



FEBRUARY MEETING

Tuesday, Feb. 19

Networking / Vendor Information 6:30 P.M.

General Meeting 7:00 P.M.

Meeting Location → **RAAR**

6776 East State Street
Rockford, IL 61108

JOIN THE RAA!

Members enjoy . . .

- ✓ 8 monthly meetings with guest speakers covering a variety of property management topics
- ✓ Winter Member Mixer
- ✓ Spring Banquet
- ✓ a Web link or page advertising your units on the RAA Web site
- ✓ Member networking with current tips, bargains and referrals
- ✓ Knowledge of State and local political issues affecting property managers and owners
- ✓ Monthly newsletter

A one-year membership is \$99.

To join or e-mail RAA, go to

www.rockfordapartmentassociation.org

To join the e-mail group, go to

RAAmembers@yahoo.com

New Tax Laws

Deductions you may be missing

Tawn Jacobs of Savant Capital Management

— PLEASE NOTE OUR NEW MEETING SCHEDULE —
We invite members to arrive early for networking and to meet our vendors. Our vendors will now be handing out raffle tickets for the door prizes they donate. Tickets will be distributed prior to our general meeting and we will do the drawing right after our vendor introductions. We also want to encourage members to get to know each other. The time before each meeting can give us an opportunity to network. Vendor tables will be ready at 6:30. Please come early to get a chance for a door prize.

Letter from the President:

Winter is coming to an end and spring is around the corner. Along with longer days and warmer weather comes the time to pay our taxes. Our February meeting will focus on educating property owners on how to take advantage of all the deductions that are available to them. Having knowledge of tax law will help you make decisions in your day to day operation that can save you money. Whether you have someone else prepare your taxes or you do it yourself, you can benefit from this month's program. I hope you can join us and share your ideas and questions.

WELCOME new members:

Carol Ingraham and Mark Ingraham

Melissa Thomas, State Farm Insurance

Louis Bageanis

Dennis & Cathy Prescott

Dewayne & Beth Cloyd

Let's Get to Know PAUL ARENA by Jerri Cole

To quote Albert Schweitzer, "Example is not the main thing in influencing others, it is the only thing." And what an example Paul has set! And to quote Humpry Osmond, "There is no one else who can ever fill your roll in the same way, so it's a good idea to perform it as well as possible." It would never occur to Paul not to perform every thing he does as well as possible. He has a strong sense of justice, morality and righteousness, and has pushed himself relentlessly fighting for the rights of all of us. He knows what is right and doesn't stop until it is right!!! He is our sincere, wise, strong, protector. I think I can speak for all of us in RAA when I say we are very blessed to have this great man as our president!!!

Family "I live in NE Winnebago County with my wife of 22 years, Georgine (Gigi) and my son Jon. Jon is a student at Rock Valley and works with me part time on our properties. Our daughter, Erica, recently moved near Austin, Texas where she is employed by Dell.

What is something people would be surprised to learn about you? "I did not plan my career. When I was in high school my goal was a career in wildlife management. I chose to get my degree in manufacturing because I thought it was more likely I would find work. I ended up working in manufacturing for only four years after college. I had an investment property at the time. I left work early one Friday to check on a faulty furnace. I got fired the following Monday and that was my motivation to start a career investing in rental property.

"I was born in NJ and attended grade school and junior high there. I graduated from Waubonsie Valley HS in Aurora. I then attended junior college at College of DuPage and transferred to NIU where I received a degree in Manufacturing Technology."

"I have been a member of the Rockford Apartment Association for about 18 years and have served as president for the past eight. I am also a Regional VP of the Illinois Rental Property Owners Association and serve as that organization's Director of Legislative Affairs."

"I have always been interested in politics and have decided to run for for the Harlem Township Board of Trustees as in Independent. I enjoy looking for ways to solve problems. I think it is important to respect the opinions of everyone who may be affected by a proposed law and include them in the discussion."

"Serving as Township trustee would give me an opportunity to learn about issues from the perspective of those who govern. Township government is the smallest branch of government in the area where I live and was the best possible choice for a person like myself who has never held an elected office before."

