

# October 2011



**Landlords of Black Hawk, Inc.**  
*Founder & Charter Member of Landlords of Iowa, Inc.*  
PO Box 742, Waterloo IA 50704  
[www.blackhawklandlords.org](http://www.blackhawklandlords.org)

## **GENERAL MEETING**

Thursday,  
October 20th

**Elk's Club**

6:00-Social

6:30-Dinner

7:00-Program

## **PROGRAM:**

### **Meet the local Candidates!**

Candidates will be available for questions at the Landlord Black Hawk meeting—

**Jon Crews, Frank Darrah, Larry Quigley, Buck Clark & Reggie Schmit and other invited guests.**

Question can be submitted in advance. Reply to this email.

## **DINNER**

Only \$12 for a nice meal ! Or join us at 7:00 pm for the speaker!

***Dinner Reservations are due by Monday at 5pm, please:***

***Please RSVP to Maggie Yeargin at 961-2507 or  
magyear@yahoo.com***

***or Jill Boesen at 415-7466***

## Board Meeting - September 1, 2011

**12:08 Meeting called to order** by President Wally Parrish. Other Board members present were Sue & John Dutcher, Jane Young, Gary Olmstead, Sue Schauls, Mark Pregler, Maggie Yeargin, and Daryl Kruse.

**Treasurer's report and Minutes** were approved by all with a motion by Mark and a second by John.

**Programs** - Mark opened up discussion on programs due to Jane Reppas being out because of surgery; Mark called her and left message with her husband, he wants guidance on how to set up program for general meeting for October with candidates. Daryl mentioned candidates need to file papers at the city hall, maybe which would be a resource. Mark will acquire the list and pass along to the board. John Dutcher opened up discussion about his September program presentation, Jane thinks we should invite city officials to this meeting John discussed highlights of his program including their focus on cleanliness of apartments-he can select better clientele, set professional standards for your rentals.

### Old Business -

Sue Schauls added the LLIA Board members to the newsletter

FOR RENT signs are being distributed to members advertising on the website

Wally to appoint a committee for 2013 Convention. Daryl, Sue, & Rachel plan to attend. Daryl mentioned LLIA is developing a traveling binder as a resource for future conventions. Sue pointed out that the 25<sup>th</sup> anniversary of the Landlords of Iowa Convention will be in 2013.

### New Business-

Sue Schauls was asked to submit application to be a part of the board of appeals for code enforcement which would be a nice opportunity as a voice for the landlords.

John Dutcher volunteered to be a state board rep; there was also an announcement in the newsletter. We will see if someone applies otherwise we will accept John's offer.

Mark offered up discussion about website advertising for landlords. Maggie suggested a seminar for using the website for advertising. Maybe we could have a before or after meeting seminar. Sue mentioned that we should offer our website for other state groups to use. Sue recommended a booth at the vendor night that we host for our website. Sue will add to the newsletter that at the next meeting we will be showing our website and how to use. Bring your laptop! We have resolved that we will make presentations for our website at the next several meetings-add to business agenda and in future newsletters

### Committee Reports-

Vendor Membership Report-Mark -B & K Tile may be joining as a vendor member. Mark may do a save the date email or postcard to the vendors for November.

Legislative Agenda-Daryl-Nine items to push for the next legislative session. He introduced this to Jeff Danielson-senator. He is in the process of discussing item 1 with Nick Wagner. There was discussion on item 3 and what the existing law is to help clarify what our standpoint is. There was discussion about item 6 and marital status, clarify that it is to help protect single or un-related people. Right now there are occupancy regulations due to being unrelated/not married.

Legal Committee-Wally reported at general meeting that Linn County Membership won their legal battle & that it will help pave the way for other chapters in their respective towns.

Maggie motioned for meeting to adjourn, 2<sup>nd</sup> by Daryl. Motion passed.

Meeting adjourned at 1:15

Respectfully Submitted – Rachel Page - Secretary

HAVE YOU COMPLETED YOUR TRAINING?

