


APRIL 2017



SEATTLE “FIRST IN TIME” ORDINANCE ELIMINATES FREEDOM TO CHOOSE; *Sparks Yim v City of Seattle*

**PUBLIC RECORDS
REVEAL WALSH LIED
about Jim Brooks Act**

**In Memory of
GEORGE VALERI**

Contents



3 **LETTER FROM THE
EXECUTIVE DIRECTOR**

4 **SEATTLE “FIRST IN
TIME” ORDINANCE
ELIMINATES FREEDOM
TO CHOOSE;**
*Sparks *Yim v City
of Seattle**

7 **In Memory of
GEORGE VALERI**

8 **QUESTIONS
AND ANSWERS:**
*Air Conditioners and
Carbon Monoxide
Detectors*

10 **BOSTON LANDLORD
DECLARES CANDIDACY
FOR MAYOR,**
Sends Walsh into Panic

13 **MESSAGE BOARD
REVAMP PLANNED**
for This Quarter

15 **PUBLIC RECORDS
REVEAL WALSH LIED**
about Jim Brooks Act

18 **GOING ABOVE AND
BEYOND** *for Tenants*

20 **REGIONAL SECTIONS**



Published by MassLandlords, 14th Floor,
One Broadway, Cambridge, MA 02142.

The largest non-profit for Massachusetts
landlords. We help owners rent their
property.

We also advocate for better laws.

info@masslandlords.net

774-314-1896

THE MASSLANDLORDS BOARD OF DIRECTORS

Russell Sabadosa, through 2021
Pietro Curini, through 2020
Joyce Nierodzinski, through 2019
Yvonne DiBenedetto, through 2018
Michael O'Rourke, through 2017

EXECUTIVE DIRECTOR

Douglas Quattrochi
dquattrochi@masslandlords.net

MANAGER OF MARKETING AND EVENTS
Alexis Gee

SR MANAGER OF SERVICE AND MARKETING
Sue McMahon

BOOKKEEPING
Vipan Garg, Simran Kaur

MESSAGE BOARDS, SERVICE DIRECTORY,
AND DATA
Fatima Cangas, Nomer Caceres

PUBLIC POLICY VOLUNTEERS
Sandra Katz, Ralph "Skip" Schloming,
Michelle Kasabula

REGISTRATION DESK STAFF
Naomi Elliott, Caitlin Taylor,
Kaitlin McMahon, Susan Bonica

GRAPHIC DESIGN, ADVERTISER
PROGRAM, AND CREATIVES
Ani Dmitrova

NEWSLETTER DESIGN
Ailar Arak

VIDEOGRAPHY
Paul Mong

TRANSCRIPTION
Prospero Pulma

WEB DEVELOPMENT
Ian Hunter

LEGISLATIVE AFFAIRS COUNSEL
Peter Vickery, Esq.

LOCAL VOLUNTEER TEAMS

CHARLES RIVER
Garreth Brannigan, Charles O'Neill,
Paul Harris, and more

SPRINGFIELD
Cindy Nothe, Sheryl Chase,
Russell Sabadosa, and more

WORCESTER
Richard Trifone, Richard Merlino,
Elaine Fisher, and more

PARTNER ASSOCIATIONS

SPOA
Suzanne Bloore, Alexandra Bartsch,
Skip Schloming, Linda Levine, and more

MWPOA
Sherri Way, Laurel Young,
Daniel Schiappa, and more

SWCLA
David Foote, Hunter Foote, Ronald Bernard,
Donat Charon, Mary Chabot, and more

With Immense Gratitude to Seven Decades of Past Volunteers

Cover Art. MassLandlords Paul Nguyen
series freely available for commercial use at
[masslandlords.net/resources/
worchester-photography/](http://masslandlords.net/resources/worcester-photography/)

Letter from the Executive Director

THIS MONTH WE'LL RECAP OUR FIRST QUARTER ACHIEVEMENT – A MAJOR UPGRADE TO OUR RENTAL FORMS – AND LOOK TO OUR SECOND QUARTER GOAL.