"My experience in politics has been representing the interests of housing providers and tenants on a local and state level. I think that regulation of our business should be balanced and promote a stable relationship between the property owner and the tenant. I believe the ordinance that Rockford has just adopted accom-

plishes that goal and I consider that a success. Through my work with the Illinois rental Property Owners Association, we have proposed and passed legislation to allow small investors to engage in three transactions per year involving private lending and with the help of Senator Syverson we passed legislation to provide better communication in the code enforcement process."

Would you go through the issues and your stand on each one of them? "First and foremost I believe that government should be as transparent as possible. Elected officials must respect the opinion of citizens and ensure that citizens are included in the legislative process. Secondly, public officials must be fiscally responsible and recognize that tax dollars are the people's money, collected for the purpose of serving the public interest. Government should only borrow money when no other option is available and when clear and necessary reason exists to do so."

What do you have to offer as a trustee? "Trustees are the steward of the township budget and are a liaison between the public and other branches of government. Helping citizens deal with problems by connecting them with whichever agency or office that can best address their needs is very similar to what I do for RAA members now. I think this is an important function of trustee's that many citizens are not aware of."

"As trustee, the two things I intend to focus on are making sure the public is aware of how their tax dollars are utilized and that I am available to assist them in working with other branches of government."

What are some of the things you would like to change? Government needs to be fiscally responsible. The public should not be viewed as an endless source for revenue. I think we have a divide between government and citizens. It would be my priority to make sure the public feels that government exists to serve the citizens and not the other way around."

What do you consider to be your greatest accomplishments and which ones are you the most proud of?

"Personally, I am proud of the fine adults my children have grown to be. I heard a quote once that the most important work anyone does is as a parent. I agree with that completely and feel family should

always come before business.”

“Professionally, I am proud to be President of RAA. The success of this organization is not based on what I have done, but what we have done together. I followed a strong leader in Jerry Glawe. He served as a mentor to many members: myself included, and always stressed the importance of providing education to our members. I view our association as a group of people who care about each other and the community where we invest. The strong attendance at our meetings, the networking that occurs online, and the participation by members when we need to stand up for our rights makes me confident that RAA will effectively meet the needs of our membership for years to come.”

What is the best ways we can help you? “I will need help walking neighborhoods and getting my message out to citizens. Also, it would help if members can introduce me to friend, neighbors or community groups in Harlem Township so that I can connect with voters.”
From Paul's friends: Jeff Sturtecky: Paul is dedicated to looking into issues from all sides, then working tirelessly for a resolution that has ALL sides meeting in the middle for a solution that satisfies the needs of ALL.”

“Paul works on projects that benefit large groups of people with more effort than the average person does when working on something for themselves.”

“Paul is a normal working person who takes civic pride to a new level. He truly cares about the good of all, working solutions to problems, and the long term viability of the City of Rockford. I generally appreciate the fact that we have someone like this working for us and amongst us.”

Tom Wartowski: Paul Arena is bright and insightful. He has a strong sense for detail, but doesn't lose sight of the big picture. He's idealistic, but has his feet firmly planted on the ground. He's pragmatic and willing to make compromises in favor of achieving the important things. He is a sensitive businessman who cares about the people whom he serves. He isn't just a landlord, he considers himself a housing provider. Paul sees himself as a team player but it is clear that he is a natural leader. The kind we need.

Ken Opperman: Paul has been priceless for me in the advise he has given me through the years. He may not realize it, but he is a mentor to me and his leadership is far more reaching than just Rockford as many of his philosophy's have made it to Freeport also.

And from me: “Thank you, Paul, for being you. We all love you and words alone cannot express how much we appreciate all you do. I am proud to be one of your biggest fans.



📍 Floors2you, Mr. Bruce Bridges



📍 Home Depot



📍 Rockford Detective Agency, Mr. Mike Novay, Deputy Chief

Ken Becker

Broker - GRI, CRS, CRB
Closed Over 100 Million Dollars



Residential Investments Commercial
1720 Rural St. • Rockford, IL 61107
E-Mail: KBecker39@aol.com

Office (815) 399-8000
Eves. (815) 226-4800
Cell. (815) 670-3300
Fax (815) 399-7733



STAN VORGAS
Cell: (815) 245-6098

General Contractor Since the '60s

The Original House Doctor • The Complete Remodeling Service
skvconst@foxvalley.net • www.skvconstruction.net

- Residential
 - Mechanical Services
 - Room Additions
 - Office & Warehouse Work
 - Commercial
 - Garages
 - Cement Work
 - Structural Corrections
- 10005 Fair Lane
Union, Illinois 60180
(815) 923-2521
(847) 364-0161
Fax: **(815) 923-4590**

We're the Best, flush the Rest!

