



UPDATE

*The Voice of the
Washtenaw, Livingston,
Monroe, and Lenawee
County's Rental Housing
Industry!*

Volume 33, Issue 3 — March 2016

Always available at www.wa3hq.org

Doug Chasick - April 21, 2016

Save 40% on Education and Lunch

Promo Codes Deadline LEAPs forward to March 21, 2016

Education Trade Expo and Maintenance Mania



April 21, 2016 * Weber's Inn * 11:30 to 5:30
TRADE EXPO CARNIVAL w/prizes

**Education Keynote Lunch:
Doug Chasick - The Apartment Doctor**

**Topic: The Care and Feeding of an
Attitude of Gratitude**

You are what you think." "Attitude is contagious" "Life is short – eat dessert first" All familiar sayings, right? Sometimes it seems like only yesterday that the Christmas lights were twinkling and everyone was full of holiday cheer, concerned about their fellow men and women and gracious and just happy to be here, right? So what the heck happened? Seems like the further we get into the year, the further we get into ourselves. Let's pause for a few minutes to remember who and what we have in our lives and how fortunate we are and then remember how good it feels to let people know how grateful we are to have them in our lives, OK?



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• **Cost for Trade Show Carnival 1:00 to 2:30:**
Free to members/\$30 nonmember

• **Booth Space Cost:**

\$265 member/\$465 nonmember

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President's Message: by Kristine Siemieniak

Hi Everyone,

I would like to remind everyone of the upcoming events and education and hope to see you at them!

Our next General Membership meeting is a break-fast meeting at Weber's on March 17th at 8:00 am. Our speakers on that morning will be Greg Brown from NAA, Senior VP of Government Affairs and Mia McNeil, our PMAM Lobbyist from Kelly Cawthorne.

On April 12th we have a 3 hour Fair Housing class with Jim Gromer at Kapnick Insurance. If you have not taken this Fair Housing class, you should. Jim Gromer helps make this dry subject not so dry. The Fair Housing Certificate that you will receive at this class is necessary if you are ever targeted for a Fair Housing claim. Make sure you and all your employees comply.

And if you have not yet signed up for the Education and Maintenance Mania, do so soon (see page 1 and 3 for more info) This year's theme is **CARNIVAL**, it should be an exciting day!!

Happy March Madness, GO SPARTANS!!! Until next month, Kristine



Office Message: By Alice Ehn and Melinda Kaus

What is an IRO?

IRO stands for Independent Rental Owner. Generally it is the owners that are actively involved in managing and/or running properties that they either own directly or in a partnership with small groups of investors. Many own single-family properties or duplexes but they can also own 300+ properties. The level of experience for an IRO varies greatly from those just getting started in the rental housing business to those that have made it their life's work. The value of membership to the small independent rental owner is very important. Being in a group that is fully focused to best practices for rental housing, helps improve the professionalism of the entire industry. Please communicate the benefits of membership to your peers that are not yet members and help the association grow. Make the industry better for everyone by helping others understand the best way to do business. Our new product is focused on the independent rental owner with less than 20 units but is available online to any of our members.

To help facilitate the growth of this important subset of membership we have interest groups for the owners of properties. Sign into the website and get signed up for the this im-



Produced By:

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734/663-1200; FAX 734/821-0497 Email: info@wa3hq.org

Deadline:

15th of the month for next month's publication to newsletter@wa3hq.org. Submit all materials to Alice Ehn, Executive Officer

2016 Directors:

- Kristine Siemieniak, *President*, Wilson White Company, 734-995-0600
- Terri Neely, *VP and Education Co-chair*, Cabrio Properties, 734-994-7374
- Michelle Foley, *Treasurer*, Mill Creek Town Houses, 734-971-1730
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- Christina Collings, *Education Co-Chair*, Lockwood Management Company, 517-546-6567
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Property Mgmt. Assoc. of Michigan - Association Guidance, Denise McGinn, denise@pmamhq.com

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Did you know!!!!

**NEW MEMBER BENEFIT
NOW AVAILABLE ONLINE for
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**FREE PDF Fillable
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forms online**

Sign into the members only section of www.wa3hq.org and click on Property Professional Resources.

This lease is designed for the independent rental owner and is appropriate for Washtenaw County. The same lease that we have been selling on pressure sensitive paper for years (revised for 2016 of course) is now available with the click of the button. Let your fellow rental housing providers know that you can get an attorney approved lease, just by being a member.