In March we announced the completion of the first Springfield rental forms review. The rental forms have now been reviewed by attorneys in Worcester, Boston, and Springfield. Best practices from each court system have been incorporated into our lease, tenancy-at-will, and optional clauses. Overall feedback has been very positive. Not only did we eliminate legal jargon, but also we included protections against AirBnB, marijuana growing, just cause eviction, and fire. We are aware that our old pet form, which has not been updated, remains confusing. Do not charge pet rent. Do not take a pet deposit. We will address this form next.

Our second quarter goal is to make a substantial improvement to the message boards. We still don't know whether this means changing the way Google Groups operates or switching to a different service. See the related article in this edition, "Message Board Revamp." The message boards are an essential connection between members and service providers. We hope to finish this work by the end of June, but if we need more time to do it right, we will take longer.

Members who have been with us for a long time can also look forward to an improvement to our billing and renewal systems. As we have grown, we have graduated from error-prone services to fully integrated systems. We now have just one method to process credit cards on the website. In another month we will start mailing print invoices to members without a card on file thirty days prior to renewal. This will help eliminate membership service interruptions. We will continue to have slow registration desks until we can integrate a point-of-sale system.

Our years of hard work are paying off. We are nearly ready to start enrolling new chapters again. We have serious interest from two potential groups. We have warm introductions to two more. Our stretch goal is to end this year with over 1,700 members active and in good standing, and to have a presence at events in 9 locations. Based on our April 1 membership count, these goals are still realistic.

MassLandlords has grown to the point where we are able to influence policy a very little. Our April Fools satire of Mayor Marty Walsh was critical of his political pandering, and our public records request caught him in a political lie. Mayor Walsh is probably a lovely person, but he didn't involve us in his decision-making processes. Over the last year, he has met with tenant groups while his staff have systematically declined our requests to meet. We want to be centrist and pragmatic, but we do not want to be ignored. Every indication is that Just Cause Eviction will fall if we keep pushing on it.

Thanks to your support, and sharing the word about our work, we will continue to grow into our mission: creating better rental housing in Massachusetts by helping owners rent their property and advocating for better laws. You can accelerate the latter by becoming a Property Rights Supporter, masslandlords.net/property.

Sincerely,

Doug Quattrochi • dquattrochi@masslandlords.net



SEATTLE “FIRST IN TIME” ORDINANCE ELIMINATES FREEDOM TO CHOOSE; *Sparks Yim v City of Seattle*



Failure to take the first qualified applicant can lead to civil lawsuits, jury trial damages, and municipal fines of up to \$55,000.

Effective January 1, 2017, landlords in Seattle must now follow the city's process for screening tenants. Landlords retain freedom to set minimum standards but must disclose these standards and rent to the first tenant who meets them.

HOW IT WORKS

Landlords must post their screening criteria in their office or on their website

ad, or must hand the criteria to each prospective tenant who receives a print application. The tenant then puts their name on the application and hands it back to the landlord blank. This saves their place in line. The landlord must note the time at which the blank application was received.

The ordinance reads, “Lack of a material omission in the application by a prospective occupant will not render the application incomplete.” So the blank application is neither “incomplete” nor “complete,” it is “pending.”

The landlord must then provide the tenant with a letter restating all

the information that is still needed (e.g., must provide a second blank application). The tenant then has 72 hours to provide the information.

The landlord is obligated to screen tenants in chronological order. Choosing the most qualified applicant will be considered unlawful. The first application with a complete application meeting the published minimum standards must be offered the apartment.

Each tenant receiving an offer must also be given at least 48 hours to decide if they want the apartment.

The total process length is at least five days under the law. If a tenant requires a reasonable accommodation, they can hold their place in line and have more time.

Failure to comply with this ordinance can lead to civil lawsuits, jury trial damages, and municipal fines of up to \$55,000.