**NORTHERN ILLINOIS
SEWER SERVICE, INC.**

Your Drain Cleaning Specialist
Industrial • Residential • Commercial

P.O. Box 6332 • Rockford, IL 61125

DOUG M. ROGERS
Owner

Free Estimates
24-Hour Emergency Service
229-1174 or 389-3280

Dennis Roop
Vice President



p 815.637.7008
f 815.637.7010
c 815.621.6885
droop@riversidecommunity.com

6855 East Riverside Blvd.
Rockford, IL 61114
815.637.7000

NICHOLSON INC.
ROCKFORD, IL



815-963-4821



815-963-5150

EST. 1945



ASSET PROTECTION INSURANCE NETWORK

Bryce Davis
AGENCY PRINCIPAL

6019 FINCHAM DR
ROCKFORD, IL 61108
OFFICE: 815-282-1770

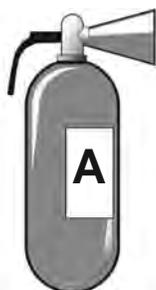
FAX: 815-708-7736

BDAVIS@ASSETPIN.COM

WWW.ASSETPIN.COM



A-FIRE EXTINGUISHER



SALES & SERVICE • SINCE 1952
COMPLETE LINE OF FIRE SAFETY PRODUCTS

- ON-SITE RECHARGING
- FIRE SUPPRESSION SYSTEMS
- FREE SURVEYS
- EMPLOYEE TRAINING AVAILABLE
- EMERGENCY LIGHTING

616 S 6th St. • ROCKFORD

815-961-8100



ASSET PROTECTION INSURANCE NETWORK

Thomas Olson, CLTC
AGENCY PRINCIPAL

6019 FINCHAM DR
ROCKFORD, IL 61108
OFFICE: 815-708-7445

FAX: 815-708-7736

TOLSON@ASSETPIN.COM

WWW.ASSETPIN.COM



Love is Blind?

Scott, a smart and handsome young man, dressed in the latest fashion, walked into the local pub. He noticed a woman gazing at him without blinking her big beautiful eyes. Scott felt flattered so he walked up to the woman and said in his deepest voice, "I'll do anything you wish, beautiful lady, for just \$10.00 but on one condition."

The woman appeared to be trapped in the moment and asked as if a trance, "What is your condition?"

Scott answered, "Tell me your wish in just three words."

There was a long pause, the woman opened her purse, counted out the money and handed it to the man along with her address. She then looked deeply into his eyes and whispered, "Clean my house."

Frozen or Busted Pipes

by Brian Kern

It's the winter call no one wants to receive. If you are fortunate, a tenant may call in time to say, "we don't have any water." This means you may still have a chance to prevent pipes from bursting, which creates an even more costly mess.

Let's discuss how to minimize these calls. Keep in mind that frozen pipes can happen, in new or older homes, if the waterlines have not been properly protected from the cold. Properly protected does not mean burying or wrapping waterlines with insulation. This is a concept that even some paid contractors do not understand. In some cases, wrapping waterlines can prevent the line from staying warm enough to prevent freezing. This could then cause it to burst. Whenever possible, create an insulated barrier against the cold, while leaving the waterlines exposed to some form of heat source.

Always insulate and foam the gaps in exterior walls. Insulation must stay on the exterior side or cold side of waterlines. Paper faced insulation should

face toward the interior or warm side of the home. Waterlines must stay on the interior side or the warm side. Do not "sandwich" waterlines with insulation. If walls are covering waterlines in a potentially problematic area, consider installing "vents". This will allow the warm room air to go through the vent and warm up the waterlines.