There are still lease forms on pressure sensitive paper for purchase but if you have less than 20 units this may be a way to expedite your leasing process.

portant group. When they meet you will get notified.

Another new group of our membership is the HYPE interest group. HYPE stands for Helping Young Professional Excel. This option is available to the under 40 group of our membership that would have different interests. Let the office know if there is something we are not providing that you need and we will do our best to comply.

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**Online PDF Fillable Leases for IRO's
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Go to Resources>Property Professional Resources for members only access to Lease documents for your rental housing business

Associate Spotlight: Anderson Paint

Anderson Paint Company is a local, family-owned business, founded by William "Brady" Anderson in 1951. For three generations, Anderson's has been offering exceptional products, tools, and service. Our own Anderson label is manufactured in Lansing, Michigan by O'Leary Paint Company, another family-owned business (since 1891). The Anderson label gives you the ability to have your paint manufactured to your specifications and color every time. If you're looking for national brands, we proudly offer Benjamin Moore, Simiron, and Rustoleum products.



Because Anderson Paint is an independent retailer, we have the flexibility to pick and choose from our suppliers and thus offer a tailored solution for your specific need. Our team of long-tenured employees and sales staff are eager to help. You can visit us at one of our stores or we can meet with you on site at your convenience. We frequently service customers as far away as Detroit, Flint, and Grand Rapids.

We have two Ann Arbor locations: 2386 West Stadium Boulevard and 4573 Washtenaw Avenue. Store hours are Monday through Friday 7:00 am to 5:00 pm, Saturday 8:30 am to 3:00 pm, and Sunday (at West Stadium) 10:00 am to 2:00 pm. If you're coating wood, metal, concrete, roofs, or anything else, think painting, think Anderson Paint Company!

For more information contact:

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Maintenance Mania is HERE!

What Is Maintenance Mania?

A competition in which apartment pros (not just maintenance) like you from around the country face maintenance-focused challenges that test their speed and skill to earn the title of Maintenance Mania National Champion and a free trip to the June NAA Education Maintenance Mania Competition. See below for a link to the WA3 2012 Competition Video.



Click HERE
**Video from WA3
2012 Maintenance
Mania.
SEE the FUN**

WIN CASH
Every game pays

[Participant Rule Book](#)
[Race Car Specs](#)

8 challenges await you

To view the competitor training videos click on the link for each game below. Please note, these videos are for the 2014-2015 season.

- ⇒ [AO Smith Water Heater Installation](#)
- ⇒ [CFG Faucet Installation](#)
- ⇒ [Fluidmaster Duo Flush Toilet Conversion](#)
- ⇒ [Frigidaire Icemaker Installation](#)
- ⇒ [Kidde Fire & Carbon Monoxide Safety Installation](#)
- ⇒ [Kwikset Key Control Deadbolt Test](#)
- ⇒ [Seasons Ceiling Fan Installation](#)
- ⇒ [Motorola Race Car Competition](#)

1st place of every game prize - \$25
2nd place prize - \$15
3rd place prize - \$10
1st National Winner Prize - \$100
2nd National Winner Prize - \$50
3rd National Winner Prize - \$25

Event Schedule:

2:30 pm: Practice and Check In with Bookkeeper
3:00 pm: GAMES begin and Bar opens
5:00 pm: Prizes awarded

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Registration
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Celebrate National Apartment Day!

Tuesday, April 5, 2016

A day for NAA's members, affiliates and supplier partners across the country to celebrate working in the greatest industry...

APARTMENT HOUSING!

Now is the time for NAA affiliates and supplier partners to start planning to **Celebrate Home** by hosting an educational event, property tour with the media, a happy hour, or other unique event.

There is information that can help you plan your day at the property on the NAA website [HERE](#). The WA3 is recommending you prepare a celebration at your properties by inviting the media, or your local legislators to your properties for a tour.

Post your pictures on social media with the official NAA hashtag:

#aptday.

