



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 CARNIVAL

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?



Click [here](#) for Video Invite

**Education Followed
by.....Vendors**

**on the FREE Trade
Show Floor and a 3
CARNIVAL GAMES**

w/ 3-\$100 cash prizes



**Get ready for
Maintenance Mania® Games**

**DO YOU
HAVE WHAT
IT TAKES?**

**Go to page 3 for
more info and to
REGISTER**

HD SUPPLY
MULTIFAMILY SOLUTIONS



**EDUCATION AND CARNIVAL
REGISTER NOW!**

- **Cost for Education and Lunch 11:30 to 1:00:**

\$25 member/ \$50 nonmember

Leap Year discount code for \$10 off: **ERLLEAP**

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

- **Booth Space Cost:**
\$265 member/\$465 nonmember

Leap Year discount code for \$15 off: **ERLBRD2**

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:

Washtenaw Area Apartment Association, 2008 S. State Street, Suite C, Ann Arbor, MI 48104
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
- Melissa Gumenick, *Secretary*, Oxford Property Management, 734-995-9200,

- Michelle Milliken, *Membership Chair*, Paul Davis Restoration, 734-930-0303
- Jason Wilhoite, *Marketing Chair*, PPG, 734-417-4758
- Bennett Borsuk, *Legislative Chair*, Cabrio Properties, 734-994-7374
- Christina Collings, *Education Co-Chair*, Lockwood Management Company, 517-546-6567
- Amy Khan, *Program Chair*, Corner House Apartments, 734-216-5370

PMAM REPRESENTATIVES: Melissa Seitz, Wilson White Company and Robert Carson, Continental Management

Property Mgmt. Assoc. of Michigan - Association Guidance, Denise McGinn, denise@pmamhq.com

National Apartment Association - 4300 Wilson Blvd, Suite 400, Arlington, VA, 22203 - 703/518-6141, FAX 703/248-9440 - www.naahq.org

Did you know!!!!

NEW MEMBER BENEFIT NOW AVAILABLE ONLINE for IRO's

FREE PDF Fillable Leases and other 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.

NEW MEMBER BENEFIT

Online PDF Fillable Leases for IRO's Newly Revised 2016

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:

Eric Astrup, Mark Griffiths, or Don McGee
Anderson Paint Company

Commercial/ Architectural/ Industrial
Office: 734.995.4411 - Fax: 734.662.6947

ericastrup@andersonpaint.com

markgriffiths@andersonpaint.com

donmcgee@andersonpaint.com



**Not since soap and water
has there been
a better combination.**

COINMACH • MAC-GRAY • ASI CAMPUS LAUNDRY
SDI LAUNDRY SOLUTIONS • APPLIANCE WAREHOUSE

Our family of companies have come together to simplify your laundry solutions. Our customers know that better laundry solutions equal improved resident experience. And that's not only good for business – it just makes life easy.

Simplify your laundry solutions today!

Donald Burke
(800) 852-9274 x55416
donaldb@cscsw.com
cscsw.com



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

MM
Registration
HERE



February Winter Mixer at MLive Downtown Office



Thank you SPONSORS for a wonderful event

**COMMERCIAL MORTGAGE
PROVIDER**



DYNAMIC DRAINS LLC
PLUMBING & SEWER SERVICE
734-215-5811

m
LIVE
MEDIA
GROUP



Two thumbs up for two decades.

20+ Years Average Customer Tenure. 98% Customer Retention.

(Sure, we could try and sell you on all the benefits of having WASH manage your laundry room, but we think our track record with customers speaks for itself.)

800.421.6897 ext. 1600 www.washlaundry.com

WASH
multifamily laundry systems - since 1947

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.