In some areas it may be necessary to use electric heat tape. Follow the manufacturer's directions. Many no longer require wrapping the pipe but instead recommend lining the top and bottom of the pipe. These lines could then be wrapped with a piping insulation. Another option is to use a small lamp. Keep in mind, lamps cannot be used near combustibles and should remain beyond the reach of children and pets.

Lastly, an ounce of prevention can reduce unwanted calls and expenses. When the weather changes drastically in temperature, try to feel air movement near waterlines and add preventative measures.

SAVE THE DATE

BEATING BACK BED BUGS

Chicago-area bed bug workshop for managers of Multi-Unit Buildings, Schools, Senior Services, Shelters and Transitional Housing, Hospitals, Social & Emergency Service Providers, Hospitality Industry

APRIL 10, 2013 • 9:00 A.M. - 4:30 P.M.

Concurrent sessions will be offered for each topic. Go to spcpweb.org/training for agenda updates.

United States Environmental Protection Agency Region 5 Offices

77 W. Jackson Blvd., Chicago, IL (12th floor)

PRESENTED BY:



SAFER PEST
CONTROL PROJECT
www.spcpweb.org

U.S. EPA REGION 5

IN COLLABORATION WITH HUD

Dean Impey

Hours:
Mon. - Sat. 7:30-6 & Sun. 9-3

TRI-B Hardware & Supply

*A Veteran Owned / Full Service Hardware Store
Big enough to serve you, small enough to care.*

2811 Charles Street Phone 815-399-2828
Rockford, IL 61108 Fax 815-399-8717

Visit us at: www.facebook/tribhardware
www.tribhardware.doitbest.com

Networking

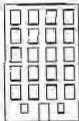
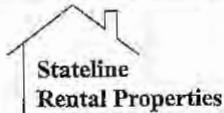
✓ One of the benefits of membership in RAA is our email group. By joining the group you can interact with other RAA members on a daily basis. Great information is shared on issues such as management, service providers, and prospects. If you are not currently taking advantage of the RAA email group and would like to see what it has to offer, send an email with the name your membership is under and the email address you want added to the group to arenacnst@charter.net.

✓ Are you on Facebook? Follow the Rockford Apartment Association and Illinois Rental Property Owners Association. Facebook is a great tool to increase awareness of our groups and the issues we are working on.

✓ RAA is a member of the Illinois Rental Property Owners Association (IRPOA). Our membership in IRPOA connects us to other groups like RAA from across Illinois. These groups work together to ensure that regulations imposed by state government are fair. RAA makes a contribution each year to pay for our lobbyist but that only provides a portion of the funds we need. Please go to www.IRPOA.org to subscribe to our web site or just to make a donation to our lobbyist fund. Your contribution is cheap insurance to limit unreasonable and costly regulation.

RICKY L. DAVIS

PROPERTY MANAGER
LICENSED REALTOR CENTURY 21 AFFILIATED



MANAGEMENT
PLACEMENTS
LEASING
MAINTENANCE

WWW.STATELINERENTALPROPERTIES.COM

6952 ROTE ROAD, SUITE 200, ROCKFORD, IL 61107
M-F 9AM - 5PM • SAT 9AM - 12PM
ROCKFORD & SURROUNDING AREAS

C: 815-690-5288 D: 815-398-8886 F: 815-231-8459

Great Ad Rates for Your Rental Units!

10% OFF for RAA members!

- Buy two weeks, get the third week FREE
- Fax, e-mail, or phone your ad in
- Deadline is Thursday noon before following Wednesday's publication
- All classified ads must be prepaid

Call Stephanie today at
815-964-9767



e-mail: rrtimes@rworld.com
phone: 815-964-9767
fax: 815-964-9825



"The Laundry Professionals"

Joe Kleiser

12705 Robin Lane
Brookfield, WI 53005
jkleiser@greatlakeslaundry.com

Phone (262) 790-5885
Toll Free (800) 236-5599
Fax (262) 790-5886
Mobile (414) 531-4881

J & J CEMENT

Retaining Walls, Flat Work,
Plumbing, Painting, etc.

