

WHAT'S INSIDE?

FROM THE PRESIDENT

Taking Over the Presidential Reins • page 3

LAURA'S BLOG Tax Reform, Property Valuations, Elections – Oh, My! • page 5

CAA Community Assistance Foundation Searching for Charity Recipients • page 5

UPCOMING EVENTS

GIVING RESIDENTS A REASON TO STAY NATIONAL SPEAKER, PETRA MARQUART
MAR 21 • 9:00 AM - 12:00 PM
Hilton Garden Inn,
3232 Olentangy River Rd.,
Columbus, OH 42302

2018 CAA EXPO - CARNIVAL
APR 18 • 1:00 - 4:00 PM
Cardinal Hall, Ohio Expo Center
717 E. 17th Ave.
Columbus, Ohio 43211
FEATURING: INDUSTRY FORECAST WITH ROB VOGT

UPCOMING EDUCATION

EVICCTIONS

APR 17 • 9:00 AM - 1:00 PM
Instructed by Bill Willis, Willis Law Firm

This interactive course answers all of your legal questions about evictions, as well as handling other challenges.

EXPO EDUCATION

“STOP YELLING AT ME!” NATIONAL SPEAKER, ROMMEL ANCAN
APR 18 • 10:00 AM - 12:00 PM
Discover the “Psychology of Customer Service” applying it to handling complaining residents and customers. Get insight to provide “win-win” solutions that everyone can feel good about.

YOU GOT THE JOB! NOW

WHAT? LEASING 101
APR 25 • 9:00 AM - 4:30 PM
Instructed by Lisa Schmidjell-Justice, DEI Communities
Apartments 101 is a crash course for the apartment industry, teaching you all you need to know as on-site leasing team member to stand out and make things happen.

Members Enjoy Bowling for Charity Event

Over 200 CAA members took over the bowling lanes at Sawmill Lanes on Friday, February 16, 2018. All were ready to bowl, have fun and raise money for the CAA Community Assistance Foundation. Bowlers filled all 52 lanes during the Charity Bowling Luncheon for an afternoon of bowling, pizza, socializing and a little friendly competition.

Lane sponsors spent the afternoon networking, cheering and assisting the bowlers to help keep the pace of play moving so bowlers could get the most out of their two hour bowling time.

50/50 raffle tickets were available once again culminating in the largest pot of the year. As the bowling drew to a close, Danny Fickle with ABLE 444-Roof pulled the winning number. Michael Bell with Zinger Property Group won \$393 in the drawing with an equal amount being donated to the CAA Community Assistance Foundation.

The team and individual with the highest scores were recognized at the March General Meeting at The Wells Barn on March 8.

Highest Individual Total Score

577: Alan Carr, Commercial One Realtors

Lowest Individual Total Score

197, Katie McCoy, Oakwood Management Company

Highest Team Total Score

1856: Alan Carr, David Holzer, Doug Baker and Owen Carr, Commercial One Realtors

Lowest Team Total Score

722: Ashley Sanders, Kelly Skufca, Tyleigh Ward, Jessica Duffee, Redwood Living

Thank you to all who planned, participated and sponsored the event!

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Members enjoy bowling at Sawmill Lanes.



Members socialize while bowling.

CAA Members Learn How New Tax Regulations Impact Industry

On Thursday, March 8, 2018 nearly 100 CAA members gathered at The Wells Barn at Franklin Park for the first CAA General Membership Meeting of the year anxious to hear how tax reform and property valuations would impact their business.

CAA Executive Director Laura Swanson welcomed everyone to the meeting and, as tradition, recognized all of the CAA Past Presidents and Hall of Fame members in attendance. She then had the honor of presenting the awards from the CAA Bowling for Charity Luncheon to Alan Carr with Commercial One Realty with the highest overall score and the team of Carr, David Holzer, Alex Holzer and Doug Baker the highest team score.

Swanson turned the podium over to CAA Associate Council Chair and Expo Workgroup Chair Mike Lange who invited everyone to attend this year's Expo at Cardinal Hall on April 18. Lange outlined a few of the exciting opportunities and education offerings that attendees could take advantage of throughout the day.

Finally, David Holzer, CAA President welcomed the new members in attendance before introducing the afternoon's panel of speakers, Chadd Weisert of The Tidwell Group, Mark Snider from Porter Wright and Steven Gladman, CAA Policy Analyst to discuss the hot topic of the year so far; taxes.

• TAX CONTINUED ON PAGE 2

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Brian Yeager, The Champion Companies

• TAX CONTINUED FROM PAGE 1

Weisert began the presentation with an overview of the two new laws taking effect; the first being the tax reform bill and the second, a law passed in 2015 with a January 1, 2018 effective date, regarding the IRS audit structure for partnerships. Beginning with the tax reform bill, Weisert stated that the first thing to note is that the interest deduction is dramatically limited from what it has been in the past. But, there were positive changes with the depreciation rules.

Speaking first to the partnership audit rules, Weiser outlined that IRS has updated the ways partnerships will be audited changing a law from 1982. Prior to the changes, the percentage rates for partnerships being audited was .08% whereas corporations are being audited at 27.1%.

“The IRS knows they’re not auditing partnerships like they want to and the IRS has said they view this new rule as a revenue raiser,” Weiser said. “Unfortunately, I think it’s their way of saying we’re going to audit partnerships more than we have in the past.”

Weisert said he expects it will be a couple years before they see audits under the new rules, however, he has advised his clients to expect the IRS to be coming. While it may be delayed for clarity, the IRS is not going away.

Snider then addressed the partnership audit rules from a legal standpoint stating that a lot of the regulations are still in temporary form, but, the reality is, there will be new rules going forward that everyone will have to live with.

“As a lawyer, what I think about is what we need to do as far as our agreements,” Snider stated. “Almost any partnership is going to have an operating agreement or limited partnership agreement that probably has provision talking about the TEFRA rules. If you look to the end there’s a section that talks about tax matters partner. And, tax matters partner was the person previously under TEFRA who managed the audit process. That person had some power, but, not nearly as much power as the replacement. The replacement person is called the partnership representative. It’s a change in nomenclature, but, it’s more than that.”

Snider continued by saying under the new audit rules the partnership representative acts the same way the CFO would act if a C Corporation were audited. If the IRS is auditing a partnership, and the partnership representative agrees to and adjustment that is the final determination, the partnership will owe the additional tax.

“Most agreements that pre-date 2015 or 2016 are going to have the wrong nomenclature,” Snider said. “They’re not going to address the new law. There’s a sort of chaos out there trying to figure out who the new partnership representative is going to be.”

