



Newsletter

October 2013

CDARPO

Capital District Association of Rental Property Owners



Photo: Jack-o-lantern House. Please submit your photos and descriptions to Nicholas Mattiello (nmattiello@gmail.com) or Ray Koloski (rayhats@gmail.com)

Next Meeting
Thursday, October 10th

Featured Speaker:

TBD

Details on page 4

Speak-Up

**Networking around the
Refreshment and Resource Tables**

Advice to the Houseborn

by Mac Mowbray

Delmar has a dryer problem:

I have a six unit building. I supply the washers and dryers for the tenants. Last week one of the darling children left a handful of crayons in the pocket of his pants. They got pretty soft in the washer and stained some of the other clothes. Apparently the mother did not notice at the time the washer stopped, and she threw the whole load in the dryer, put on high and set it for one hour.

Mac says:

I can guess the rest; the only thing I can't guess is what color the clothes came out!! First things first; dampen a terry cloth rag or an old, clean, wash cloth, with an all purpose cleaner, such as 409 or Mean Green, with a little ammonia added. Wipe the drum completely several times. Dry it with another clean rag. Make sure your cleaner does not contain any type of petroleum product. That could cause problems down the road. DO NOT pour the cleaner directly on the drum. Set the dryer to HIGH HEAT. Put some clean wet rags in the dryer and run them through the cycle. Do this as many times as you have to, until no more crayon residue come off. Use clean rags each time. Tell the tenant to wash her clothes with the strongest detergent she can find and add a cup of ammonia or washing soda or Oxiclean to the washer. Ask her to use the same washer she used to wash her crayons. It will help clean the washer as well as her clothes.

Here is a follow up from a fellow landlord:

She says one of the reason camps smell musty is all those old books you brought there and figured someone would read (Well they never did). The books

get musty when there is no heat and dampness sets in and it does not dry out in the fall because there is no heat. Even though they make you and your family look smart and well read, it is best to throw them out. If that would break your heart since your grandmother had most of them, put the books in a brown paper bag with a couple heaping table spoons of BAKING POWDER and leave them for a week and the smell will be gone. You can also try the old timey method of opening the books, fanning them out, leaving them on a table in the blazing sun on a hot dry day. Do this for a couple of days. Take them in at night so the dew does not get in them.

Just a few seasonal reminders:

Check those drains and gutters. Leaves can clog up roof drains and cause water to back up in the house. We have had wind and rain and even if you are not near a tree, they can blow quite a distance.

Check the smoke and carbon monoxide detectors when the time change comes up. It is very important, these things are life savers. If you notice that your tenants have removed the batteries, be sure to tell them to stop it as it is very important to their health and the safety of everyone in the building.

See you next month!

Mac Mowbray

Please patronize our Sponsors

Albany Housing Authority
Habitat Inspection Services
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Lance's Hauling
Carl Trichilo, Excavation & Construction

Mike's Pest Control
Primerty Realtor
Rentropolis Property Mgt Software
Total Property Care

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How to Build Equity by Investing in Your Neighborhood

By Al Williamson, *Source: Landlorology*

When you learned about the Pilgrims, you were really learning how to be a successful landlord. The Pilgrims nearly starved to death until the Native Americans taught them to place dead fish in the ground along with their seeds. The nutrients, including nitrogen, phosphorus, and potassium, in the fish acted as fertilizer, and was the missing mechanism they needed to grow their wheat and corn. All too often we landlords repeat the Pilgrims' mistake; we try to grow and build equity without contributing to the surrounding community. And that's not a sustainable practice for long-term success, especially for buy and hold landlords. We, the buy and hold types, are uniquely positioned to capture compounding benefits of incremental improvements made over time. We have everything to gain by including the communities the rentals sit in as part of our investment concerns. But that's high level classroom talk, let's make it more specific. Here are five ways a landlord can increase the odds of a profitable equity harvest by making small and super easy community contributions:

1. Support crime watch groups

Whether you are an out-of-state or local landlord, you can help yourself by finding a way to help your local crime prevention watch group. You can find these groups by checking with the local law enforcement agency or city council representative.

