



UPDATE

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

Volume 32, Issue 3 — March 2015

Always available at www.wa3hq.org

Trade Show and Maintenance Mania

NEXT WEDNESDAY - Mar 4th

Weber's Inn - FREE

HD SUPPLY
MULTIFAMILY SOLUTIONS

Schedule:

- **1:30 in Weber's main ballroom:** Come and meet our Vendor Members and see what's new to help your business. This years 1/2 day format is to allow more members to attend.
\$100 Grand Prize Giveaway to 3 lucky winners - Just show up and visit our Business Partner Members Tables. Go to <http://web.wa3hq.org/events/Trade-Expo-and-Maintenence-Mania-6/details>.
Registration is FREE.....

- **3:30 in Weber's Atrium ballroom:**

Maintenance Mania — BEAT the PRESIDENT OF WA3. Amy Khan will play this year and she DARES any maintenance or leasing person to beat her
Prize Money \$100, \$50 and \$25.



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Sign up at <http://www.naamania.org/index.html>. **Registration is FREE....**

Call 734-663-1200 for wheels to build your maintenance car.



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Click [HERE](#)
Sign up to come to the
[FREE](#) Trade [Show](#)
And be eligible for one of 3
(THREE)
\$100 cash prizes

Click [HERE](#)
Sign up to play the [Maintenance
Mania](#) games.
Win \$100, \$50, \$25 or more —
every game has 3 winners

Member FREE ticket at the door - Please Register

March Madness! You don't have to be a big basketball fan to feel the excitement of March. Just work in property management after this long cold winter season. I know that I am certainly more excited about March's final arrival than I normally am. The thought of saying good bye to frozen pipes, slippery parking lots and salt stained entries and halls makes me smile. Spring can not arrive quick enough.

I am also looking forward to next weeks trade show and actually participating in the Maintenance Mania Games on March 4th. In the past as I watched and cheered on the amazing maintenance technicians I often got asked, "Why don't you play? It's a lot of fun." So I am diving in and giving it a try. My car is almost built, with the help of my brother and I have watched the training videos a few times so I think I am ready. I hope that more of you will join in the fun and play as well. The chance to win some cash isn't a bad reason either.

Happy Spring Everyone and I will see you at the trade show on March 4th.



It is almost March. We can't wait for this weather to break. Along with March comes the National Apartment Association's Capitol Conference in Washington DC. Each year, members of the NAA come to DC and visit with legislators on issues that are occurring at the National Level. NAA (partnered with NMHC) does a great job of being your watch dog and lobbying for and against legislation that affects rental housing, but one time per year they ask that members get engaged, give to the PAC and speak to their legislators. You are the people that vote (a.k.a constituent) and can influence the most. Legislators listen to their constituents. Go to [HERE](#) for a video promoting this conference and find out more about it.



2015 Lobby Day issues

- [Immigration Reform](#)
- [Section 8 Housing Choice Voucher Program](#)
- [Tax Reform](#)

All 2015 policy priorities are listed [HERE](#)

The work with the City of Ann Arbor amending the IPMC code continues. The city would like to have the review of this code done by the first part of April. There is a dedicated group of individuals representing all our various types of rental housing, (ie. Large management companies, independent rental owners, campus housing, old and new) as they work through the code chapter by chapter to get the best possible outcome for everyone going forward. If you have issues with your rental housing inspections, let us know. We keep a database of problems and when one issue becomes a problem we call in the municipality and bring it to their attention. Let us know...we can help with one voice. Membership has it's privileges.



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*off standard Xactimate billing rates

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to coupons
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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**

Meet the Buyer's / Reverse Trade Show

May 13, 2015

Vendors - Come meet Buyer's

**You get 5 to 8 minutes with property professionals
you have been trying to meet**

Cost: \$50 per vendor - max two from one company

All to benefit WA3 charity

Quick Tips for "Reducing Waste & Increasing Recycling Efforts"

1. Choose to purchase from second-hand stores, such as the ReUse Center, whenever possible
2. Take the recycling cart to the curb on a weekly basis and the trash every other week
3. Repair or repurpose broken appliances, furniture, and clothing before replacing them
4. Seek out local drop-off stations for disposing of items not taken curbside such as tires, mattresses, and electronic waste
5. Reduce some of the waste you generate daily by using reusable products, such as an aluminum travel mug or cloth bags for shopping



These Quick tip are provided for you by RECYCLE ANN ARBOR Contact Lisa Perschke or Christina Chessler-Stull at 2420 S. Industrial Hwy, Ann Arbor, MI 48104.