When partnerships file tax returns the preparer is going to have to state a partnership representative on the return. The preparer may just default to one person and may not contact the partners. Snider suggests all documents be reviewed and agreements be reworded if necessary. Snider suggested including wording that states that the partnership representative cannot sign off without approval of the other partners.

Depending on the way the partnership is structured there may be ways to opt up, certain type of small partnerships, or partnerships with partnerships may be able to opt out, among others. Also under the new regime the partnership itself may owe a tax and there remains some question as to whether or not that tax can be pushed out to the partners. Finally, Snider recommended provisions be added to agreements that require exiting partners to have to contribute money back to the partnership.

“I don’t know how the IRS pick partnership to audit,” Weisert chimed in. “But, one thing I do know, if you ignore communications from the IRS, they’re probably coming. “In my practice, in the last five or six audits the root cause was that notices from the IRS were ignored. If you take nothing else away, respond to the IRS correspondence. Send it to your CPA or attorney, but, respond.”

• TAX CONTINUED ON PAGE 3

COLUMBUS APARTMENT ASSOCIATION STAFF

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FROM THE PRESIDENT

Taking Over the Presidential Reins

by David Holzer, CAA President

To me, the CAA is the embodiment of a family organization. Maybe it's because it has been to me. I've come up through a family business and come into the CAA as a second generation member. My entire family is involved and so is my brother's. In fact, I'm thrilled that recently, I've been able to introduce the CAA to my children as they've become involved in the industry. I am honored to follow in the footsteps of fellow second generation members in becoming CAA President and hope to live up to the legacy they've created.



Becoming CAA President is the culmination of several years spent moving through the Executive Committee, from a Vice-President position, for me it was Membership, to Secretary and Treasurer. It is a commitment, but, it allows one to truly learn about the workings of the CAA. It provides the ability to work with membership in different ways and learn what's important to everyone. I can honestly say that I'm excited to take what I've learned and work with the membership to continue to move the CAA into the future.

There are new and exciting things on the calendar for the CAA this year and I'm excited to be a part of them. First, we're moving the CAA Expo to a larger location to accommodate even more vendors. This year, come meet CAA Associate Members at Cardinal Hall on the Ohio State Fairgrounds. There will be more vendors and a lot of

• TAX CONTINUED FROM PAGE 2

Moving from the partnership audit to the now effective tax reform bill Weisert spoke to the re-computation of taxable income and the deduction of interest expense. Interest expense, debt, is a big part of the project so it has an impact.

The provision is not applied to 'small taxpayers,' Weisert noted. However, the catch would be if you have an operating partnership and a bank is the partner. If there is a large taxpayer as part of the partnership one is still subject to the provisions. The second way out is to elect to be characterized as a real property trader business. But, the downside would impact depreciation extended the timeframe from 27.5 to 30 years. The next provision is where the IRS is giving back. They have added the bonus back into depreciation, 100% will be depreciated from the year the asset it is placed in service after September 27, 2017.

The next point of discussion became pass through partnerships. A new code section has been created setting forth the rules.

"It's a very poorly worded statute, and there are no regulations yet," Snider said. "There is probably a thousand different comments and lawyers who have written articles. And, there are differences of interpretation and differences of opinion and in those articles nobody is exactly sure how some of the provisions will shake out in the regulations. There are a couple things that are clearly errors that, hopefully, Congress will fix. This quickly gets deep in the weeds."

Saying it's impossible to understand it currently, Snider focused on who may benefit from the deduction. The C Corporation tax rate received a huge deduction opening the door to a shift without compensation for pass through entities, not particularly real estate, however.

Many pass through businesses are law firms, doctors, medical providers and it was not Congress' intention to provide those entities a deduction. Up to a certain point, they are all treated the same, the rules are tested at the individual level, even for those as part of the exception. Over the threshold the deduction applies to only qualified entities which includes real estate. If a company is set up as an LLC, a partnership or an S Corporation it will likely qualify for the deduction.

carnival based fun to be had by everyone. Also, something new at this year's Expo, we'll host Rob Vogt and his ever popular industry forecast just before the show opens.

The CAA Education Committee has done a great job of continuing to bring in high-quality national speakers. Beginning in March with Petra Marquart and continuing at the Expo with Rommel Anacan. Rounding out the year will be two popular presenters from last year Toni Blake and Amy Kosnikowski-Dilisio. You can check out all of their topics and dates online or on the annual CAA calendar. In addition to those amazing presenters the CAA is hosting NAA's Certified Apartment Portfolio Supervisor (CAPS) designation in September. This opportunity doesn't come around often so be sure to send your staff!

Rounding out the year the CAA will change the traditional November General Meeting and host a Business Exchange event, or as some of you know it, a Reverse Trade Show. Details of that are being formulated, but, it's sure to be a productive way for our Primary Members and Associate Members to connect and learn more about each other and their businesses.

Finally, not a new event, but one that is near and dear to my heart. Our annual Kayak for a Cause event will happen once again this summer. Join me and fellow CAA members and their families for a day on the water in a kayak or stand up paddle board, or, playing bocce, horse shoes, fishing, whatever your favorite activity may be. We'll have the grill going again and as always, all proceeds will benefit the CAA Community Assistance Foundation.

Be sure to continually check the CAA website, read the weekly e-news, watch Laura's video blogs or contact a member of staff for the latest CAA information.

Finally, Snider spoke to the property tax valuations noting that the last date to get an appeal to the Board of Revision is April 2. He noted that if you have not had a recent sale, one needs an appraisal with the date of the tax assessment and will need to have a lawyer involved to file the complaint.

Weisert and Snider concluded by touching on a few miscellaneous tax items of note that may be relevant to the industry and were kind enough to stay to answer personal questions following the presentation.

Swanson returned to the podium and thanked the attendees reiterating her hopes to see them on April 18 at the CAA Expo.