Send the time and location of the event to [WA3](#) and [NAA](#) and let us know how you choose to **Celebrate Home**



Industry Facts to Celebrate at your event

- Apartments and their residents contribute \$1.3 trillion to the economy each year. That's 12.3 million jobs in construction, operations, leasing, management and skilled trades along with all the local businesses supported by apartments and their residents.
- The American Dream is changing; more than one-third of Americans rent their homes. Of them, 42 percent—or 37 million people—lease apartments.
- Rental demand is increasing – More people are choosing to rent because it offers freedom, flexibility, proximity to work and a diverse set of options that fit their desired lifestyle and housing needs.
- When the housing market crashed in 2008, demand for apartments went up and hasn't slowed down. In fact, with 77 million Baby Boomers who may consider downsizing and nearly 80 million Echo Boomers beginning to enter the housing market, Harvard University research suggests that up to 5 million new renter households will form this decade.
- Demand for apartments currently exceeds supply. The market requires at least 300,000 to 400,000 new apartments every year. Although construction is rising as the economy continues to improve, only 254,000 apartments were built in 2014.

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PMAM Legislative Update

Senate Bill 394 became [Public Act 14](#)

Signed by the Governor on February 16, 2016.
Effective Date is May 16, 2016.

The bill would amend the Housing Law of Michigan to do the following:

- Replace the population criteria for local units subject to the Law with a provision applying the Law to each city, village, and township that had a population of 10,000 or more as of the last Federal census.
- Specify that a local unit would not be required to inspect a multiple dwelling or rooming house unless the local unit received a complaint from a lessee of a violation of the Housing Law.
- Allow, rather than require, an enforcing agency to maintain a registry of owners and premises.
- Revise provisions pertaining to entering a leasehold in the case of an emergency.
- Specify that an inspection fee would not be required to be paid more than six months before the inspections occurred.

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2016 CAMT Dates & Member/ Nonmember Rates

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Plumbing: Mar 23 & 25 — \$179/\$239
Appliance: April 27 & 28 — \$179/\$239
Electrical: May 10, 11, & 12 — \$229/\$289
HVAC: June 7, 8, & 9 — \$249/\$309
Full CAMT Designation amount: \$689
Nonmember Rate: \$1089

Legislative Initiatives for 2016

- Real Estate Licensing Requirements – a proposal to remove the required licensing of leasing agents and remove the 50 mile radius requirements for real estate brokers in the current Real Estate Licensing Law. PMAM is waiting to hear back from our potential sponsors.
- Service of Process - this bill would provide that service of process to recover money could be done by tacking to the property in the same manner as an eviction allows. Additionally, it would provide that rent should not be prorated and that all summary proceeding from the same property should be heard on the same day at the same time in the same court.
- Medical Marijuana - Senate Bill 72 that passed the Senate last year with 34 Yeas, 3 Nays, and 1 excused vote. This bill moved to the house and has been referred to the Judiciary Committee. This bill would codify the Attorney General's opinion that would allow no smoking or growing of marijuana in rental housing units if stated so in the lease.
- Bedbugs - this bill provides the responsibilities of the landlord and the tenant in a bedbug situation.
- Late Fees - New initiative for 2016. Language is being looked at by the PMAM legislative committee that would allow for rent payment last fees to be counted as "rent" for the purposes of money judgement proceedings.

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Apartment Industry Advocates,

On March 8 and 9 NAA will host its annual Capitol Conference and bring before Congress *some* of our most important issues. I say *some* because there are of course many, many concerns about which we would love to bend a Representative or Senator's ear. To real-

ly be effective, however, we have to hone in on a couple of topics. This year those issues are reform of the Section 8 program, enabling a right-to-cure period for alleged violations of the Americans with Disabilities Act (ADA) and reform and reauthorization of the National Flood Insurance Program (NFIP). Here is how we arrived at this particular list and why you should care.

Selecting issues for Lobby Day is complicated. First, you must identify topics that are of actual concern to the industry. Second, it's preferable for the issues to come with a specific "ask" or request to take action. "You should support apartment housing" is great but "You should support apartment housing by sponsoring this legislation" is better. It gives Members of Congress a specific action and allows us to track whether or not they agreed to our request. Finally, speaking to issues that are moving in Congress makes us timely and more likely to be on the radar.

All three of the 2016 Capitol Conference issues hit close to home for a significant portion of NAA members. For example, many members interact with the Section 8 program in some way, either by choice or by local mandate. The program, while critical to affordable housing, can be extremely burdensome for owners and reform is something on which the apartment industry has been working for over a decade. There is bipartisan legislation on the table that mitigates some of these burdens. The House of Representatives has already passed the bill with NAA's support. We need to thank them and prod the Senate to take action. This benefits owners who participate in Section 8 now and in the future.