**Do you PAINT or do REMODELING?**

If you work in pre-1978 homes or child-occupied facilities, Iowa law requires you to be certified as a lead-safe renovator by the

IOWA DEPARTMENT OF PUBLIC HEALTH.

This law will be enforced starting

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Before this date, you must take an 8-hour class and apply for certification. To learn more, call the Iowa Department of Public Health at 1-800-972-2026 or visit [www.idph.state.ia.us/eh](http://www.idph.state.ia.us/eh).



This ad has been running in newspapers across the state as a FINAL NOTICE before enforcement and fines of the Lead Safe Renovator law begin on September 1.

The law applies to anyone working on homes or child-occupied facilities built before 1978. This includes work such as painting, siding, windows, gutters, roofing, flooring, cabinets, countertops, plumbing, hvac, electrical, drywall, handyman services, rental property owners and managers.

Penalties and fines can be as high as \$5000 per violation and there can be multiple violations on one job!



Register For Class Today! 888-710-1315



# Landlords of Iowa Convention October 7-8, 2011 in CEDAR RAPIDS

PAGE 3

The Landlords of Linn County cordially invite you to the **23rd annual Landlords of Iowa State Convention** October 7th and 8th. Please mark your calendars. The convention will be held at the **Clarion Hotel and Conference Center in Cedar Rapids**. Please visit the website <http://iowalandlordsconvention.com> to see all the details of the convention.

The key note speaker is **Mike Whaling** speaking on “Build Your Brand.” Mike specializes in apartment marketing. Visit [www.MikeWhaling.com](http://www.MikeWhaling.com) or the [Iowa Landlords Convention website](#) for more information!



**SEE YOU AT THE CONVENTION!!!**

## Neighborhood Services Newsletter

If you would like a free subscription to the Neighborhood Services Newsletter or insert a community focused article contact Neighborhood Services via email at [perry.goodman@waterloo-ia.org](mailto:perry.goodman@waterloo-ia.org) or call 319-291-9145

## Oct 20, 2011 7:00 pm Business Meeting Agenda

Call to order.

- 1) New Business
- 2) Other Business from the floor.
- 3) **Guest Speaker—Local Candidates Panel**
- 4) Adjournment & Website DEMO!