Once you've found them, consider doing this:

- Encourage your tenants to participate in watch prevention groups
- Monitor the group's newsletters for opportunities to support them and do so
- Pay dues or mail in a small contributions

This is a good way to making sure your tenants feel safe and secure in your rental property.

2. Micro-sponsor local youth groups

Find the nearest scouting troop, sports club, or after school program and give them a financial hand. Even \$5 or \$10 per month is meaningful and can be put to a lot of good. The benefits to supporting youth organizations go way beyond what could be quantified in investment terms. And I don't think you need convincing that it's a wise thing to do. So if you have long term-interests in a neighborhood, find a way to support the closest youth

group to your rental. Support can take many forms. Here are some suggestions:

- Pay for their website hosting
- Contribute towards their monthly transportations expenses
- Send them gift cards to buy art supplies

Find a tangible way to contribute. This way when you see your gift being used, you'll know you're having an impact.

3. Use Facebook and Social Media to spread good news

You don't need to spend all day tweeting and updating your Facebook page to be effective. Just remember to share favorable news articles and extend the buzz about your neighborhood. Just like a Hollywood talent agent; landlords should always promote their neighborhoods. After all, it is never too early to begin influencing your future buyer.

4. Hire a gardener to manicure your front

Your curb appeal is vital to your rental business. You wouldn't be exaggerating too much if you thought of your well-maintained landscaping as an employee instead of as just an expense! Landscaping works hard for landlords by:

- Expressing respect towards neighbors
- Bolstering security around your property and deterring petty crime
- Showing appreciation for your existing tenants while recruiting for your vacancies

Your front yard is a big deal to your bottom line and to your neighborhood. It's so important that you should hire a professional to keep it looking good.

5. Speak up about neglect

If you're able to do drive by inspections and you see an overgrown lawn, burnt out street lights or something that's in neglect, pick up the phone and call it in. Act as a CEO would and take the lead. Your business is one store in a strip mall. Assume the mindset of a leader because the neighborhood will decline without leadership.

Bottom Line

Plant a fish by your rental! Fertilize your down payment by contributing directly to the neighborhood surrounding your rental and improve the odds of a bountiful harvest.

Window Replacement Workshop

- *Learn the safe way to remove and replace windows
- *Reduce lead poisoning exposure
- *Improve energy efficiency
- *Increase home value

This class is designed to teach landlords, homeowners, tenants, and contractors how to replace old windows using lead safe work practices. Workshop topics related to window replacement will include lead poisoning prevention education, tools needed, cost benefits, and energy savings. Educational resources and free cleaning supplies will be provided to all participants

Wednesday, October 30, 2013
6:00 - 8:00 pm
Albany Public Library
Conference Room # 1
161 Washington Avenue
Albany, NY 12210

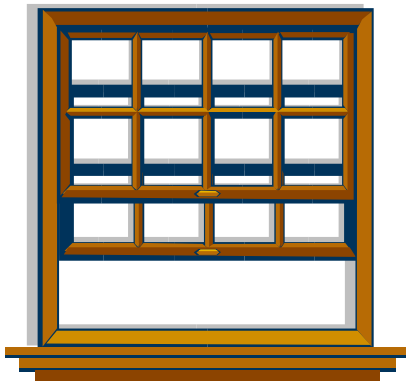
No charge for class, however pre-registration **required**.
 Register online:

https://apps.cce.cornell.edu/event_registration/main/events_landing.cfm?event=WindowReplacementWorkshop1030_201

OR by fax: 518-765-2490
 OR by phone: 518-765-3512/518-765-3521



Cornell University
 Cooperative Extension
 Albany County



Troy Topics

The Vacant Buildings Committee has established three tentative locations in need of repair. CDARPO will clean out and perform minor repairs on one of them to get them ready for resale and reuse. The locations are 151, 155, and 167 6th Ave. In the same area, I am pursuing a vinyl banner, roughly 4 feet by 5 feet to display on the building we are adopting while we are working there and also for use at our regular meetings.