Email at info@recycleannarbor.org or find more information at www.recycleannarbor.org.



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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.

We are one month into the new Congress and the gears of power are already turning furiously as the legislative process is well under way. Much to my own surprise the Congress got off to an early start and passed an extension of the Terrorism Risk Insurance Act (TRIA) less than a week into the new session. The President signed it shortly thereafter, taking off of the table an important issue for the apartment industry and many other business sectors. Rarely does this happen, but after the last-second fumble (I won't say interception out of deference to our friends in the Pacific Northwest) by the Senate on TRIA, I think everyone felt obligated to move quickly. Not a bad way to start things off.

And now cue the wet blanket. The next imminent issue will not result in such a kumbaya moment between the Congress and the White House – funding for the Department of Homeland Security. This one area of the federal budget was short funded last year so that Congress could leave itself an opportunity to try and stop the President's executive order on immigration. The House passed its bill, but the Senate was unable to get past the 60-vote threshold to take up the legislation so now Republicans must come up with a Plan B.

If they allow the funding window to close, they could face blowback for shutting down a critical agency responsible for protecting the nation. If they drop the injurious language in order to draw Democrats and pass the legislation, Mitch McConnell (R-Ky.) faces cannon fire from the likes of Senators Cruz (R-Texas), Lee (R-Utah), Paul (R-Ky.) and Rubio (R-Fla.) inside the Senate not to mention the legions of conservatives on the outside who demand the GOP do something to stop the President. This topic has helped to keep the overall issue of immigration reform on the front burner for the Congress and some action could still occur in the next two years. NAA is engaged with lawmakers as these conversations take place.

Speaking of partisan hot buttons, the House Republicans voted for the 56th time this month to repeal the Affordable Care Act (ACA). While they know they lack the votes in the Senate to pass the legislation, leadership needed to give their new members the opportunity to go on record. Interestingly, for the first time since the law was passed, there were GOP defectors. Three Republican House members voted against the legislation on the grounds that without a fully cooked alternative to the ACA, it was irresponsible to repeal the law when that would result in thousands of Americans losing health care coverage. This narrative is gaining strength not only because of Congressional action but because of a looming decision by the Supreme Court of the United States (SCOTUS) in regards to subsidies provided through the ACA.

In the case of *King vs. Burwell*, the SCOTUS is considering whether or not the ACA allows for tax credit subsidies for eligible enrolled participants in all states or just those states that have their own health care exchanges. Should the Court rule that it does not, then those individuals in states that use the federal exchange will immediately lose their subsidy and in theory their health care coverage. Estimates are this could be as many as 9 million people. Both sides of the debate agree that this ruling by the Court would be a deadly blow to the law, but they obviously disagree as to whether that is a good thing or a bad thing. It's also worth noting that the issue could be remedied by impacted states if they simply started their own exchange. This of course costs money and takes a lot of time but would allow their residents to receive tax credit subsidies again. This will be the most significant development in regards to the ACA since the SCOTUS ruling on the individual mandate.

Four years since its passage, the ACA is still a touchstone for Republicans in Congress. There has been somewhat of a shift from simple

repeal to repeal and replace. There are even some, especially in the Senate, who want to move on to other priorities. Still, saying you hate the ACA and voting to repeal it are check-the-box exercises which every Republican must do in order to stave off primary challenges. The good news is that the President has given the GOP lots of new targets to fire at – immigration, the war with ISIS, the federal budget and tax policy.

In other news, Senate Majority Leader McConnell and the President each got an early valentine from Senate Democrats this month. McConnell got the votes he needed to pass legislation approving the Keystone Pipeline project. This legislation will pass the House and then go to the President before the end of the month. The President will now – assuming he sticks with his threat on the bill – be able to veto his first bill of the 114th Congress. That will mean a 50 percent increase in vetoed bills since the start of his presidency (he has only vetoed two bills since taking office in 2009). Meanwhile, McConnell will have evidence that he can govern in a divided Senate, even with less than 60 votes. Time will tell if he can replicate this success in other substantive areas and whether those additional successes will also result in a Presidential veto.

I'll close with a pitch for the NAA Capitol Conference. If you have not registered yet, you still can! Just go to <http://capitol-naa.naahq.org/> for the registration form, detailed agenda and other materials. We have just confirmed HUD Secretary Julian Castro as our luncheon speaker on March 17. He joins journalist David Gregory and photographer/storyteller Platon on our speakers list in what is a packed two days of information and advocacy. The issues that NAA members will take to the Congress on March 18 are immigration, reform of the Section 8 voucher program and proposed changes to the nation's tax code. All critical concerns for owners, operators and managers of apartment communities in every corner of the nation. I hope you will be one of the voices taking our message to Capitol Hill during the conference.