**Advertise Rental Listing at**  
[www.blackhawklandlords.org](http://www.blackhawklandlords.org)

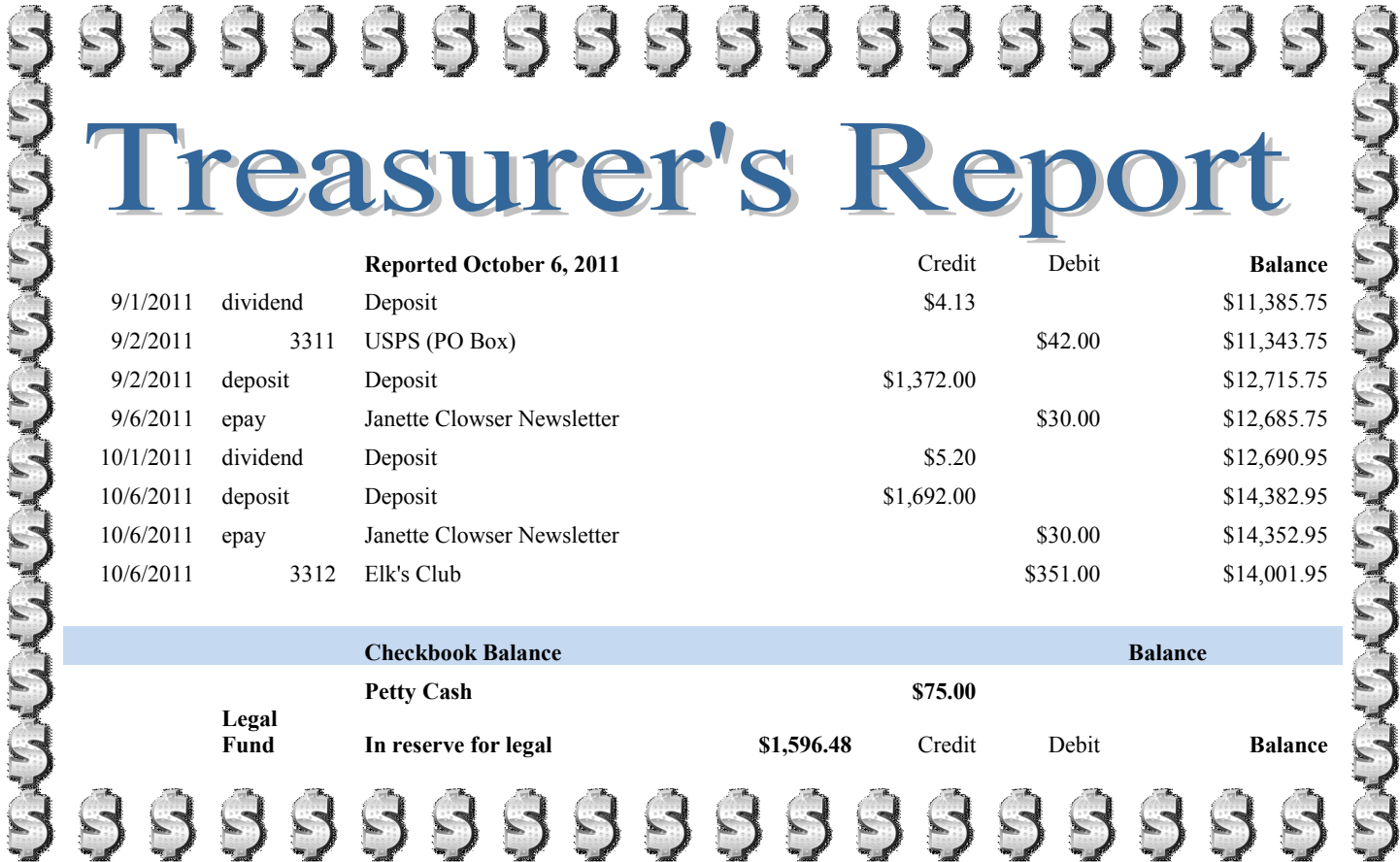
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Computers will be available to review the use of [www.BlackHawkLandlords.org](http://www.BlackHawkLandlords.org) RENTAL LISTING. If you need help bring your username & password—or just take a look!

## LANDLORDS OF BLACK HAWK BOARD POSITIONS

<b>POSITION:</b>	<b>NAME:</b>	<b>PH. NUMBER:</b>	<b>EMAIL:</b>
<b>President</b>	Wally Parrish	290-0335	<a href="mailto:wparrish@wparrishlaw.com">wparrish@wparrishlaw.com</a>
<b>Vice President</b>	Jane Reppas	266-5544	<a href="mailto:jreppas@aol.com">jreppas@aol.com</a>
<b>Secretary</b>	Rachel Page	464-2862	<a href="mailto:pagefamily@butler-bremer.com">pagefamily@butler-bremer.com</a>
<b>Treasurer</b>	Sue Schauls	290-7843	<a href="mailto:schauls3@mchsi.com">schauls3@mchsi.com</a>
<b>Membership</b>	John Dutcher	240-2497	<a href="mailto:John@balboapt.com">John@balboapt.com</a>
<b>Newsletter</b>	Rachel Page /Sue	464-2848	<a href="mailto:pagefamily@butler-bremer.com">pagefamily@butler-bremer.com</a>
<b>Programs/Publicity</b>	Jane Reppas	266-5544	<a href="mailto:jreppas@aol.com">jreppas@aol.com</a>
<b>Dinners</b>	Maggie Yeargin	961-2507	<a href="mailto:magyear@yahoo.com">magyear@yahoo.com</a>
<b>Vendor Membership</b>	Mark Pregler	939-4417	<a href="mailto:mark_pregler@yahoo.com">mark_pregler@yahoo.com</a>
<b>Hospitality</b>	Gary Olmstead	231-8844	<a href="mailto:gandnolm@cfu.net">gandnolm@cfu.net</a>
<b>Legislative</b>	Daryl Kruse	240-0880	<a href="mailto:dreeemon@aol.com">dreeemon@aol.com</a>
<b>Legal</b>	Wallace Parrish	290-0335	<a href="mailto:wparrish@wparrishlaw.com">wparrish@wparrishlaw.com</a>
<b>Website</b>	Jane Young	232-7398	<a href="mailto:jayo2000@mchsi.com">jayo2000@mchsi.com</a>