WHY TENANT ADVOCATES SAY THIS IS NECESSARY

Tenant advocates know that Section 8 tenants are often skipped over. First, landlords usually don't like dealing with Section 8 administrators. These administrators impose delays and costs that don't exist with a "market rate" tenant. Second, Section 8 applicants often have "housing barriers" like bad credit, criminal records, and eviction history that make them less well qualified than "market rate" tenants. These two factors combined make Section 8 a flawed program requiring reform.

Rather than address Section 8's flaws, tenant advocates have taken a political path. They have based their support of the new ordinance on so-called "findings" of a phenomenon called "implicit bias." They claimed successfully that each of us harbors a racist id inside. "First in time" eliminates racism by eliminating thought, they claimed.

In fact, we don't harbor racist ids. A CNN report on implicit bias was misreported, and other studies have shown that psychology lab findings carry over little if at all into real world behavior.

WHAT LANDLORDS ARE DOING IN RESPONSE

The ordinance was adopted last summer, took effect January 1, and on March 9 drew a lawsuit. Pacific Legal Foundation has filed *Yim v City of Seattle*.

Chong and MariLyn Yim, Kelly Lyles, and CNA Apartments LLC are

plaintiffs. The lawsuit alleges that non-discriminatory tenant selection is essential to small landlords, and that denial of this freedom constitutes abrogation of property rights. Furthermore, the delays constitute undue hardship.

If Seattle law is anything like Massachusetts law, these plaintiffs will lose their case. Massachusetts case law establishes that however awful Section 8 administrators may be, landlords have to accept whatever the administrators demand.

WHY SEATTLE IS SURPRISING

Seattle is home to the Landlord Liaison Project, an innovative and economically efficient approach to homelessness. The Landlord Liaison Project recognizes the risk landlords take and specifically insures landlords to eliminate the perception of risk in rental applications. It eliminates housing barriers like bad credit, criminal record, and eviction history.

NE Insurance

Metro West

**Peace of mind is our policy
serving Massachusetts is our goal**

Andrew Faust

Investment Property Specialist

**567 Southbridge St
Auburn, MA 01501**

**508-407-7907 / 774-230-7492
andy.faust@neinsure.com**



Commonwealth of Massachusetts

Child Support Enforcement
Civil & Criminal Process Statewide

Mark T. Leary Constable / Investigator

A USMC MP Veteran with 27 years combined experience in law enforcement, of the highest caliber. I will serve your process with professionalism, speed, integrity and due diligence.

**P.O. Box 2431
Westfield, MA 01086
wk: 413-732-2485**

**Cell: 413-530-7292
Fax: 866-305-6549
email: office@maconstable.us**

By including landlords as part of the solution, the Landlord Liaison Project has become a true win-win-win for tenants, landlords, and the City of Seattle.

THE TROUBLE WITH SECTION 8

Seattle should have partnered with landlords a second time to fix Section 8. Section 8 is an economically effective program with precise targeting and real social benefits. But it is still flawed. In addition to its mishandling of housing barriers, there are three other issues that are not fixed with Seattle's ordinance.

First, administrators are not held accountable. In Massachusetts, at least, it is not uncommon to experience month-long delays and unreturned emails and phone calls. Tenants and landlords should have absolute right to transfer their business to another administrator and bring market forces to bear on these organizations.

Second, the bureaucracy is outdated. Rental applications must still be on paper. Extensive, secret math is required to determine if the rent level is fair and if the tenant's voucher will work with any given apartment. Landlord and tenants have to take time off work to chase down admins and complete all requirements. All of this should be online with full disclosure of process in advance.

Third, inspections are unpredictable and slow. An apartment might pass with one administrator after having just failed with another. It takes at least a week to get an inspection or reinspection; in some cases it takes a month. Some inspectors will not work when a unit is occupied. Many will cite cosmetic reasons unrelated to safety. Inspections should be standardized, and if the landlord has a certificate of occupancy from within the last year, the certificate of occupancy should stand without additional inspection.

Everything possible should be done to make a tenant with Section 8 as appealing to private landlords as a market tenant. The problem isn't landlord bias, it's Section 8's non-market requirements. And contrary to what local and state officials think, Section 8 *is* fixable. We created it, we can fix it.