**THE ANN ARBOR NEWS**
▶ [mlive.com](#)

Mike Talik
Account Manager
Real Estate

734.417.9940
mtalik@mlive.com
111 N Ashley St
Suite 100
Ann Arbor, MI 48104

THE PLUMBING EXPERTS



DYNAMIC DRAINS LLC

PLUMBING & SEWER SERVICE

Now Offering Trenchless Sewer Replacement

Call Today For Your Free Pipe Bursting Estimate.
Residential & Commercial Plumbing & Sewer Service

- | | |
|--------------------------------|------------------------------------|
| ➤ Sewer & Drain Cleaning | ➤ Frozen Water Lines |
| ➤ Sewer Line Camera Inspection | ➤ Water Service Lines |
| ➤ Garbage Disposal | ➤ Sinks & Faucets |
| ➤ Sump Pump & Back Up Systems | ➤ Tub & Showers |
| ➤ Water Heater | ➤ Kohler Toilets |
| ➤ Root-X | ➤ Broken Line Repairs |
| ➤ Hydro Jetting | ➤ Licensed Master Plumber on Staff |

24 HOURS A DAY ♦ 7 DAYS A WEEK

Licensed & Insured with over 15 years experience, serving Washtenaw, Livingston and Monroe counties. License #8004206

Upfront Flat Rate Pricing, With No Hidden Costs!



(734) 215-5811

www.DynamicDrains.com

FURNITURE FLEXIBILITY FOR YOUR LIFE

Tens of thousands of people every year make CORT the most trusted source for their temporary furniture solutions such as:

- | | |
|-------------------------|----------------------------------|
| ■ Moving for a new job | ■ Landing a temporary assignment |
| ■ Heading off to school | ■ Making a fresh start |

Furniture • Housewares • Home Accessories • Electronics

Rental Showroom & Clearance Center
28241 Mound Road
Warren, MI 48095
248.449.7560

cort.com

©2016 CORT A Berkshire Hathaway Company.

CORT

LIVE. WORK. CELEBRATE.™

NEW MEMBERS

PROPERTY PROFESSIONAL MEMBERS:

Brighton Cove and Brighton Glen Apartments

Dee Eno
8699 Meadowbrook Dr., Brighton, MI 48116
Phone: 810-229-8277
Email: dee.eno@freg.com

McDonald & Sand

Heather McDonald-Aveyard
907 1/2 Pleasant Dr, Ypsilanti, MI 48197
Phone: 734-645-5962
Email: heather@somethingbox.com

Michigan Ability Partners

Jan Little
3810 Packard Rd, Ste 260, Ann Arbor, MI 48108
Phone: 734-975-6880
Email: jlittle@mapagency.org

BUSINESS PARTNER MEMBERS:

Allen & Hope Process Servers-Bailiffs

Scott Hope
4020 Somers, Burton, MI 48529
Phone: 810-232-4970
Email: allen-hope@comcast.net
Statewide Vendor Member

AmeriFirst Energy

Richard Schultz
19 Wolf Ridge, Holland, OH 43528
Phone: 419-329-0317
Email: egschultzgroup@gmail.com

AT & T Communities

Michael White
114 Division Ave N, Grand Rapids, MI 49503
Phone: 616-780-5903
Email: mw2962@att.com

Xfinity Communities

Michael Kanakis
27800 Franklin Rd, Southfield, MI 48034
Phone: 734-478-7188
Email: michael_kanakis@cable.comcast.com

Help grow the
Association!!
Like Us on
Facebook



BRINGING IT ALL TOGETHER For Your Multi-Family Needs

The PPG PITTSBURGH PAINTS®, PPG PORTER PAINTS®, & GLIDDEN PROFESSIONAL® Stores are being combined to form the new PPG PAINTS™. Now, as a national network of PPG Paints Stores, we better serve the multi-family industry with a broad product line, industry expertise & jobsite delivery. Visit ppgpaints.com

The PPG Paints brand is available at more than 2,400 company-owned stores and independent dealers nationwide.

Ann Arbor

3820 Plaza Dr.
Ann Arbor, MI 48108
734-665-6241

Canton

42573 Ford Rd.
Canton, MI 48187
734-981-9520

Jackson

167 West North St.
Jackson, MI 49202
517-784-6138

Contact Person

Jason Wilhoite
734-417-4758
wilhoite@ppg.com



Glidden Professional, PPG Pittsburgh Paints and PPG Porter Paints are registered trademarks of PPG Architectural Finishes, Inc. PPG Paints is a trademark of PPG Industries Ohio, Inc. © 2015 PPG Industries, Inc. All Rights Reserved.