State Representatives:  
Daryl Kruse - Rachel Page - John Dutcher



# Treasurer's Report

<b>Reported October 6, 2011</b>			Credit	Debit	Balance
9/1/2011	dividend	Deposit	\$4.13		\$11,385.75
9/2/2011	3311	USPS (PO Box)		\$42.00	\$11,343.75
9/2/2011	deposit	Deposit	\$1,372.00		\$12,715.75
9/6/2011	epay	Janette Clowser Newsletter		\$30.00	\$12,685.75
10/1/2011	dividend	Deposit	\$5.20		\$12,690.95
10/6/2011	deposit	Deposit	\$1,692.00		\$14,382.95
10/6/2011	epay	Janette Clowser Newsletter		\$30.00	\$14,352.95
10/6/2011	3312	Elk's Club		\$351.00	\$14,001.95
<b>Checkbook Balance</b>					<b>Balance</b>
Petty Cash			\$75.00		
<b>Legal Fund</b>	<b>In reserve for legal</b>		<b>\$1,596.48</b>	Credit	Debit
					<b>Balance</b>

# Thank you LLBH Volunteers!

# General Meeting-September 15, 2011

Meeting brought to order by Wally at 7:05 pm  
No new business or old business to discuss.

## Program presented by John Dutcher-How to Achieve 100% Occupancy

8 BIG Questions-

1. When do you start looking for new tenants? He starts a year to 6 months in advance; he keeps a running list of people wanting to get in.
2. How often have you read your lease?
3. Do you understand your lease?
4. Would you sign your own lease?
5. Would you ever consider lowering your deposit or rent if tenant took apartment as is?
6. When you have an apartment ready for rent, would you move in there?
7. Would you consider them as a source of income or a nuisance?
8. Bad tenant-do you ignore the problem or aggressively go after the bad tenant? Document everything and aggressively move them out. Treat with respect but move smoothly and swiftly to get rid of that person? By having 100% occupancy he picks up more than \$1000 extra a month, is able to rent his apartments for more because they are clean and sharp,



Key Points from the presentation:

- ⇒ He suggests using Craig's List to advertise, set your ad apart from the rest. Put on there that your units are extra clean, what's unique about your apartments, spell that out!
- ⇒ Use a checklist to clean or give a checklist to who cleans your property.
- ⇒ Make sure to do a move-in checklist on your properties and have them sign. You can also use your cleaning checklist to show what you did before they move in. This can help you out if they leave the place a mess and you want to take legal action
- ⇒ Use the same paint throughout your units. It helps touch up the walls.
- ⇒ Eggshell texture/finish then a semi-gloss, painting over gloss paint-it can peel off. Eggshell/texture/finish is easy to clean similar to a semi-gloss.
- ⇒ To clean carpets, buys at Martin Brothers, 4 in a case, he has a rug doctor, Ful-Trole 64 multi task system-this is a non-foaming solution. Sue bought a rug doctor at Wal-Mart for \$90.00.
- ⇒ He covers his ceilings & stains with "Gardz", roll quickly over texture, bought at Menards for about \$19.00 a gallon, ½" roller the key is light pressure. Make sure to put down drop cloths.
- ⇒ His standard of clean is as good as any of the best hotels in the area.
- ⇒ He gets children's names & birthdates; he sends b-day cards a wk. before their birthday.
- ⇒ He does accept pets but not smokers.
- ⇒ He gives them a move out checklist-short version when they move in, and then another one when they are actually moving out.
- ⇒ He has a maintenance request form for when they move in
- ⇒ He gives a full statement to his tenants on the 20<sup>th</sup> of the month, a detailed statement. He bills for poop, misc. etc. and puts it on the statement. That wasn't my dog "I believe it was".
- ⇒ He makes available standard operating procedures, but most people do not take it.
- ⇒ If it's a disaster he can get it cleaned in 4 days.