That's all for now. Talk with you next month.

Regards, Greg

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February General Membership Lunch with Inspectors



Paul Hilse from Westbury Apartments in Howell earned his CAM designation. Pictured here with Amy Khan



It was a full house in February for all our members to get one on one time with the inspectors from all the municipalities



Building Supervisor for Pittsfield and Ypsilanti, Kurt Weiland and Inspector for Pittsfield, Jeanne Powers



Planning and Development official Lisha Turner-Tolbert Pictured with Arbor Landings

Trade Expo and Maintenance Mania - SIGN UP NOW

March 4, 2015

Weber's Inn, 3050 Jackson Rd, Ann Arbor

New format for all to come

Starting at 1:30 with an expanded Trade Show where you can get new vendors for your business

Maintenance Mania starts practice at 3:00 pm

This years event has been revamped to allow for less time out of the office and more time with your team. Come at 1:30 and visit with Business Partners that can help improve your bottom line. Win some prizes including a \$100 cash prize all in attendance.

Maintenance Mania (not just for maintenance....anyone can play and win..)
(Is your company up to the challenge????)

Cash prizes—Sign up now

**Overall National Qualifier prize — \$100 plus chance at
NAA June Conference Trip**

Second place NQ — \$50 — Third place NQ — \$25

All seven games have prizes 1st, 2nd and 3rd of \$25, \$15 and \$10 respectively.



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- **Landlord-Tenant Property Protection Plan** - protects your real estate investment by notifying you anytime we send your tenant a service interruption notice, such as a shut off notice for nonpayment. This program does not mean you are responsible for paying the tenant's overdue bill - it simply notifies you of the service disconnection. To learn more, go to dteenergy.com/landlord.
- **Automatic Payment** - allow you to have your accounts automatically paid on the due date - using Visa®, MasterCard®, or a checking or savings account - eliminating the need to mail in a check or contact us monthly to pay your accounts. To enroll in Automatic Payment, go to dteenergy.com/bizautopay.
- **Payment Notifications** - you can subscribe to receive an e-mail notification when a payment is applied to your DTE Energy account or you can receive an e-mail reminder 3 days prior to your bill due date. To subscribe to our Payment Notifications, you will need to be a registered user to access your account information. You will need your DTE Energy account number to complete the registration process.
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- **Energy saving incentives program** - provides upgrades to both tenant and common areas for multifamily buildings with five or more units under one contiguous roof. For more information, call 866.796.0512.

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WA3 Golf Outing

Friday, June 5, 2015 - Fox Hills Golf and Banquet Center

4699 Loch Alpine Dr. E, Ann Arbor, MI 48103

Cost --- \$85 per person, 8:30 Modified Shotgun start

Includes: 18 holes scramble, cart, donuts and coffee breakfast, hot dog, soft drink and chips on the turn, dinner, and one raffle ticket

Sponsorship

Opportunities available

80's theme....

Prize for Best 80's outfit



- **Hole Sponsorships**
\$150 per hole (includes new sign) - \$180 NMI
\$130 per hole (if we have a sign) - \$160 NMI
\$260 for 2 hole sponsorship - \$300 NMI
(1 on front 9 and 1 on back 9)
- **Closest to the Pin - Prize donation for both Men and Women - Limit 2**
- **Closest to the Line Sponsors - Prize donation of your choice**
- **for both Men and Women - Limit 2**
- **Breakfast Sponsor - \$150**
- **Dinner Sponsor: \$175**
- **Beverage Sponsors - \$175 limited to 2**
- **Raffle Prize Donations**
- **Bag Prizes for approx. 100 golfers**

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2015 CAMT Dates — Member Rates

Electrical: March 10, 11, 12 — \$229

Plumbing: March 25, 26 — \$179

HVAC: April 14, 15, 16 — \$249

Appliance: May 19, 20 — \$179

Int/Ext Maintenance: May 21 — \$129

Full CAMT Designation amount: \$689

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March 4, 2015

**Trade Expo and Maintenance Mania
Weber's Inn**

All sign ups are on the new website

Trade Expo from 1:30 to 3:30 and Maintenance Mania 3:30 to 5:30 - Come for this FREE afternoon and find interesting new vendors for you to improve your bottom line and then cheer on your Maintenance Team for cash prizes and complimentary trip to the NAA June Conference competition for the overall MM 1st place Region III winner.

