

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

"Working together to provide quality housing and protect our investments."

President: Brad Grayson 812-376-3500 gloffice@comcast.net.

www.BartholomewLandlords.com 3129 25th St #202, Columbus IN 47203

This Saturday: Sept 12, Columbus Airport (Lower level)

8:30 am Set up and social time, BYOCoffee

9-10 am Program

Agenda: New Screening Tricks for 2015.

By popular demand we will spend more time on this critical subject.

If you do ONE THING well as a landlord, it must be SCREENING.

"How much did your last bad tenant cost?"

"Who let that deadbeat into your house!?"

Facebook, texting, and internet searches have changed how we screen.

It's AMAZING what we now find!

The deadbeats are getting smarter and can slip thru normal screening.

There ARE "professional deadbeats" who prey on newbies and Mom&Pop landlords.

They are VERY GOOD at lying!

We MUST go a step farther to protect our property, our income, and our family's safety.

Also: pre-screening, phone interviews, BCLA Credit Reports, In-Home inspections before approval, Fair Housing Law (we must all brush up on that every year!).

Pros: bring your ideas to share!

Andy has a list of websites to dig up the dirt on your applicants AND find "lost" residents who owe you money!

Handouts: Lowes 10% off coupons and a list of "people-search" websites. (members only)

Last Month: Lew Wilson (Assessor) and Ginny Whipple (works with Lew and is a BCLA landlord)

Explained more info about the property tax assessment deadline and how to file an appeal.

SEVERAL people commented this was the most informative and PROFITABLE meeting.

The questions just kept coming!

Lew was able to meet with several landlords one-on-one for specific questions.

Need your rent info: Strength in numbers. We need YOUR help to **build a data base of local rents** for the tax assessment process. This is to our advantage. We need your rental address and it's BASE rent for the home. Do not include utilities, pet fees, appliance fees, parking, trash, internet, etc. Just the base rent for the home.

The more info we can gather the more accurate the assessments. Other LLs need this info to appeal their taxes down.

You can bring that info or email it to Brad at gloffice@comcast.net

If you are worried about privacy, the Assessor's office already knows who owns the property.

Buying or Selling: New rules. The HUD1 for will be replaced by a SETTLEMENT STATEMENT and the buyer must review the statement 3 DAYS PRIOR TO CLOSING. (thanks for the heads up Dave Siewert!)

Court Update: Small fee increase at Small Claims/Eviction court. These are set by the State of Indiana, NOT the local judges. Please do not complain to the clerks! Fees are now: \$96 filing fee for 1 defendant with service on defendant by certified mail.

\$10 extra for each additional defendant added to the case.

\$25 extra if you elect to have the sheriff serve defendant instead of certified mail, plus a stamped envelope addressed to the defendant.

If you elect for service by certified mail, the notice will be sent to the defendant at no extra cost on one time. Each additional request for defendant to be served by certified mail will be at the claimant's (landlord's) cost.

No more printed Newsletter:

Email, text, Facebook, and BCLA website. Details to come.

Best: simply mark your calendar for the Second Saturday of every month.

This will save BCLA \$2000 per year, helping us keep membership fees low.

If you are not "connected" and must have a printed newsletter, let us know

What you DON'T know CAN hurt you

- Handbook with Forms: Application, Lease, Late Letters, Inspections, Court, etc
- Online Court eviction records, (Doxpop) at no charge - worth \$300-500 per year
- Credit Reports, online, \$6. Criminal, Sex Offender reports available
- Buying Group – 10%+2% at Lowes, huge discount at Sherwin Williams, and more
- Learn how to be increase profits, reduce turnover, reduce headaches!
- Learn about tax advantages, extra deductions, rental bookkeeping
- You are not alone. Meet other local landlords facing the same issues
- Learn about court: eviction, garnishments, body attachments (warrant for their arrest)
- Learn about collections, finding skips
- Learn from speakers - local CPAs, attorneys, furnace repair, pro painters, etc.
- Swap names for contractors, suppliers
- Strength in numbers: representation on Housing Task Force, etc.
- Tenants can get free attorneys. What are you doing to stay ahead of them?
- Many laws are not logical; some are urban legends. Fines are huge.
- Ignorance of the law is not an excuse. Fair Housing laws, lead based paint laws, Flood Disclosure, building codes, and health codes apply to landlords with 1 or 1,000 units.