In addition, TRIP of Troy is presenting another Landlord Training Session on November 18, 6-8 PM and November 20, 6-8 PM. It is a terrific program and all who have not attended will greatly benefit by the info, whether a "newbie" or a seasoned veteran.

Topics include:

- Tenant Screening
- Codes
- Lead issues
- Section 8
- Evictions
- Crime Prevention
- The Student Market

In addition, I will be making a pitch for CDARPO.

Ray Koloski



LEAD RENOVATION, REPAIR, & PAINTING (RRP-INITIAL) TRAINING CLASSES

October 2013

CLASS SIZE IS LIMITED—REGISTER TODAY—
ALL TRAININGS ARE FREE

Dates

October 10—Price Chopper Community Room,
Schenectady

October 17—Security Supply, Albany

October 29—Capital District Educational
Opportunity Center, Troy

Time

7:45 am registration/breakfast

8:00 am - 5:00 pm training

Locations

Capital District Educational Opportunity Center

145 Congress Street

Troy, NY 12180

Price Chopper Community Room

1639 Eastern Parkway

Schenectady, NY 12309

Security Supply

475 Central Avenue, Albany, NY 12206

(PLEASE ENTER ON CLINTON AVENUE)

Contact

Questions can be answered by:

Nancy at 518-765-3521

NKL1@cornell.edu

OR

Lisa at 518-765-3512

LKC29@cornell.edu

PARTICIPANTS MUST PRE-REGISTER

Register-Send completed form below to:

Lead Training, P.O. Box 497, 24 Martin Road,

Voorheesville, NY 12186

or online:

https://pub.cce.cornell.edu/event_registration/main/events.cfm



ALL RRP INITIAL TRAININGS INCLUDE:

**Continental Breakfast * Lunch * Refreshments *
Course Manuals & Materials**

OSHA 30 Hour Construction Safety Certification

This training will provide construction crew leaders and field supervisors with information on how to identify, avoid, and prevent job-related hazards on a construction site. Crew leaders and supervisors will be informed about employee's rights and their employer's responsibilities. This is four day training by an authorized OSHA Construction Safety instructor. Upon successful completion of the course, participants will receive an OSHA 30-Hour Construction Safety certificate card within 4-6 weeks.

October 22, 2013 - October 25, 2013

8:00 am - 4:30 pm

**Cornell Cooperative Extension Albany County
Energy Center**

(building is on left side of parking lot)

24 Martin Road

Voorheesville, NY 12186

Cost: \$399.00—includes instruction, teaching
manuals,

continental breakfast & lunch

Pre-registration required

Complete and mail form below OR
register online at:

https://pub.cce.cornell.edu/event_registration/main/events_landing.cfm?event=OSHA30Hour_201

For more information contact Nancy at
NKL1@cornell.edu or 518-765-3521 or
Butch at ESL11@cornell.edu or 518-765-3538.



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Always Include Pictures when Posting on Craigslist

I have heard time and again from various CDARPO members that they never get results when posting their apartments on Craigslist. This always baffled me because Craigslist is the only advertising I do and I've had a (knock on wood) 100% success rate filling my apartments when listing on Craigslist. I thought about a potential reason why when I noticed my own browsing habits on Craigslist; I only look at ads with pictures. I get 10 or more responses when I post on Craigslist. I believe the reason why is simply because people love looking at pictures. You will get more traffic to your post if you have a photo attached. The old saying "A picture is worth a thousand words" holds a lot of truth and I doubt any one will disagree. Browsers can now filter our search results that do not include

a picture so if you're not including one your ad may not even be seen. Pictures don't lie. By using pictures, you are being open and honest about your property. It builds trust and legitimizes your ad. Pictures are more convincing than plain text. Your pictures will communicate far better than ANYTHING you could say in the text. So, make sure you spend the time to take QUALITY pictures. If you are posting pictures, but still not getting any responses, you probably need to write a better description – or take better photographs.

Nicholas Mattiello
CDARPO Newsletter Editor

OPPORTUNITY IS KNOCKING

FOR PROPERTY OWNERS

Join the *Albany Housing Authority's* growing network of the region's property owners who rent to **Section 8 families!**

Save advertising cost!