Compliance with the ADA is a central part of everyone apartment owner's regulatory life. As our members strive to create and maintain accessible communities they encounter complex even conflicting guidance. As well, there are differing opinions on compliant design and construction standards as well as the role of proven alternative methods of achieving accessibility goals. This results in lots of litigation. A growing trend is

litigation initiated purely for financial gain and not to increase accessibility. Our view is that the focus ought to be on curing design or construction defects not generating settlement fees. To that end, we support bipartisan

legislation to allow for up to 120 days to cure an alleged ADA violation before litigation can be initiated.

According to the National Severe Storms Laboratory, flooding causes more damage and takes more lives than any other kind of severe weather-related event. Losses average \$5 billion per year. Multifamily structures face significant, unique challenges when it comes to mitigating for flood damage. And, while most multifamily mortgages require flood insurance coverage, there is a lack of affordable, private coverage in the marketplace. As a result, the NFIP is critical to managing risk and protecting multifamily investments. The program expires in September of 2017 and is in need of reform to ensure its long-term financial viability, increase its effectiveness for multifamily owners and reduce exposure for the taxpayer.

Though expiration of the NFIP is 18 months off, the Congressional calendar between now and then is not our friend. Being an election year, we essentially lose the latter half of 2016 for any real legislating. Likewise, next year a new Congress and Administration will be getting settled which also will cost at least the first few months of the year. There is bipartisan, bicameral legislation on the table right now that we need to support to keep the ball rolling on NFIP reform and reauthorization.

All of the issues for the 2016 Capitol Conference have real impacts on apartment communities and there is legislation moving now to address them. Even if you cannot come to Washington, D.C. to participate in the Capitol Conference, you can still help our advocacy efforts by meeting with members of the House in their district (they will be on recess during the Capitol Conference so we in D.C. will have staff all to ourselves!). Contact your local affiliate or anyone on the NAA Government Affairs staff for more information.

Thanks for reading. Talk with you next month.

Regards, Greg



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March 2016

Monday	Tuesday	Wednesday	Thursday	Friday
	1	2	3	4
7	8 Membership Committee Legislative Committee	9	10 Board of Directors Education Committee	11 CAMT CERTIFICATE FOR APARTMENT MAINTENANCE TECHNICIANS CAMT Interior/Exterior Maintenance
NAA Capitol Conference - Washington DC - Let your voice be heard			17 General Membership Breakfast Guests: Greg Brown, Senior VP of NAA Government Affairs (see page 8) and Mia McNeil, Lobbyist for PMAM from Kelley Cawthorne. National and State Legisla- tive Update 	18
14	15 Program Committee	16		25
21	22 PMAM Legislative Committee PMAM Board of Directors	23 CAMT CERTIFICATE FOR APARTMENT MAINTENANCE TECHNICIANS CAMT Plumbing Maintenance	24	25 CAMT CERTIFICATE FOR APARTMENT MAINTENANCE TECHNICIANS CAMT Plumbing Maintenance
28	29	30 Membership 101	31	

The Apartment Doctor is coming
April 21, 2016 - SAVE THE DATE!



Moving Forward 2016

See all pictures at [My WA3 Faces](#)

- April 12 - Fair Housing Training with Jim Gromer....Qualifies for 3 hours Real Estate Continuing Education for Michigan
- April 21 - Education Trade Expo with prizes for winner of TRADE SHOW GAMES and Maintenance Mania Games. 3 \$100 CASH prizes at Expo.....MUCH More at Maintenance Mania. Come and play.
- April 27 and 28 - CAMT Appliance Class
- May 10, 11, and 12 - CAMT Electrical Class
- May 19 - General Membership Breakfast at Weber's Inn. What Inspector's Inspect Panel.
- June 3 - Golf Outing
- June 7, 8, and 9 - CAMT HVAC Class
- June 22 - Pool Chemistry Class at Windemere Park Pool.....before the Mixer
- June 22 - Mixer sponsored by Solar Contract Carpet
- October 11 - Ann Arbor Student Housing Fair
- October 20 and 21 - GLAStar Education
- October 27 - Real Estate Continuing Education for Property Management