Join us for a family friendly day outside!
Enjoy kayaking, bocce, disc golf and a cookout to benefit the
Community Assistance Foundation

Sunday, August 26, 2018

10:00 am-2:00 pm

TAASC Adventure Center, 6000 Harriot Rd., Powell, OH 43065

\$20/adult & \$10/child 12 and under

To register visit www.caahq.com



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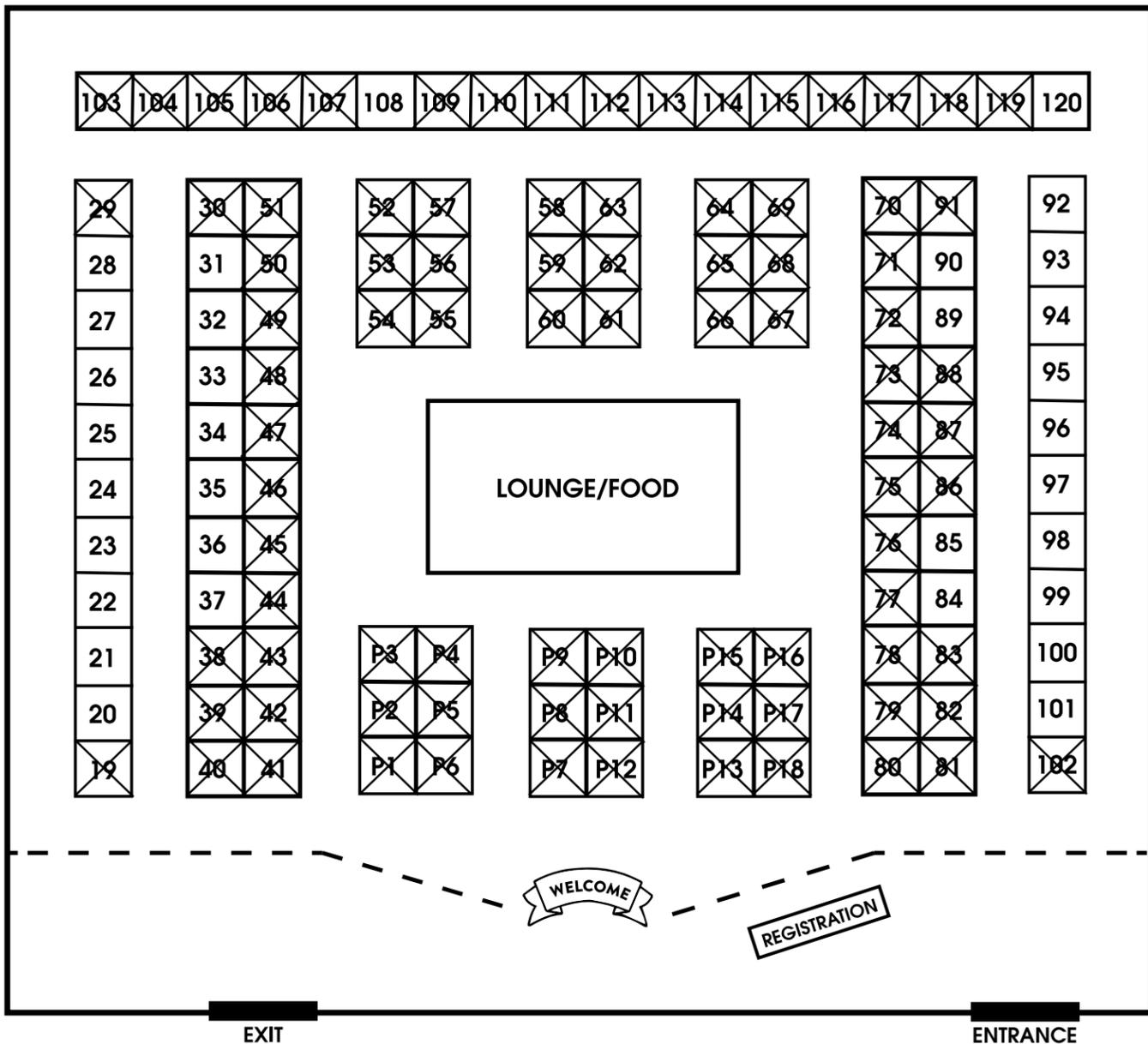
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Tax Reform, Property Valuations, Elections – Oh, My!

It's safe to say there has been no shortage of significant items impacting the multifamily industry over the past few months and the train doesn't seem to be slowing down any time soon. Ending 2017 there were uncertainties and questions surrounding Federal tax reform and locally, with property valuations. Going forward we're facing a State Legislature and Congress heading toward a lame duck session and considering several bills that could impact multifamily. And, we all know, it's an election year. The uncertainty that will come with a Congressional election, as well as on the state legislative and executive levels could open a whole new bag of tricks.

With so many issues to keep up with it can be almost impossible while also doing your full-time job. Luckily, that's why you have the CAA. We spend a great deal of time both as staff and hired consultants monitoring legislation, formulating tactics with each piece introduced, communicating the impacts of tax reform and educating our members on the property valuation process.

The CAA Leadership Series, now President's Series, has had sessions with the Franklin County Auditor's office on how to work with them on reassessments. And, most recently, a session with an appraiser and attorney on how to best formulate appeals. Our March General meeting focused on tax reform both from a financial and legal perspective providing member's valuable information in navigating the new legislation. In each issue of the Apartment Age you can find updates from local up through Federal issues from our consultants and from the National Apartment Association. The same can be found on the CAA website and each week in the e-news.

There's no doubt the upcoming elections will be a hot topic and one that could have a significant impact on our industry. In September, our General Meeting will give members an update on how the

election looks to be shaping up and what to expect from newly elected officials. In Ohio, the entire Ohio House of Representatives is up for re-election as well as a third of the Senate and the entire Executive Branch. That could mean significant turnover and the need to build new relationships in the future. In Congress, we already know that Representative Tiberi has retired so there will be at least one new local Congressional representative, but, there could be more. The CAA will spend a great deal of time this summer and fall in analyzing the candidates and continuing to build the relationships that have worked so strongly for us in the past.



Speaking of relationships, the inevitability of an election year is fundraising. It is important that the CAA continue to be front and center on multifamily issues from the local to Federal levels. We've been very fortunate to have the relationships we have built with Columbus City Council, the Ohio Legislature and our Congressional representatives. It is vital that we continue to build on those relationships and foster new ones where necessary. Each year you receive a letter asking for you to consider a contribution to the CAA Political Action Committee. I'm sure by now you're tired of hearing your CAA leadership and staff emphasize the importance of those donations. However, I cannot emphasize that importance enough. Your contributions to the CAAPAC allow the CAA to have the leading voice in multifamily and allow our industry to formulate and impact legislation.

Never fear, the CAA will continue to work tirelessly for the multifamily industry so we can be your one-stop shop for all of your multifamily needs. You can use your time actually managing your properties, services and staff. We'll have your resource when there's an immediate concern, you have a question or you just simply want to catch up.