No Job Too Small

Phone: 815-519-4795
Rockford, IL 61107



Rockford Apartment Association Directory

1-800-RAA-6676 | www.RockfordApartmentAssociation.org | PO Box 2502 | Loves Park IL 61132

RAA SERVICE DIRECTORY

RAA 2012-2013 BOARD MEMBERS

A-Fire Extinguisher	815-961-8100
Great Lakes Commercial Sales	800-236-5599
J & J Cement	815-519-4795
Ken Becker Realtors	815-399-8000
Nicholson Hardware	815-963-4821
Northern IL Sewer Service, Inc.	815-229-1174
Rockford Area Renter's Guide	815-964-6700
SKV Construction	815-245-6098
TRI-B Hardware & Supply	815-399-2828

President	Paul Arena	815-243-2924
Vice President	Tim Hoffman	815 988-4004
Secretary	Ken Opperman	815-248-4248
Treasurer	Mike Cavataio	815-397-3320
Nominating Com.	Ken Becker	815-399-8000
Vendor Relations/Advertising		
	Karl Fauerbach	815-877-6077
Bus. Forms	Ken Hagemeyer	815-519-5583
Membership	Vince Miosi	815-877-3272
Programs Director	Karl Fauerbach	815-877-6077
	Rick Davis	815-690-5288
Marketing/Public Relations		
	Rick Davis	815-690-5288
	Mary O'Sullivan-Snyder	815-988-2755
IRPOA Rep	Paul Arena	815-243-2924
	Greg Osen	815-601-8008
Web Site / Events	Steve Lantow	815-633-9967
Board Members	Brian Kern	815-519-8263
	Jerri Cole	815-282-9662

*Legal Counsel (Board Advisor) Tom Wartowski 815 978-1572

Rockford Apartment Association Code of Ethics

We, the members of the RAA, recognizing our duty to the public and the intimate nature of the relationship between the apartment resident and the owner, or manager, and being aware of the vastly increasing role of the apartment industry in providing the home of the future, and in order to provide the apartment-residing public with the maximum in quality and service upon the highest standards of honest and integrity, do hereby bind ourselves, with each and every member, together and alone, agreeing that, so long as we remain members of the RAA and so long as nothing contained herein shall be unlawful, we shall:

1. Promote, employ and maintain a high standard of integrity in the performance of all rental obligations and services in the operation of our apartment communities.
2. Maintain and operate our apartment communities in accordance with fair and honorable standards of competition, ever mindful of the purposes of the Rockford Apartment Association and in compliance with the by-laws thereof.
3. Strive continually to promote the education and fraternity of the membership and to promote the progress and dignity of the apartment industry in creating a better image of itself in order that the public may be better served.

4. Seek to provide better values, so that an even greater share of the public may enjoy the many benefits of apartment living.
5. Establish high ethical standards of conduct within the apartment industry in the business relationship between the owner, managers and suppliers of products and services to the apartment industry.
6. Maintain property standards of the appropriate governmental authority.
7. Ensure that every qualified individual, regardless of that individual's race, color, religion, gender, disability, familial status or national origin is afforded the same opportunity to rent an apartment and enjoy the benefits of apartment living.

Financial statement available upon request to members in good standing.

The content and opinions expressed in the RAA newsletter do not necessarily reflect the views of, nor are they necessarily endorsed by, the Rockford Apartment Association or its board.



Prsrt Std
U.S. Postage
PAID
Rockford IL
Permit No. 1

PO Box 2502 Loves Park, IL 61132

ADDRESS SERVICE REQUESTED



FEBRUARY MEETING

Tuesday, Feb. 19

Networking / Vendor Information 6:30 P.M.

General Meeting 7:00 P.M.

New Tax Laws—Deductions you may be missing
Tawn Jacobs of Savant Capital Management

Come to a meeting!

Join and save!

Free to RAA members

\$15 non-members

***Rockford Area
Association Of Realtors***

6776 East State Street

Rockford, IL

RAA rental forms for members only

Forms are available at the following locations. Please call in advance to be sure someone will be available to help you.

RAA Meetings	6776 E. State St.	1-800-RAA-6676
Hurd Properties II LLC	124 Water Street Suite 204	1-815-519-5583
State Line Rentals	920 22nd Street	1-815-398-8886
Terra Creek Apartments	375 Bienterra Trail	1-815-397-3320