In the meantime, we will keep you posted as we learn more about this Seattle case. [ML](#)

LINKS

The ordinance: 9nl.it/ext_legistar_seattlefirstintime

Grossly distorted CNN report: 9nl.it/ext_zebrafactcheck_cnnracismstudy

Implicit bias carries over little if at all: 9nl.it/ext_nationalreview_implicitbias

Pacific Legal Foundation: 9nl.it/ext_pacificlegalfoundation_yim

In Memory of GEORGE VALERI



George Valeri was one of the Board of Directors when MassLandlords was being created.

We are very sad to announce the passing of our friend George Valeri. George was a highly dedicated member of WPOA for over 30 years. He served as a member of the board of directors and as the president of WPOA before it became MassLandlords. George was always making an effort to support his fellow members and our organization as a whole. He contributed so much to MassLandlords' growth through the freedom he allowed us to have, he even offered to loan money to us to get things off the ground.

George was fiercely loyal to his friends; a tough but reasonable man. He was always doing what he could to help his friends, family and fellow members. We were fortunate enough to have George join us at the March WPOA meeting to talk about the impressive renovations he

had made to one of his properties. He worked for 4 years to take a fire disaster and turn it into a beautiful 10 room rooming house. During his presentation, we got invaluable advice from one of the most experienced pros on how to renovate with class on a budget. The recording we took of his presentation that night serves as one last record of his active ambition to make a positive difference.

Doug and Sandra and all of us at WPOA will miss George's advice, experience, and unflappable dedication to creating better rental housing in Worcester and all of Massachusetts.

We will remember George as the loyal, caring and successful man he was.

Friends and relatives attended calling hours on Sunday, March 26th from 3pm to 7pm at the Mercadante Funeral Home & Chapel in Worcester. George Valeri was involved in local city government and was also a Teamster. The line was out the door at times and was approximately an hour long throughout the wake.

MassLandlords Worcester members attended both the wake and the funeral.




This plaque was presented to George when he completed his term as director of the newly created MassLandlords

GEORGE'S EXAMPLE OF VOLUNTEERISM

George Valeri was one of the board of directors when MassLandlords was being created. He volunteered to serve the Worcester Property Owners Association and the former Massachusetts Rental Housing Association for many years. He saw the opportunity to create MassLandlords and strongly supported current staff in this mission.

We can follow George's example by volunteering for our local boards of directors or advisors. MassLandlords is not yet fully staffed, and there is a lot of work to be done by volunteers. Also, some things can never be done by state-wide staff, like keeping our finger on the pulse of local government and making deep local connections.

The best way to honor George's memory is to help your local chapter. See the dedications section of this newsletter for names of people to contact. 

LINKS

Recording: 9nl.it/videos/renovations_george_valeri



George (left) was good friends with Sandra Katz (center) shown here receiving from George and Doug Quattrochi (right) her recognition as final president of WPOA before MassLandlords.

QUESTIONS AND ANSWERS:

Air Conditioners and Carbon Monoxide Detectors

Adapted from our [Message Boards](#), where members can ask questions and get answers. Practicing landlords and service providers answer questions, and we combine the best answers into one here.

Q: WHO CHARGES FOR AIR CONDITIONERS? HOW HAVE YOU DONE THIS?

For those of us who include utilities in the rent, it's time to be worried about air conditioners! A huge window unit might use 1400 watts. At prevailing MA rates of 16 cents per kilowatt hour, this means an additional monthly expense of up to \$160 if run continuously.

The first thing to consider is taking the utilities out of the rent. This puts the economic cost onto the tenants. There are downsides to this change. First, if you have to break out the utilities, you will pay a lot and the return will take time. Second, this only works if the tenant agrees to it with a new rental agreement.

Some landlords are taking utilities into the rent and making money on it. The strategy here is to go solar and insulate the building very well. This strategy works best with new construction. If you do it right, you can charge a higher

rent than you're paying in electrical bills, even if the tenants occasionally leave a window open. The bigger the building, the more solar panels you can install, the better off you will be.