CAA Community Assistance Foundation Searching for Charity Recipients

Since 1999 the Community Assistance Foundation has been providing financial assistance to charitable organizations in Central Ohio whose missions support multifamily housing and its residents. As the philanthropic arm of the Columbus Apartment Association the Community Assistance Foundation thrives from the support and participation of the CAA members.

Past donations have assisted charities such as the Community Shelter Board, Patches of Light, the American Red Cross of Central Ohio, Serenity Street Foundation, Faith Mission and the Ronald McDonald House Capital Campaign.

Through its donations, the Community Assistance Foundation is able to provide aid to those individuals and families in need through rent assistance, utility payment assistance, food distribution, as well as providing additional assistance to support their needs.

Right now, the Community Assistance Foundation is accepting proposals from local charities to be considered a beneficiary in 2018. If you would like to recommend a charity, please submit the organization name and contact information to CAA Executive Director, Laura Swanson at lswanson@caahq.com

The CAA Community Assistance Foundation is recognized as a 501 (c)(3) not-for-profit organization. Your donations are tax deductible. Contact the CAA today to make your donation or to learn more about the charities the Foundation benefits.



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Local

Refuse Collection

The proposed modification to refuse collection are on hold. The proposed changes would have required newly constructed multifamily properties to arrange for and pay for private refuse collection. For new properties the City of Columbus would not provide no cost collection as they do now. The CAA, Columbus Realtors and the Columbus Chamber of Commerce are all on record as opposing the proposed change.

City Council has not moved forward as they originally planned. The City of Columbus is undergoing a broader management review and no action on the proposed refuse collection changes are likely before the results of the management review are public.

Short Term Rental

The Administration and Councilmember Stinziano are working to develop regulations for short term rentals. The hotel industry wants a more even playing field by requiring short term rentals to pay bed tax.

Some residents in the 5th by Northwest area have expressed opposition to short term rentals after a proposed multifamily development planned to set aside a percent of all units for use as short term rentals.

A grassroots organization has been created that represents individuals that engage in short term rentals. The Columbus Realtors and the CAA have had independent meetings with the City of Columbus to discuss short term rentals. During the discussions that CAA has had with the representatives of the City of Columbus, CAA has raised strong opposition to the current discussed draft because only single family owner occupied properties would be permitted to engage in short term rentals. CAA also objected to the limitations on the number of days per year a property could be used as a short term rental.

No legislation has yet been drafted. The CAA will continue to monitor.

City of Columbus Development Incentives

Last year, the City of Columbus engaged HR & A and VSI to evaluate the development incentives the City had been providing developers. The study includes all commercial and residential incentive programs. The study is available online at www.columbus.gov/search.aspx?=&incentives%20study

The recommendations include linking residential incentives to affordable housing goals. The chart below provides a summary

Category	Developer Benefits	Types of housing investment abated	Affordable housing requirement
Market Ready	100%, 15-year abatement with decreasing benefit starting in year 11	Mid-rise and high-rise multifamily projects. Single family rehabilitation.	10% of units affordable to and rented to households at or below 100% AMI 10% of units affordable to and rented to households at or below 80% AMI
Ready for Revitalization	100%, 15-year abatement	All multifamily and single family investment.	Option 1: Provide affordable housing as in Market Ready Option 2: Pay \$2,500 per unit to a community group working on affordable housing in the community Option 3: Include an affordable housing group as a partner in the project
Ready for Opportunity	100%, 15-year abatement	All multifamily and single family investment.	None

The neighborhood associated with the three categories:

Market Ready - Short North and 5th by Northwest

Ready for Revitalization – East Side

Ready for Opportunity – Hilltop and Linden

State

The Ohio Apartment Association is tracking numerous bills before the Ohio General Assembly. Few, if any, of those bills are likely to become law. Because of the statewide office and General Assembly election schedule very little action will occur in 2018.

One of the higher priority topics for the Ohio Apartment Association is submetering. Two bills address submetering. Both were introduced by Columbus area legislators; SB 157 by Senator Bacon and HB 249 by Representative Duffey.

The OAA does not support either bill as currently drafted. The OAA has met with the bill sponsors and attended interested party meetings to present the rental owner viewpoints. Changes were made to both bills, but, both still fall short of being acceptable.

National

The main Provisions of the Tax Cuts & Jobs Act (TCJA) affecting rental property owners are discussed below. Except where otherwise noted, all of these provisions take effect on January 1, 2018, so they will not affect your 2017 taxes.

New Pass-Through Tax Deduction

For rental property owners, the most stunningly good provision of the TCJA is a new tax deduction for owners of pass-through businesses. This includes the vast majority of residential landlords who own their rental property as sole proprietors (who individually own their properties), limited liability companies (LLCs), and partnerships. With these entities, any profit earned from the rental activity is “passed through” to the owner or owners’ individual tax returns and they pay tax on it at their individual income tax rates.

Example: Alice, a single person, owns a duplex she rents out. In 2018, she earns a total profit of \$20,000. Alice is a sole proprietor. She reports her rental income and expenses on IRS Schedule E. She adds her \$20,000 rental profit to her other income and pays tax on it at her individual tax rates. In 2018, her top tax rate is 24%, so she pays \$4,800 in income tax on her rental profit.

The TCJA creates a brand new tax deduction for individuals who earn income through pass-through entities (new IRC Sec. 199A). If your rental activity qualifies as a business for tax purposes, as most do, you may be eligible to deduct an amount equal to 20% of your net rental income. This is in addition to all your other rental-related deductions. If you qualify for this deduction, you’ll effectively be taxed on only 80% of your rental income. Thus, the effective rate for taxpayers in the top 37% tax bracket is 29.5%.

This extremely complex deduction goes into effect in 2018 and is scheduled to end on January 1, 2026. All the ins and outs of the deduction have yet to be made clear by the IRS; however, it basically works as follows:

You qualify for an income tax deduction equal to 20% of your rental income if:

- you operate your rental business as a sole proprietor, LLC owner, partner in a partnership, or S corporation shareholder, and

- your total taxable income for the year from all sources after deductions is below \$315,000 if you’re married filing jointly, or \$157,500 if you’re single.

Example: Assume that Alice from the above example had \$100,000 in

LEGISLATIVE AND NATIONAL SCENE

taxable income in 2018. Since she was a sole proprietor, she may take a pass-through income deduction of $20\% \times \$20,000$ rental income = \$4,000. This saves her \$960 in income tax.