Wilmar®

Our Focus Is Your Advantage.

Expert Solutions from the Nation's Leading Supplier

Exclusively Serving
Multifamily

Next-Day Delivery
on Thousands of
MRO Products

Experienced
Field Sales
Professionals

Specializing
Upgrades/Renovations
HVAC
LED Lighting
Cabinets & Countertops



For more information:

Brik Pardo, Regional Sales Manager

734.845.8243 or brik.pardo@wilmar.com

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.

CAMT



CERTIFICATE FOR APARTMENT
MAINTENANCE TECHNICIANS

STARTS MARCH 11th

This course is the only apartment industry program to be accredited by ANSI (American National Standards Institute)

Maintenance expenses are the single largest controllable element in any operating budget. The maintenance teams need to be knowledgeable. The program focuses on the needs of the apartment community service team members, as well as those who would like to move into maintenance or those who are new maintenance technicians. Enrollment will enhance your career by demonstrating your commitment to education and higher standards of excellence.

All the classes can be taken individually however it is significantly less to sign up for the entire course.

2016 CAMT Dates & Member/ Nonmember Rates

Int/Ext Maintenance: Mar 11 — \$129/\$189
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 late fees to be counted as "rent" for the purposes of money judgement proceedings.

EXPERIENCE THE GREAT LAKES DIFFERENCE

SUPERIOR PRODUCTS. SUPERIOR SERVICE.

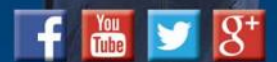


SAVE UP TO
60%
ON ENERGY COSTS
CALL TODAY!

Industry Leading Energy-Efficient
Equipment for Your Laundry Room.

ASK ABOUT USED EQUIPMENT

**GREAT LAKES
LAUNDRY**
COMMERCIAL SALES, INC.
SALES • LEASING • SERVICE • PARTS



(888) 492-0181
www.greatlakeslaundry.com



Capitol Conference Advocacy Hits Critical Apartment Concerns



Gregory Brown, Senior Vice President of Government Affairs, and his staff, track and report on state and local government trends across the country.

Visit <http://www.naahq.org/learn/government-affairs/federal-state-local-issues> for more information.

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



And Away Go Troubles
Down the Drain®

Providing full service plumbing and drain cleaning
services in Washtenaw and Livingston Counties.

1-800-GET-ROTO

Family owned and operated for 40 years.

Washtenaw Area Apartment Association Member Since 1995

www.rotorooter.com/annarbor

WATER, FIRE, OR STORM DAMAGE?

WHEN THE UNEXPECTED OCCURS, CALL PAUL!

Water & flood cleanup • Fire & smoke damage restoration
Emergency board-up & tarping • Mold removal
Residential and Commercial • Outstanding customer service

PAUL DAVIS
RESTORATION • EMERGENCY • INSURANCE

Paul Davis Restoration of Ann Arbor
Washtenaw & Livingston County
www.RestorationAnnArbor.com

800-550-4042

©Paul Davis Restoration, Inc. Each franchise office independently owned and operated.

Member2Member Discounts

Anderson Paint Company

One complimentary 5 gallon bucket of primer or paint for WA3 members each year.

Contact Number: 734-971-0868

COMMERCIAL MORTGAGE PROVIDER

1. No Application Fee
2. 10% discount on his brokerage fee

Contact Number: 734-476-3851

CORT

- Rental Discount 25% off first months rental – Individual leases only
 - Retail 10% off purchase
- Contact Number: 586-576-9560

FULLER CREATIVE SERVICES

Fuller Creative Services offers a full community photo session for \$250 (regularly \$350); includes up to 50 interior/exterior/grands/amenities photos. Additional photography discounts available for Rental Homes starting at only \$99 per property. Contact Fuller Creative Services for more details (734) 626-7501 or fullercreativeservices@gmail.com

HALEY MECHANICAL

TRY US IN YOUR HOME, USE US IN YOUR BUSINESS
\$30 off any service or repair in your home: Furnace, A/C Plumbing or Electrical. Call to find out how we can help you at your business. 734-424-9170
www.haleymechanical.com

LEWIS GREENSPOON ARCHITECTS

10% Discount on architectural services. Contact David Lewis at 734-786-3757.