Sign Up [HERE](#)

Cost for booth space: \$265 member

Cost to sponsor mania game: \$200 per game.

April 16, 2015

Legislative Update Lunch

**With Mia McNeil, David Gregory and
Greg Brown, Senior VP Government
Affairs for NAA**

Sponsored by:

CORT

April 21, 2015

**Fair Housing with Jim Gromer, Corporate Council for
Continental Management**

**Cost: \$65 Location: Kapnick Insurance Office,
Briarwood Circle, Ann Arbor**

From March to May

CAMT — Hands on training for maintenance.

March 10 to 13—Electrical

March 25 and 26—Plumbing

April 14 to 16 — HVAC

May 19, 20— Appliance Repair

May 21 Interior/Exterior Maintenance.

May 13 — Meet the Buyer/ Reverse Trade Show

At All About Furniture on Jackson Rd.

Vendors sign up to get face to face time with property professional buyers. Limited spots available

**June 5—Annual Golf Outing at
Ann Arbor Country Club.**

After Hours Summer Mixers — May 7th ([sponsored by CORT](#)), June 11th, (need sponsor) July 23rd ([sponsored by Full House Marketing](#)) and August 13th. (need sponsor)

**September 15th, 17th, 22nd and 1/2 day 24th NALP,
National Apartment Leasing Professional Designation.**

**September 17, 2015- General Membership Networking
Pub Crawl? (this event not confirmed)**

**Real Estate Con Ed for Property management —
October— qualifies for 6 CEC's for designations.**

**October 8th and 9th - GLAStar Education and Awards
Event. Lansing**

**October 15, 2015 - Wine and Euchre Night at All About
Furniture**

Lessons available...Super Fun Networking event

**November 19, 2015 - Annual General Membership
Lunch voting for 2016 Directors**

Cost to sponsor: \$150 per meeting. Get 5 minute presentation, name in all publications and links in newsletter, logo tent cards on all tables, and exclusive rights to dispense literature.

**December 3, 2015 - Holiday Awards Evening at
Aubree's for pool and shuffleboard**

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March 2015

Monday	Tuesday	Wednesday	Thursday	Friday	
2	3	4 Trade Expo - Maintenance Mania		5	6 A2 IPMC meeting
9	10 Membership Committee Legislative Committee	11		12 Education Committee	13 A2 IPMC meeting
CAMT Electrical					
16	17  St. Patrick's Day	18	19 BOD Meeting	20 Program Committee A2 IPMC meeting	
NAA Capitol Conference in Washington DC					
23	24 PMAM Lansing	25	26	27 A2 IPMC meeting	
CAMT Plumbing					

April Preview

14th thru 16th — CAMT HVAC

16th - GMM with Mia McNeil, Kelley Cawthorne and Greg Brown, NAA

21st - Fair Housing with Jim Gromer



NEW Business Partner Marketing Packages

Sign up for a Marketing Package and get your business name out there all year long.

Advertising Opportunity	5 Star Marketing		3 Star Marketing		1 Star Marketing Package	
	Package	Value	Package	Value	Package	Value
Attendance to 3 GMM	√	\$ 75	√	\$ 75	√	\$ 75
Trade Show Booth	√	\$ 265	√	\$ 265		
Maintenance Mania Sponsorship	√	\$ 200				
Holiday Party Sponsorship	Drink Sponsor	\$ 350	Food Sponsor	\$ 250	Game Sponsor	\$ 150
Golf Outing includes 4 passes, 1 hole sponsorship and company logo on all flyers	√	\$ 600	√	\$ 600		
Either Wine and Euchre Sponsorship, Education Sponsorship or Mixer (choice of one)					√	\$ 100
Website banner ad	(banner ad for 12 consecutive mths plus enhanced listing)	\$ 1,850	(banner ad for 6 consecutive mths plus enhanced listing)	\$ 950	(banner ad for 3 months plus enhanced listing)	\$ 500
Newsletter ad	12-1/4 page ads in newsletter plus 1 full page once	\$ 1,755	6 - 1/4 page ads every other month plus 1/2 page once	\$1,030	(6-1/8 page ads)	\$ 450
Directory Ad	full page	\$ 275	1/2 page	\$ 220	1/3 page	\$ 170
Total Value		\$ 5,370		\$3,390		\$ 1,445
Cost per package	\$3,000		\$2,000		\$900	
Quarterly installments	750		500		225	

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

2015 Directors:

- Amy Khan, *President*, Corner House Apartments, 734-216-5370
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