Membership: \$55 per calendar year (deductible business expense), made out to BCLA, and a completed registration form. New members joining midyear receive a large notebook of forms worth more than the membership fee, full of info geared to Bartholomew County, Doxpop online court records, \$6 credit reports, attorney program, discounts on paint and materials, contractor referrals, mailings, and email updates. New members joining in Oct, Nov, Dec automatically roll to the following year. Family members or legitimate business partners are included in a business's membership.

Enroll online at www.BartholomewLandlords.com Heavy Doxpop users may see additional cost.

Monday lunch: Sirloin Stockade, Hwy 31 next to Kroger. Noon, every Monday even most holidays. Come as you are! No program, just fellowship, swap ideas, help each other, and yak. Newbies and questions welcome! Spend a little time with local landlords who have 20, 30, 50 years of experience.

Ya gotta eat! We're in the side room to the left of the food bars.

Monthly Meeting: We meet on the second Saturday of each month, 9-10am, with guest speakers or topical discussions. Please mark your calendars. Work clothes are OK. Learn how to protect your RE investment and improve your profit.

Location: Columbus Municipal Airport, Large Meeting Hall (downstairs). Fully accessible via elevator.

4470 Ray Boll Blvd, Columbus, IN 47203

Or drive north on Central Ave, follow the bend to the right, then left on Ray Boll Blvd. Next to the jet on display.

About BCLA: Bartholomew County Landlord Association is the largest and oldest local organization of housing providers supplying related information. Our aim is to help landlords and property managers get the information they need to serve the community's housing needs and to protect their own investments. BCLA has been meeting every month for over 20 years to address these issues. Members include private landlords, property managers, realtors, suppliers, and more. Your membership is vital as we work with community leaders to address housing concerns.

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION
MEMBERSHIP APPLICATION

Or Register with check or credit card at [www. BartholomewLandlords.com](http://www.BartholomewLandlords.com)

The Bartholomew County Landlord Association is only an information gathering tool and an educational organization. All information compiled or distributed is based strictly on statements from other landlords, public record, or contributions from speakers on a voluntary basis.

I understand that as a member of the Landlord Association that any information obtained for me will be used strictly by me and that I will not discuss or inform other persons in regard to that information.

I understand that all information I supply the Landlord Association is to be submitted in writing and signed and dated by me.

I understand that all information submitted to the Landlord Association by me is true and accurate with the necessary proof to withstand legal action. I also understand that I am personally responsible for any fictitious or deceptive information supplied by me.

I understand that it is my responsibility to inform the Landlord Association of any change in status of information submitted by me. The right to rent/lease property is strictly the landlord's or property manager's option and should not be affected by information from the Landlord Association.

I understand that I may not in any way represent the Landlord Association without official consent of the Board of Directors.

GENERAL INFORMATION

____ Owner/Landlord or ____ Property Manager ____ Number of units

Personal Name(s) _____

Business Name _____

Mailing address _____

City _____ State _____ Zip _____

Email(s) _____

Phone Number to give out for referrals, etc _____

Home Phone _____ Cell _____ Fax _____

Suggested topics? Speakers? Needs? Just starting? _____

Dues are \$55 for the calendar year ending Dec. 31 and are only renewed when yearly membership is paid.

Replacement Handbooks \$55 Mailing available for additional \$10.

Mail check and form to:

Bartholomew County Landlord Association
c/o Grayson Management
3129 25th Street #202
Columbus IN 47203

(OFFICE USE)	
Payment received	_____
Forms packet	_____
Member Card	_____
Added to roster	_____
Doxpop setup	_____
Welcome email	_____

Or Automatic Bank Draft:

____ (initial) I authorize BCLA to draft (circle one) \$55 or \$65 from my checking account.
(Copy the computer numbers from the bottom of your check) I: _____ | _____ ||
9 digit routing number Account number

Any Violation of these rules/guidelines may result in dismissal or revocation of membership rights.

I agree to the terms shown above.

SIGNATURE _____ DATE SIGNED _____