Wally-meeting adjourned 8:10

**Deadline to Submit Articles & Information for next Newsletter is the 1st of each month!**

**Weather Cancellation Policy:** If weather is questionable, before venturing out into our lovely Iowa weather and risking your safety and well-being, please contact a board member or check your email as KWWL.

# Waterloo City Council Requires Covered Loads in City Traffic

Due to the increase in the amount of trash and yard waste dropped on the streets of Waterloo from vehicles traversing the city, the Waterloo City Council adopted an ordinance requiring all loads hauled within the City Limits of Waterloo be covered associated with this requirement a process for fines is in place starting at \$200.00 for the first violation and progressing.

Waste Management Services Department of Waterloo through Code Enforcement will start to enforce this Code we are asking that the public work with us and cover all loads coming to the yard waste site and any Neighborhood cleanup and the City wide cleanups, we may refuse your load and you could be fined.

The basis for ordinance can be traced to the Federal Clean Water Act and EPA's requirement to enact laws protecting waters within the United States. Provisions of the ordinance are outlined in Ordinance 5075 of the Waterloo City Code and are available either on line or through the Waterloo City Clerk's office. For more information contact Waste Management at 291-4553.



## Save The Date

Thursday, November 17, 2011 6:30-8:30 pm  
**Landlords of Black Hawk Vendor Trade Show**  
 Elk's Club—Waterloo, Iowa  
 FREE buffet dinner to attendees!

Come see what our Vendor Members have to offer.  
 Network with service providers, tradesmen, other Landlords & friends.  
 Please RSVP so nametags can be made and we can estimate the number of attendees!

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# Candidates In the News...

October 5, 2011—Cedar Falls, Iowa—The first forum of the city election campaign included two mayoral candidates and two council candidates, one of whom compared those who would like to make the mayor's office part-time to communists.

The Cedar Falls Rotary Club hosted the Monday forum. Frank Darrah and Jon Crews shared their ideas, but Larry Quigley, a third candidate, did not attend. The at-large City Council race pits incumbent Dave Wieland against Stan Smith.

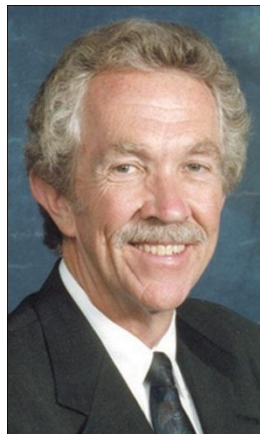
## [READ THE STORY](#)

September 23, 2011—CEDAR FALLS, Iowa --- Voters will have plenty of options for city offices in November. Every municipal spot on the ballot has multiple candidates, including three vying for the mayor's seat and four competing for a vacant City Council Ward 4 slot.

The slate features a little of everything, from those with no political experience to those with decades. There are educators and longtime politicians, business leaders and figures from city councils past.

## [READ THE STORY](#)

September 23, 2011—WATERLOO, Iowa --- An 11th hour candidate filing spiced up the Waterloo mayoral election. But two City Council members will go unchallenged. Former Councilman Reggie Schmitt arrived at City Hall just 75 minutes before the deadline Thursday and filed nomination papers to run against incumbent Mayor Buck Clark in the Nov. 8 municipal election.



Councilman Steve Schmitt has served six years on the City Council will be seeking his second two-year term. **Steve Schmitt (pictured here)**, who was elected to a four-year council term in 2007, will face two challengers as he seeks to hang on to his at-large council seat, which is elected by voters from all five city wards.

## [READ THE STORY](#)

September 23, 2011—WATERLOO, Iowa --- Reggie Schmitt is making a second bid for the city government's top elected post. The former city councilman on Thursday announced his plans to run in the Nov. 8 mayoral election against first-term incumbent Buck Clark.