This deduction is phased out if your income exceeds the \$315,000/\$157,500 limits. It disappears entirely for marrieds filing jointly whose income exceeds \$415,000 and for singles whose income exceeds \$207,500.

This is a personal deduction you can take on your return whether or not you itemize. However, it is not an “above the line” deduction that reduces your adjusted gross income (AGI).

Income Above \$415,000 (\$207,500 for Singles)

If your annual taxable income is over \$415,000 if you're married filing jointly, or \$207,500 if you're single, you are still entitled to a pass-through deduction of up to 20% of your rental activity income. However, your deduction cannot exceed:

- 50% of your applicable share of the W-2 employee wages paid by your rental business, or
- 25% of your share of the W-2 wages paid by your business, PLUS 2.5% of the original purchase price of the depreciable long-term property used in the production of income—for example, the real property you rent.

Since most residential landlords have no employees, the 25% plus 2.5% deduction will be of most benefit to them.

Example: Assume that Alice from the above examples earned \$250,000 in total taxable income during 2018. She has no employees in her rental business. Thus, her pass-through deduction is limited to 2.5% of the purchase price of the long-term property she uses in her rental activity. This consists of her duplex, which she purchased five years ago. Her depreciable basis in the duplex (purchase price minus value of the land) is \$100,000. Her pass-through deduction is limited to $2.5\% \times \$100,000 = \$2,500$.

The 2.5% deduction can be taken during the entire depreciation period for the property, which is 27.5 years for residential property. However, it can be no shorter than 10 years.

Increased and Expanded Section 179 Expensing

A provision of the tax code called Section 179 enables rental business owners to deduct in one year the cost of personal property used in a rental business, such as furniture and appliances. During 2017, the maximum amount that can be deducted under Section 179 is \$500,000. Starting in 2018, the Section 179 maximum is increased to \$1 million. The \$1,000,000 amount is reduced (but not below zero) by the amount by which the cost of property placed in service during the year exceeds \$2,500,000.

One significant limitation on Section 179 is that it has never been available for rental property owners to use to deduct the cost of personal property used in residential rental units. In a major victory for rental property owners, the TCJA eliminates this restriction starting in 2018.

100% Bonus Depreciation Through 2022

Currently, business owners may deduct in a single year up to 50% of the cost of personal property they purchase for their business. The TCJA increases this amount to 100% for property acquired and placed into service from September 27, 2017 through December 31, 2022. Moreover, 100% bonus depreciation would apply for the first time to both new and used property, instead of new property only. The bonus depreciation amount will be phased down in 2023 and later years as follows:

- 80% for property placed in service during 2023
- 60% for property placed in service after during 2024
- 40% for property placed in service during 2025
- 20% for property placed in service during 2026
- 0% for 2027 and later.

Bonus depreciation may not be used for real property, except for real property improvements such as landscaping or grading, and other components that have a depreciation period of 20 years or less. Thus, landlords may not use it to deduct the cost of their rental buildings or major building components. However, landlords can use bonus depreciation to fully deduct in one year the cost of personal property they use in their rental activity, such as appliances, laundry equipment, gardening equipment, and furniture. But landlords can often do this already under existing provisions in the tax law—for example, the de minimis safe harbor enables landlords to fully deduct in one year any personal property that costs \$2,500 or less. Section 179 can also now be used.

Listed property must be used over 50% of the time for business to qualify for bonus depreciation. Listed property includes cars, and entertainment property like televisions and cameras. Computers were classified as listed property as well, but the TCJA removes them from this classification starting in 2018. Thus, bonus depreciation may be used to deduct computers used less than 50% of the time for a rental business.

Rental Property Owners Will Not Be Required to Pay Self-Employment Taxes

As you probably know, people who own their own businesses are required to pay Social Security and Medicare taxes on their net business income, as well as income taxes. These taxes are commonly referred to as self-employment taxes. One of the nice things about owning rental property is that rental income is ordinarily not subject to self-employment tax, only income tax. However, there is one exception for landlords who provide substantial personal services to their tenants and are effectively running a bed and breakfast business or hotel, not a normal rental operation.

The House version of the TCJA contained a provision that removed the rental income exemption from self-employment taxation. However, as many tax experts expected, this was dropped from the final version of the bill. Thus, landlords who do not provide substantial personal services to their tenants remain exempt from having to pay Social Security and Medicare tax on their rental income.

Lower Individual Tax Rates

As mentioned above, almost all residential landlords pay income tax on their rental profits at their individual tax rates. The TCJA reduces these individual rates. Starting 2018, the individual tax rates are as follows:

Rate	Married Filing Jointly	Individual Return
10%	\$0-19,050	\$0-\$9,525
12%	\$19,050-\$77,400	\$9,525-\$38,700
22%	\$77,400-\$165,000	\$38,700-\$82,500
24%	\$165,000-\$315,000	\$82,500-\$157,500
32%	\$315,000-\$400,000	\$157,500-\$200,000
35%	\$400,000-\$600,000	\$200,000-\$500,000
37%	over \$600,000	over \$500,000

These rates are scheduled to expire after 2025.

BWC UPDATES

OSHA Reporting Updates

There are a couple of important announcements regarding OSHA's electronic reporting requirements, and it is good news for employers:

- The site is live and accepting 2018 300A forms, which are due by July 1, 2018. This rule remains the same as it was last year: Employers can now begin to electronically report their Calendar Year (CY) 2017 Form 300A data to OSHA. All covered establishments must submit the information by July 1, 2018. Employers can view their submitted CY 2016 Form 300A summary information, but they cannot edit or submit additional 2016 data on this website. Remember, not all establishments are covered by this requirement.

- OSHA is looking at removing the large employer requirement to report the 300/301. This portion was not live last year and its looking like it will be removed anyway.

Covered establishments with 250 or more employees are only required to provide their 2017 Form 300A summary data. OSHA is not accepting Form 300 and 301 information at this time. OSHA announced that it will issue a notice of proposed rulemaking (NPRM) to reconsider, revise, or remove provisions of the "Improve Tracking of Workplace Injuries and Illnesses" final rule, including the collection of the Forms 300/301 data. The Agency is currently drafting that NPRM and will seek comment on those provisions.



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17-1642

2018 General Meeting Calendar

September 13, 2018
The Nationwide & Ohio
Farm Bureau 4-H Center
2201 Fred Taylor Dr
Columbus, OH 43221

November 8, 2018
Business Exchange
J. Liu Worthington
6880 High St,
Worthington, OH 43085

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HD Supply 513-478-8896
CareWorks Consultants 614-526-7264
The Sherwin-Williams Company 614-230-4512

City, State & National Fire Codes - Including 2017 and 2018 Updates

Below, are city, state and National Fire Prevention Association (NFPA) fire code links for reference.

