Director, with his putting.



Rylee Sievers was a good sport as she modeled her high score prize of a golf ball nose!

Meet a Vendor

Factory Direct Appliance evolved from a wholesale appliance distributor, based out of Kansas City, to owning seven of the Midwest's largest appliance showrooms. We carry all major appliance brands and offer them to customers at significantly discounted prices. Our sales staff is the best, due to rigorous training, as well as their desire to offer the best customer service in the industry.

Our Des Moines showroom has on display a vast selection of appliances, including cook-tops, ovens, dishwashers and washers/dryers from over 50 manufacturers. Many appliances are displayed in custom-designed kitchen vignettes, allowing you to better visualize them in your properties.

We offer delivery, installation and service on all appliances purchased at any of our showrooms. These departments are all in-house, ensuring a timely and professional job from start to finish.

Contact Steve Archer at (515)253-2600 or sarcher@kcfda.com

September 2008

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1 Labor Day ILA Offices Closed	2	3	4	5	6
7 National Grandparents Day 	8	9	10 National Assisted Living Week 	11	12	13
14	15	16	17	18 Vendor Meeting 4 p.m., Okoboji Grill Johnston General Membership Meeting, 5 p.m. Okoboji Grill	19	20
21	22	23	24	25	26	27
28	29	30				



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