If none of that works, ask the tenant before they sign the lease how many air conditioners they plan to have. Assume some amount per air conditions (say, \$150 for 24-7 usage, run half time, that's \$75/mo). Assume some number of months during which the A/C runs daily (say three). Calculate the total yearly cost and negotiate the rent higher by this amount.

Example: "Let's see, three A/C's at \$75 each times three months is \$675 total, divided by 12 months, that's an extra \$56/mo. \$56/mo and you can run three window A/C's as much as you like, I'll write it into the lease. Agreed?"

This covers your costs, approximately, and creates a paper trail about how many A/C's are allowed. It's also a good idea to write in your lease that tenants won't waste utilities. This is a standard clause in any good rental agreement.

Q: I'M NEW TO LANDLORDING. WHERE DO I NEED CARBON MONOXIDE DETECTORS?

Any time you have a gas stove, a gas furnace, or an attached garage where hybrids or gas engines operate, you can have CO hazards. But the regulations



are broader even than that. **CO detectors are required basically everywhere** in all residential units: on every floor of the unit if someone sleeps anywhere in the unit, in habitable basements and attics, and within ten feet of a sleeping area. Daycares and rooming houses have specific wording that effects more or less the same requirement.

Read the actual [code](#) for nuance, see 13.7.6.5.

Inspections are to be conducted annually per the code. The best practices we've heard are to set a reminder for each apartment's lease renewal date and to deal with this as part of the renewal process, or to set one date for all units, give notice, and enter each unit to replace batteries, test etc. [ML](#)

LINKS

9nl.it/ext_massgov_527cmr

Water Hero
Conserve. Protect. Save.

Protection Against
Costly & Damaging Water
Leaks

617-819-4376 | info@waterheroinc.com

SCLAMOS
DISCOUNT
APPLIANCES • FURNITURE • MACHINERY

A WHOLESALE APPLIANCE SOURCE
FOR REAL ESTATE OWNERS
AND MANAGEMENT COMPANIES.

IF YOU DIDN'T BUY FROM SCLAMOS, YOU PAID TOO MUCH!



FORD'S
HOMETOWN
SERVICES

SINCE 1941

YOUR **ENVIRONMENTAL**
PEST & LAWN PROFESSIONALS

fordshometown.com

Home of the **"Pest of the Month"**



Wildlife Removal

Ford's Pest of the Month: Skunks

Skunks are important to the balance of nature. Skunks are a member of the weasel family and have pointed noses and short legs, which make them waddle when they walk.

Skunks eat all rodents; black widow spiders, rattlesnakes, scorpions; and garden pests such as snails, crickets, gophers, grubs; cockroaches and pretty much all other insects. Skunks have strong feet with long nails that are useful in the search for grubs and insects. They will dig under sheds, porches and

crawlspaces to create a den or use a woodpile. The female will have around five babies (kits) in a litter. Since they are nocturnal, skunks are rarely seen but often smelled during the warmer weather when they are out foraging for food. Many times dogs will challenge skunks and get sprayed. Skunks can spray accurately up to 15 feet but will give plenty of warning to stay away by fluffing its fur and stamping the ground along with growling. When skunks are making repeated visits to your property it is usually due

to a food source close by. Birdfeeders, grubs and trash draw skunks and allow them to associate your property with food. Skunks love pet food and it is often used when our wildlife control specialist traps for skunks so you should never leave pet food outdoors.

Are you beeing bugged? Contact us at FORDSHOMETOWN.COM

Geoffrey Ford, Vice President
Ford's Hometown Services



RECORD TITLE & LAW OFFICES
OF STANLEY D. KOMACK

20,000 closings
Landlord-tenant law
+ free initial consultation
for members

117 Park Ave Ste 201
West Springfield, MA 01089

(413) 785-1851



Fire & Water - Cleanup & Restoration™

SERVPRO® of
South Worcester

508-757-7885

Independently Owned and Operated

BOSTON LANDLORD DECLARES CANDIDACY FOR MAYOR,

Sends Walsh into Panic

Unlike the public records story in this month's newsletter, this article was an April Fools joke. We published this on April 1.