Current 2011 Ohio Fire Code: <http://codes.ohio.gov/oac/1301:7-7>

Current City of Columbus Code 2500.xx: https://library.muni-code.com/oh/columbus/codes/code_of_ordinances?nodeId=TIT-25FIPRCO

NFPA Codes: <http://www.nfpa.org/Codes-and-Standards/All-Codes-and-Standards/List-of-Codes-and-Standards>

2017 ****NEW**** Ohio Fire Code (December 15, 2017): <http://www.com.ohio.gov/fire/OhioFireCodeInformation.aspx>

2018 ****NEW**** City of Columbus Fire Code will be coming soon

CAA EDUCATION

National Speaker

The Power of Service: Give Residents a Reason to Stay

Mar 21 • 9:00 am – 12:00 pm • \$109

Hilton Garden Inn, 3232 Olentangy River Rd., Columbus, OH 42302
National Speaker, Petra Marquart

In this session, you will find out why residents stay, what they expect, why service is the most important part of the deal, how to use service to maximize your competitive edge and how service compounds the value on your bottom line. Be able to identify the seven reasons service is critical in a property's success, define service beyond the abstract and understand the practical application of the four elements that comprise service, and understand residents' four expectations and how to exceed each expectation.

Evictions

Apr 17 • 9:00 am - 1:00 pm • \$79; \$99 after Oct 5 • 4 CEUs

Available • Instructed by Bill Willis, Willis Law Firm

This interactive course answers all of your legal questions about evictions, as well as handling other challenges.

You Got the Job! Now What? Leasing 101

Apr 25 • 9:00 am - 4:30 pm • \$99; \$79 before Apr 11 • 7 CEUs

Available • Instructed by Lisa Schmidjell-Justice, DEI Communities Apartments 101 is a crash course for the apartment industry, teaching you all you need to know as on-site leasing team member to stand out and make things happen.

New Online Learning Platform Available!

NAA recently launched a new online learning platform, VISTO. Through Visto you can earn industry designations such as CAM, NALP and much more.

You can brush up on topics such as *Business Etiquette and Dealing with Difficult People*. In addition, if you miss the annual NAA Education Conference you can access materials online. Visit the site today to learn more.



www.gowithvisto.org

Fair Housing

Apr 26 • 9:00 am - 12:00 pm • \$89 • 3 CEUs Available

Instructed by Bill Willis, Willis Law Firm

Fair Housing is a great overview of fair housing laws and compliance regulations for the on-site and management level staff.

HD Supply: Make-Ready Maintenance

May 8 • 1:00 pm – 4:00 pm • Free

Instructed by HD Supply

This 3 hour class addresses one of the most important roles of a maintenance technician - preparing for a new resident. Topics include: scheduling, prioritizing, observations skills, strategies and solutions to common repairs. Students will discuss: viewing the apartment as a product, maintenance's role in new residents and retention, solutions to common problems, and different scheduling scenarios.

You're Doing the Job Now Go Further! Leasing 201

May 15 • 9:00 am – 4:30 pm • \$99; \$79 before Mar 1 • 7 CEUs

Available • Instructed by Lisa Schmidjell-Justice, DEI Communities

Understanding your budget, Market surveys and what they really mean, Delinquency regarding evictions, debits and credits and escrow accounts and evictions, shopping competition and how it helps you, renewals, closing reports, leasing conversion ratios, lease audits, some advanced marketing for renewals and resident retention, inspections, staff meetings, noise complaints, reviewing the lease.



April 18
Ohio Expo
Center
Cardinal Hall



"Stop Yelling At Me!"

National Speaker, Rommel Anacan

10:00 am -12:00 pm

In "Stop Yelling at Me!" you'll discover the "Psychology of Customer Service" and how to apply it to handling complaining residents and customers. A proven "field-tested" seven-step road map that will guide you and your

upset residents and customers through the complaint process! Learn how to identify when something you're saying or doing isn't working and how to change course to a strategy that will work! Get the insight to provide "win-win" solutions that everyone can feel good about. You'll get an understanding of the essential strategies of handling online complaints.



EXPO KEYNOTE

CAA Industry Forecast

Rob Vogt, Vogt Strategic Insights

12:30 -1:15 pm

CAA's annual Industry Forecast will be held at the CAA Expo. Join us as Rob Vogt outlines what's to come for the Central Ohio multifamily housing market.

Both Sessions	\$69; \$89 after Apr 4
Rommel Anacan Only	\$59; \$79 after Apr 4
Robert Vogt Only	\$20

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- Property takeover process
- Capital improvement plans
- Managing risk through inspections, follow-up procedures, and incident reporting compliance
- Minimizing legal risk and liability
- Regulatory agency oversight of assisted housing
- Analyzing property performance data to inform action
- Management agreements
- Evaluating and reporting property performance using key performance indicators

Sep 18-21 • \$1,250

Contact the CAA at 614-488-2115
or caa@caahq.com to register!

Registration policy: Seating is limited. Cancellations are required five days in advance. Substitutions are accepted. No shows will be billed.

Who Do You Serve? The Investor or the Resident?

by Petra Marquart, Author and Customer-Service Expert

Have you ever asked someone an either-or question and had them answer: Yes?

For instance: Would you like to go to a movie or out to dinner for your birthday? Their response: Yes!

Most of the time this is playful with the implication being “I would like them both!” But it makes it hard for the person doing the planning when you can’t do both so you need to choose.

The same is true for the property management professional: Do I serve the investor or the resident first? To whom do I remain loyal?

For example, a resident tells you they need new carpeting. They’ve lived in the apartment for several years and the carpet was quite worn when they moved in. Now they have a baby and they’re concerned about the baby crawling on carpet that’s thread bare and stained in several spots. But, you also know that the property has just gone through a rough patch financially with several high-end repairs and replacements. The investors added capital funds to cover the costs but right now the budget is dry.

What do you do?

Many times, the on-site team finds it challenging to deliver bad news to the residents they see and live with every day. It’s hard when you know the woman with the new baby struggled through her pregnancy and you agree that the carpet is old and worn.

But you also know that the owners have done everything in their power to maintain the property well and going to them to ask for more money now just doesn’t seem fair.

Every person who has ever worked and lived on site knows how hard this can be. On one side someone is pleading: “I need new carpet!” and on the other, someone is lamenting: “We can’t afford it!” And guess who’s caught in the middle!