AHA completes criminal background checks for you.

AHA completes yearly HQS Inspection.

AHA pays subsidy directly to the owner on the 1st of each month.

If the client's income goes down, AHA pays additional subsidy.

Client must sign a 1- year lease. Client must pay security.

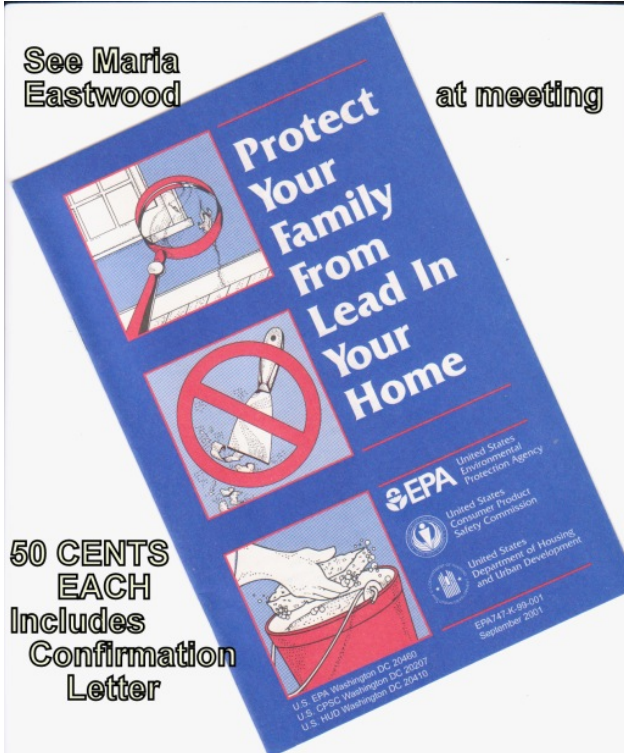


It's quick and easy to list your rental unit.

For additional information Albany Housing Authority at: (518) 641-7500 or on the web at www.albanyhousing.org

See Maria
Eastwood

at meeting



We are the Capital District Association of Rental Property Owners

**CDARPO members represent the entire Capital District –
Albany, Rensselaer, Troy, Saratoga, and Schenectady counties.**

Please join us!

Dues are \$45 emailed newsletter or \$50 snailmail newsletter.

Already a member? Renew your CDARPO membership for 2012.

Find our membership form on-line at www.cdarpo.org.

Know of a prospective member or a landlord who needs help? With their permission, send their e-mail or address to cdarpo@yahoo.com or call (518) 433-7377. We will send them newsletters and information.

Advertisers!

Reach more landlords now on-line.

www.cdarpo.org.

Non-members

Display Size	3 mos	6 mos	1 year
Business Card	\$ 90	\$ 175	\$ 265
¼ Page	\$ 160	\$ 300	\$ 460
½ Page	\$ 300	\$ 500	\$ 800

Members & Business Affiliates 25% Discount

Display Size	3 mos	6 mos	1 year
Business Card	\$ 68	\$ 132	\$ 200
¼ Page	\$ 120	\$ 225	\$ 345
½ Page	\$ 225	\$ 375	\$ 600

2013 Board of Directors

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Betty Ann Benware	<i>Treasurer</i>	469-7420

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CDARPO NEWS is published by the
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*“Landlords
helping
landlords”*

We're on the Web!

See us at:

www.cdarpo.org

CDARPO

**Capital District
Association of Rental
Property Owners
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Phone: 518 433-7377

**E-Mail:
cdarpo@yahoo.com**

**Address Service
Requested**

CDARPO can help.

We offer 10 newsletters each year, general meetings with professional speakers, and members with years of experience.

Next Meeting Thursday, October 10th

**The Albany Airport Hotel
Formerly The Ramada Inn
7:00pm – 9:00pm**

**946 New Loudon Rd
Latham, NY 12110**



**Meetings are held on the 2nd Thursday of each month
September – June.**

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