At 4:30pm yesterday, Boston landlord Flintheart Glomgold announced his candidacy for mayor of Boston. Glomgold is running against pro-tenant councilor Tito Jackson and incumbent Mayor Martin Walsh.

Walsh reacted by holding a press conference at 4:31pm announcing his intent to file five pro-landlord bills.

The five-bill "Landlord Appeasement Package" seeks to help landlords remain profitable by expanding landlords' rights, rewarding docile tenants, and creating additional funding for unsafe housing.

"Even as Boston sees historic rent levels, we must make sure that no landlord is left behind. The people who have squeezed every last penny from their properties must be able to increase their profits higher still, and we will not stop until we have significant protections for them in place," Walsh said.

Walsh had previously filed five pro-tenant bills after Jackson announced his candidacy.

The bills in the Mayor's Landlord Appeasement Package include an Act to Speed Evictions in Massachusetts and the Whimsical Crooks Community Stabilization Act (also known as "Just Cause Move-out").

Glomgold will face an uphill battle. Every incumbent Boston mayor since 1949 has maneuvered their way to reelection, according to the Herald.

AN ACT TO SPEED EVICTIONS IN MASSACHUSETTS

The first bill in the Mayor's package would make legal representation in eviction proceedings a right, rather than an option. If a landlord cannot afford his or her own attorney, one will be appointed by the Massachusetts Committee for Wealth Management.

Walsh said, "By offering landlords a higher likelihood of success in eviction proceedings, this bill will not only assist with profitability for landlords, but will also help alleviate vacancy by clearing out non-performing apartments in favor of tenants with cash money."

THE WHIMSICAL CROOKS COMMUNITY STABILIZATION ACT

This home rule petition would codify conditions under which tenants can move out of their rental unit. The act has been



Original image of Marty Walsh CC-BY-SA David Parsons. April Fools cartoon licensed 123rf.

called "Just Cause Move-out" by landlord advocates. Tenant advocates have disparaged miserly landlords by calling it a form of "Cent Control".

Under Whimsical Crooks, tenants can leave an apartment only for certain "just causes." Otherwise they become indentured servants to their landlords, for life.

The Act also requires tenants to notify the City when they intend to move out, allowing the City's Office of Housing Stability to proactively reach out to landlords to inform them of their rights.

Last year, when the proposal was first filed, Larry Landlord, owner of a duplex, explained the motivation. "Sometimes tenants leave because they get a better job, or need more space for their growing family. That's unacceptable!" he said.

Tenants will have to pay a nominal fee to file their request to move out.

TAX CREDITS, INCLUSIONARY ZONING, AND RIGHT OF FIRST REFUSAL

Walsh's landlord package includes three other bills. First is a tax credit that pays tenants \$100 for every \$300 they donate to their landlord. The second requires 10% of public buildings to be rented to small real estate businesses at below-market rates. And the third gives landlords right of first refusal on tenant automobiles.

Cruella DeLandlord, owner of a shantytown in Jamaica Plain, said, "Hey, those cahs have been sitting in my front lawn without tihes for years now. Why shouldn't they be my-un?"

Tenant candidate Jackson could not be reached for comment, but was seen through the City Council Chamber window leaning back in his chair and looking smug.

Asked whether Walsh had stolen his thunder, landlord candidate Glomgold said, "The Mayor has no idea what makes for good public policy, he's just doing whatever he thinks will get votes."

Glomgold's campaign is financed by Scrooge McDuck, a Section 527 Super PAC. [M](#)

LINKS

Five Pro-tenant Bills: clktr4ck.com/ext_bostongov_walshdisplacement201701

Boston Herald Article: 9nl.it/ext_bostonherald_jackondeclares

Proposal was first Filed: 34.gs/blog_justCauseMoveOut



Build More. Spend Less.