As hard as that dynamic can be, there is no question your loyalty belongs to the investor.

Does this mean that you don’t ever fight for your residents? No! That’s part of your job. You need to bring issues and ideas to the investors

telling them - from your professional opinion - what may or may not help their investment grow. You are their eyes and ears on the ground and you are the closest to the customer.

However, once you have gone to the mat to argue for something that you think will matter to the resident and the answer is “no,” then you have to represent the decision in such a way that shines the best light on the decision makers.

The choice is yours. Once the decision has been made – whether you agree with it or not – it’s up to you to represent the decision in a positive way.

Responding to the resident with: “Mary, I regret to say we aren’t able to replace your carpet at this time but we can take a look at it again in 6 months...” is far different from “They said no! It doesn’t surprise me! I don’t blame you if you want to move out.”

Many times, the negative message isn’t as direct as that but through your tone of voice or facial expressions - like the rolling of eyes – the resident gets the message loud and clear!

You might think you’re bonding with the resident when you negatively share information that will disappoint them. But what you’re really doing is shining a bad light on the entire organization and, in the end, no one wins.

The property management professional serves the investor through serving the resident. But when conflicts arise, loyalty to the organization and its investors are representative of your level of professionalism and your understanding of exactly how the multi-housing business runs.

Petra Marquart, CAM, is an international keynote speaker and author of the best seller, The Power of Service: Keeping Customers for Life. For 16 years, she managed over 1,100 apartment units within 21 properties and now owns rental property in Santa Fe, New Mexico. She wrote the ‘Management’ section for Minnesota Multi Housing’s Certified Resident Manager (CRM) program and ‘Introduction to Property Management’ for Hennepin Technical College’s Associates Degree. She has a BA in Communication.



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**Don’t miss Petra
on March 21st!**

**Giving Residents a
Reason to Stay**

National Speaker, Petra Marquart

- Seven reasons service is critical in a property’s success
- Define and understand the four elements of service
- Understand residents’ four expectations and how to exceed them

Mar 21 • 9:00 am - 12:00 pm • \$109
Hilton Garden Inn, 3232 Olentangy River Rd.,
Columbus, OH 42302

Register at caahq.com
or call 614-488-2115

ASSOCIATE ANGLE

Meet Sarah Volker, New Associate Council Member

Sarah Volker is Retail Store Manager for the Golf Car Company, LLC. When asked how long she's worked for the Golf Car Company, Sarah says, "I like to say unofficially forever as I'm part of the family and it is a family owned business. The official answer is 15 years."



In her free time, Sarah enjoys playing tennis and spending Sunday mornings reading the New York Times.

Sarah has been involved with the CAA for seven years and says her favorite part of being involved with the CAA is, "meeting other professionals who have insight and understanding of the multi-family housing industry. Plus it's a very social and fun group!"

What most excites you about 2018?

In 2018, Sarah is looking forward to "seeing downtown come alive as surface lots are being replaced with housing and retail."

2018 Associate Council

Co-Chair - *Megan Batty*
The Sherwin-Williams Company
Co-Chair - *Mike Lange*
ABLE 444-Roof
Phil Arthur
Ferguson Enterprises
Jackie Davis
CSC ServiceWorks
James Glass
Terminix
Tammy Hunter
Choice Property Resources, Inc.
Nick Jasper
FABCO

Scott Lloyd
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Tracey Thrush
RentPath
Sara Volker
Golf Car Company
Leah White
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EXPO EDUCATION

APRIL 18, 2018

OHIO EXPO CENTER • CARDINAL HALL



“Stop Yelling At Me!”

National Speaker, Rommel Anacan

10:00 am - 12:00 pm

In “Stop Yelling at Me!” you’ll discover the “Psychology of Customer Service” and how to apply it to handling complaining residents and customers. A proven “field-tested” seven-step road map that will guide you and your upset residents and customers through the complaint process! Learn how to identify when something you’re saying or doing isn’t working and how to change course to a strategy that will work! Get the insight to provide “win-win” solutions that everyone can feel good about. You’ll get an understanding of the essential strategies of handling online complaints.



CAA Industry Forecast

Rob Vogt, Vogt Strategic Insights

12:30 - 1:15 pm

The CAA's annual Industry Forecast will be held at the CAA Expo. Join us as Rob Vogt outlines what's to come for the Central Ohio multifamily housing market.

REGISTER TODAY!

Great Deal! Register for Both Sessions Anacan and Vogt before April 4, \$69; After April 4, \$89
Rommel Anacan Only Early Bird before April 4, \$59; After April 4, \$79
Robert Vogt Only \$20

WHAT'S THE SCOOP?

Get to Know Your New CAA Board Members

Justin Garland

Justin Garland is Project Superintendent with Showe Management Corporation. He is a graduate of the Ohio State University with a Bachelor of Science degree in Strategic Communications. During his time at Ohio State, Justin worked with Buckeye Real Estate focusing on leasing, marketing and maintaining positive resident relations of multi-family residential apartments.

Justin began working with Showe Management Companies in 2014. He has since overseen various multi-family projects consisting of both renovation and ground-up construction; gaining experience in Project Coordination, Estimating, Drafting and Design. He has completed renovation of over 500 apartments across multiple sites in this time. In addition to becoming a Member of the Board of Trustees for CAA, Justin is working towards his Certified Construction Manager designation.

Bob Mickley

Bob graduated from The Ohio State University Fisher School of Business specializing in Real Estate/Urban Analysis and also finance in 2006. In 2004, during his time at OSU, he was hired at Buckeye Real Estate as a part time leasing consultant. Shortly before graduation, the property manager position became available and Bob immediately inquired and became a full-time employee of Buckeye. Since that time and in addition to normal property manager duties, he has been involved in development planning, construction oversight and general office management.

Tidwell Group announces new partners Todd Fentress, Aram Moore, and Kevin Allmandinger as they expand into Columbus

2017's fastest-growing CPA Firm, Tidwell Group, is proud to announce the opening of its Columbus, Ohio office. With this expansion into Columbus, Tidwell Group welcomes three new partners to their team.

In January 2018, Todd Fentress, CPA, joined Tidwell Group as the Office Managing Partner. Todd's addition to the team brings a level of expertise in the affordable housing industry that will provide an unsurpassed value to the clients served.