LOWE'S PROSERVICES

5% off of every thing every day when you use your Lowe's Accounts Receivable (LAR) account.

2% extra discount for prompt payment of your LAE purchases within terms.

Contact Number: 734-477-5980

PAUL DAVIS RESTORATION

1. Free Mold Inspection
 2. 10% off any equipment rental
 3. 10% off any emergency water mitigation*
- *off standard Xactimate billing rates

Contact Number: 734-930-0303

SMART APARTMENT SOLUTIONS

Book 3 Mystery Shops with Smart Apartment Solutions and receive your 4th free.

Contact Number:
734-747-6278

Business Partner members that want to participate in this discount program to be listed here and have a coupon on our website, contact Melinda Kaus at **734-730-4331** or email to **mkaus@wa3hq.org**

Renewed Members (as of 2/26/16)

PROPERTY PROFESSIONAL MEMBERS

800 Fuller LLC
828 Greene
Ann Arbor City Apartments
Arbor Landings
Arborstone Properties
Benchmark Meadows, LLC
Burwick Farms Apartments
C&I Management, LLC.
Chestnut Lake Apartments
CMB Property Management, LLC
Copi Properties
Foundry Lofts
Garden Court Apartments
Hall Properties
HGE Properties, Inc.
Hill & Brown, LLC
Issa Properties
Jones Properties
Kaercher Properties
Lake Village of Ann Arbor
Lakeshore Village Apartments
Lease UP! LLC
Lexington Club at Ann Arbor
Michigan Commercial Realty
Patrician Homes, LLC
PTP Management
The Varsity
University Green Apartments
Valley Ranch Apartments
Village Green of Ann Arbor

Village Place
Walkabout Creek
Willowtree Apartments & Towers
Woodchase Apartments

BUSINESS PARTNER MEMBERS

Ann Arbor Insurance Associate
Artic Window Replacement Inc.
Assurant Specialty Property
Big George's Home Appliance Mart
Commercial Mortgage Provider, LLC
Conquest Floor Covering
Consumers Energy
CORT
Cribspot
Diversified Roofing
ePremium Insurance
First Impression Printing
Full House Marketing, Inc.
Lowe's Home Center
Midwest Cabinet & Counter
Modern Maintenance LLC
Oasis Hot Tub Gardens
Paul Davis Restoration
Screening Reports/Better NOI
Solar Contract Carpet
Valet Waste
WASH

Click **HERE**
to go to
coupons on
website



SOLAR CONTRACT CARPET

FOR MORE THAN 40 YEARS, SOLAR CONTRACT CARPET HAS BEEN A SUCCESSFUL VENDOR TO THE MULTIFAMILY HOUSING INDUSTRY BY BUILDING STRONG CUSTOMER RELATIONSHIPS, FURNISHING QUALITY PRODUCTS AND PROVIDING OUTSTANDING SERVICES.


WE TAKE PRIDE IN BEING RELIABLE, COST EFFECTIVE AND QUALITY ORIENTED -- THE KIND OF COMPANY WITH WHICH CUSTOMERS WANT TO DO BUSINESS.

- INSTALLATION NEXT DAY
- QUALITY CONTROL FIELD INSPECTORS
- PERSONALIZED CUSTOMER SERVICE
- EMERGENCY, SAME DAY SERVICE
- EXPECT MORE FROM OUR INSTALLERS

(248) 352-4400 (734) 971-4400

WWW.SOLARCONTRACTCARPET.COM

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				
14	15 Program Committee	16	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
21	22 PMAM Legislative Committee PMAM Board of Directors	23 CAMT CERTIFICATE FOR APARTMENT MAINTENANCE TECHNICIANS CAMT Plumbing Maintenance	24	25 CAMT Plumbing Maintenance CAMT CERTIFICATE FOR APARTMENT MAINTENANCE TECHNICIANS
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