Own Rental Property? We can save you money with our
Guaranteed Lowest Prices
and a **3% discount on all your purchases!**



Mass Locations: Springfield, Chicopee, Auburn, Dudley, Walpole,
Malden, Roslindale, Brockton, Plymouth and New Bedford

Join Our Landlord Program Today!

www.bargain-outlets.com

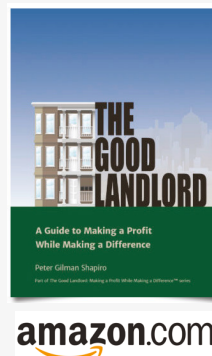


The definitive 'Effective Communication' guide for landlords, property and community managers

TIP #1

Four Good Landlord habits *for building effective relationships and maximizing cooperation with tenants in any situation.*

1. Prepare effectively & make contact.
2. Be friendly, but don't be their friend.
3. Seek to understand before being understood.
4. Be reliable & cultivate trust.



SPECIAL OFFER:

Buy Peter's book on Amazon



Learn More

www.TheGoodLandlord.com

Find us on

f facebook.com/goodlandlordconsulting
in linkedin/in/TheGoodLandlord

Send an email to peter@thegoodlandlord.com confirming your purchase and a **\$10.00 contribution** will be made to **MassLandlords!**



Protect Your Home

JJM INSURANCE
A G E N C Y

tel. 508-791-1141

info@JJMInsurance.com

fax 508-753-5630

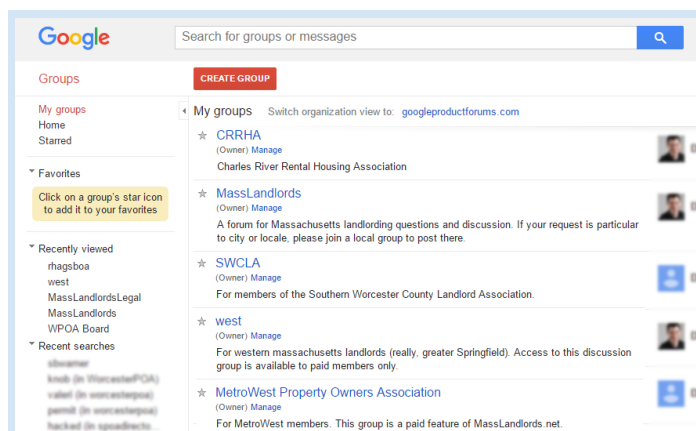
MESSAGE BOARD REVAMP PLANNED for This Quarter

Send us your suggestions by emailing Doug, dquattrochi@masslandlords.net, subject: **Message Boards.**

We hope to roll out a new message board service by the end of the second quarter of this year. The MassLandlords message boards allow members in good standing to message other local landlords and service providers. This ought to be a great way to get suggestions, advice, references, and political help. Some aspects of the message boards have been working very well. Others have not.

BENEFITS OF THE CURRENT SERVICE

We are currently using Google Groups. This service works very well for members with a gmail address. Gmail members can get digests and log into view past posts at groups. google.com. The service allows us to enroll all members automatically. It enables quick communication via email without logging in to a webpage. The service also allows members to unsubscribe themselves.



Screenshot of what a member will see if they have a gmail address. Non-gmail members have a lot of work to do to get to this view.

PROBLEMS WITH GOOGLE GROUPS

The major issue is there is no connection between the MassLandlords membership database and the Google Groups. We have staffed a part-time position just to keep the two in sync. Even so, it takes 24 to 48 hours to be added after joining. And you have to request membership in any boards you weren't automatically assigned. You also have to tell us your gmail if you registered with a business address on MassLandlords.net.

Another issue is the way email digests are replied-to. This changes the subject of the email conversation, breaks the "thread" of conversation, and creates confusion.

The final issue is the way old emails are contained in replies, creating long blocks of text to sift through. This decreases engagement.

THE SEARCH FOR A REPLACEMENT

We would like a replacement that lets us automatically enroll new members, lets members reply via email, keeps databases in sync automatically with no labor, and most importantly, helps every member get their questions answered.