His history of helping clients develop some of the most significant real estate projects in the Midwest, coupled with his experience consulting with Federal and State government sponsored programs, makes

Tidwell Group the go-to source for affordable housing services in the Midwest. Aram Moore, CPA, joins Tidwell Group as a Partner and brings his nearly 20-year successful track record of exceeding the expectations of his clients and their team members. His expertise with low-income housing and historic tax credit programs, along with his tremendous understanding of federal and state governmental housing agency regulatory requirements, makes his addition to the team invaluable. Kevin Allmandinger, CPA, also joined as Partner and brings over 30 years of real estate related experience in the public accounting industry, to Tidwell Group's valued clients. His experience performing and reviewing audit work for Rural Development, HUD and low income housing projects, along with 12 years of experience as Treasurer for a large construction, development and property management firm, rounds out the Partner group of our Columbus office.

J. Barry Tidwell, the Firm's Managing Partner said, "Our senior leadership team has evaluated numerous locations as we continue to strategically expand our services within the affordable housing industry. Ultimately, we selected Columbus because Ohio is home to some of the most prolific affordable housing developers in the country."

The firm invites anyone in need of consultation and accounting services in the areas of annual audits, tax returns, cost certifications, or consulting for affordable housing projects (including LIHTC, HUD and RD deals) to contact them by calling (614) 528-1440.

NEW MEMBERS

Primary

Gary Kimes Rentals
Contact: Gary Kimes

DSM Group Inc.
Contact: Bradley Mindlin
bmindlin@orocap.com

Grosvenor Properties Ltd.
Contact: Daniel Croley
boulevard@krgre.com

Mulberry
Contact: Mark Inks
mark@mulberryohio.com

Oakmont Investment Properties LLC
Contact: Lisa Boyd
lboyd@oakmontpropertiesllc.com

Primetime Investments
Contact: Kenneth G. Zimpfer
kennethgzimpfer@gmail.com

The Solomon Organization
Contact: Jonathan McClintock
jmclintock@solomonorg.com

Wyandot Land Company
Contact: Doug Metz
dougmetz59@gmail.com

University Courtyard Apartments
Contact: Laney Leslie
laney.leslie@ucathens.com

Associate

Mohawk Industries
Contact: Stephanie Briggs
stephanie_briggs@mohawkind.com

Tidwell Group
Contact: Aram Moore
Aram.moore@tidwellgroup.com

Waste Harmonics LLC
Contact: Danielle Scharf
danielles@wasteharmonics.com

Yardi Systems, Inc.
Contact: Kelly Krier
kelly.krier@yardi.com

Buckeye Locker Solutions LLC
Contact: John Meyers
johnpmeyers@yahoo.com

Black Tie Moving
Contact: Chris Hess
chris@blacktiemoving.com

AT&T
Contact: A.J. Mada
ajmada@directv.com

Garver Asset Protection LLC
Contact: Nick Garver
nick@garverprotection.com

The Union Bank Co.
Contact: Tom Sansone
tsansone@theubank.com

Watchtower Security, Inc.
Contact: Dion O'Brien
dobrien@watchtower-security.com

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Sound the Alarm. Save a Life. National Event

Neighbors Helping Neighbors

A home fire can strike anywhere, any-time-devastating families. On average, more lives are lost to home fires every year than to all other major disasters combined. But, together, we can change this.



The Red Cross and partners are tackling this problem head on. Volunteers go door-to-door, educating residents on the importance of escape plans and working smoke alarms and go one step further by installing free smoke alarms, if needed. The Red Cross is committed to installing 2.5 million alarms, and already our efforts are paying off. As of December 2017, more than 300 lives have been saved and over 1,000,000 smoke alarms have been installed thanks to Red Cross and partner volunteers.

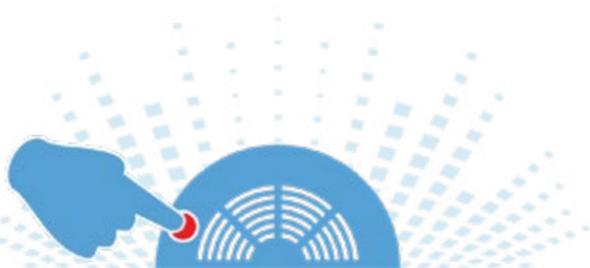
Your organization can be part of the solution by participating in the Sound the Alarm national events from April 28-May 13, 2018.

Possibilities include:

- Pre-Event Canvassing. Go door-to-door and talk with residents about the importance of smoke alarms and having family escape plans, while informing them about upcoming installation events.
- Smoke Alarm Installation. On installation days, canvass neighborhoods with ladders and screwdrivers in hand, installing smoke alarms in homes that need them. Volunteers will also provide fire and disaster safety education to family members.
- Additional Support
 - Pre-event and day-of event help with materials and event logistics
 - Provide financial and/or in kind sponsorships
 - Spread the word in your community

By working together, we will help save lives and reduce injuries, strengthening our community's ability to be resilient in the face of any disaster-large or small.

On average, 7 people die and 36 people are injured in home fires in the U.S. every day. On average, Red Cross workers help a family affected by a home fire or other disaster 180 times a day. Over \$7 billion in property damage occurs every year due to home fires. Smoke alarms cut the risk of death from a fire in half.



SOUND THE ALARM
Save a Life

Sound the Alarm with Us

To find out more about how you can get involved or continue your involvement in the Sound the Alarm national event, contact Patty Hiatt, 614-251-1444 or patricia.hiatt@redcross.org Thank you!! For more information, go to SoundTheAlarm.org.

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YOUR ASSOCIATION, YOUR EVENTS, YOUR PHOTOS



Commercial One receives their trophies for highest team score at the Bowling for Charity Luncheon



Mike Lange updates the audience on the 2018 CAA Expo



Steven Gladman, Mark Snider and Chadd Weisert (L-R) discuss tax reform with attendees



Panelists presenting tax reform topics to members

General Meeting



Members listen to the panel presentation



With tax reform a hot topic, members were paying close attention



David Holzer welcomes attendees



Laura Swanson presents Alan Carr the highest individual award trophy for the CAA Bowling for Charity Luncheon

YOUR ASSOCIATION, YOUR EVENTS, YOUR PHOTOS



Michael Bell wins the \$393 50/50 prize announced by Danny Fickle



The group from Zinger Properties poses for a photo



The Sherwin Williams representatives were ready to assist as Lane Sponsors



Commercial One bowlers take a break from the action

Bowling for Charity



Teams cheer each other on



Checking out the scores drives the competitive atmosphere



Members enjoy socializing between frames



The group from BRG shares a few laughs while enjoying the event