## [READ THE STORY](#)

# Meet the Candidates at the Regular Monthly Meeting October 20, 2012, 6:30 pm!

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## Census report: More 'doubled-up' Households Impacting Economy

More people are living with family amid high unemployment rates and a slow economy, but while the phenomenon is keeping the poverty rate lower, it has wider negative economic consequences, according to the Wall Street Journal's [blog](#).

The Census Bureau noted a big jump in the number of individuals and families doubling up. Census says 69.2 million, or 30 percent, were doubled-up in 2011, up from 61.7 million adults, or 27.7 percent, in 2007. "Doubled-up" households include at least one person 18 or older who isn't enrolled in school and isn't the householder, spouse or cohabiting partner of the householder.

Much of the increase comes from young people, ages 25-34, living with their parents. Some 5.9 million, or 14.2 percent of 25-to-34 year olds, lived with their parents in 2011, up from 4.7 million before the recession.

"These young adults who lived with their parents had an official poverty rate of only 8.4 percent, since the income of their entire family is compared with the poverty threshold," David Johnson chief of the Housing and Household Economic Statistics Division at the U.S. Census Bureau said. "If their poverty status were determined by their own income, 45.3 percent would have had income falling below the poverty threshold for a single person under age 65."

Fewer households means fewer consumers for businesses desperate for demand. (You don't need to buy a new TV if you can just use mom and dad's.) At the same time, it continues to drag on a housing market that needs to burn off excess supply. Meanwhile, the struggles of young adults can have a broad economic impact. Parents supporting adult children have less money to spend on themselves, not to mention less income to save for retirement.

To be sure, there is a silver lining if the broader economy can improve. Necessity is likely the primary driver of the increase in doubling-up. Many of these families and children living at home may want to make the jump out on their own as soon as their economic standing improves. That could represent a strong shadow demand for housing.

References: 1) Real Time Economics by Phil Izzo 2) HousingZone.com Newsletter by Mary Beth Nevulis

**FOR  
RENT**



**blackhawklandlords.org**

### **Yard Signs are Here!**

For those members advertising their available rental units on the Black Hawk Landlords website—Yards sign are now available at no charge. Pick up at the regular monthly meetings!



# In the News...

September 2, 2011- TRAER, Iowa (AP) --- The U.S. Department of Housing and Urban Development is accusing the owners of an Iowa apartment building of discrimination for refusing to allow a sick child to live with a medically-prescribed emotional support animal. HUD says the owners of the building in Traer are violating the Fair Housing Act, which requires landlords to make reasonable accommodations for persons with disabilities.

In this case, HUD says a 7-year-old girl who has cerebral palsy has been refused permission to live with a support dog because of the landlord's "no-pet policy." HUD says the girl's mother was told that if she got the animal, she'd either have to move or pay more to stay. If a judge finds discrimination occurred, damages can be awarded.

[READ THE STORY.](#)

## PLEASE SEND IN YOUR MEMBERSHIP RENEWAL!

### PETS WELCOME?

We all struggle with the best and most cost efficient way to advertise our available rental properties. The Fair Housing Action Plan reminds us that in our effort to protect our properties from pet damage we may be overlooking an opportunity to recruit a great Tenant with a Service Animal roommate! Please consider adding *Service & Therapeutic Animals Welcome* to all of your No Pets advertising.

### Benefits of membership in Landlords of Black Hawk

- ⇒ Educational program the 3<sup>rd</sup> Thursday of each month at the Elk's Club in Waterloo.
- ⇒ Networking with local Landlords.
- ⇒ Membership in Landlords of Iowa included with renewal.
- ⇒ Access to Lobbyist updates.
- ⇒ Legislative voice to our elected officials.
- ⇒ CD of Landlord/Tenant forms and sample documents.

*Board Meetings will be held the 1st Thursday of each month at Noon at the Elk's Club. The next LLBH Board meeting is Thursday, Sept 1, 2011. All members are welcome to attend.*

# tenantdata

**John Benson**  
jbenson@TenantData.com

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