We have evaluated two paid services in depth. One produces a seamless experience, but does not automatically enroll new members and does not allow posting the first question by email. It does allow replies by email.

The second service is extremely expensive and yet still requires an admin to maintain two separate databases.

We are going to reevaluate these options and look for others.

TELL US WHAT YOU THINK

Do you use a message board in another organization? Does it allow posting by email? Send us your suggestions by emailing Doug, dquattrochi@masslandlords.net, subject: **Message Boards.**

SPOT THE SIGNS STOP THE BEETLE

The black and white Asian longhorned beetle kills trees by eating its way in and out, leaving egg laying sites and exit holes on the tree.

SPOT THE SIGNS. STOP THE SPREAD.



Egg sites



Frass



Dime-sized holes



**ASIAN
LONGHORNED
BEETLE.com**
866-702-9938



U.S. Department of Agriculture



Champagne

BOOKKEEPING & TAX

Bookkeeping, Taxes & More

978-537-5200

Tired of being
a Landlord?

SELL US YOUR MULTIFAMILY!



508-799-7655

HamptonPropertiesLLC.com

We specialize in short sales!

All information will be kept confidential.

PUBLIC RECORDS REVEAL WALSH LIED about Jim Brooks Act

Unlike the April Fools article in this month's newsletter, this article is no joke. This serious press release was published on MassLandlords.net Thursday March 30.

On March 27, public records released to MassLandlords contradicted a December 6 statement made by Boston Mayor Martin Walsh, that "the text of the [Jim Brooks] petition was the result of many months of conversations between the City, the advocacy community, and local property owners." According to the records, no conversations took place with owners prior to the Mayor's December 6, 2016 statement.

Less than 10% of the public record was correspondence to or from owners. Of this, most was one-sided correspondence from owners declaring opposition. Only one page was correspondence to an owner prior to the Mayor's December 6, 2016 statement. The primary content of this message was, "Your opposition has been recorded."

MassLandlords submitted the public records request on January 31, 2017. The Mayor's Office replied only after MassLandlords filed an appeal with the Secretary of the Commonwealth on March 2, 2017. MassLandlords alleged the delay put the Mayor's Office in violation of MGL Chapter 66 Section 10(b).

Thirty-two percent of the public records and substantially all of the outgoing correspondence was addressed to advocates in favor of the Jim Brooks Act. Most of this was to Darnell Johnson of Right to Our City and Kathy Brown of the Boston Tenant Coalition. These two made all the public contributions to the text, including the name of the Act.

After reviewing the public records, MassLandlords Executive Director Doug Quattrochi said, "Mayor Walsh tried to sell this as some kind of collaborative effort. That's just not true, and his



Pro-Tech

PEST CONTROL

WORCESTER
508.757.2409

FRAMINGHAM
508.872.1113

protechpestcontrol.com



January 31, 2017

Mayor Martin J. Walsh
1 City Hall Square, Ste. 500
Boston, MA 02201-2013

**Re: Public Records Request
News Release Jim Brooks Stabilization Act (December 5, 2016)**

Dear Mayor Walsh:

I represent MassLandlords, Inc., a nonprofit corporation with members across Massachusetts. On behalf of MassLandlords, and pursuant to section 10 of chapter 66 of the Massachusetts General Laws, I hereby request that you supply copies of, or make available for public inspection, any and all public records (including but not limited to email correspondence):

1. Relating to the statement issued December 5, 2016, titled "Mayor Walsh Files Jim Brooks Community Stabilization Act," accessible online at boston.gov/news/mayor-walsh-files-jim-brooks-community-stabilization-act;
2. Relating to the assertion in the statement that "[t]he text of the petition was the result of many months of conversations between the City, the advocacy community, and local property owners"; and
3. Reflecting or embodying conversations between the City and local property owners.

If the scope of my request is not clear, please let me know at your earliest convenience. I note Governor Baker's memorandum dated July 30, 2015, regarding best practices for responding to public records requests and respectfully ask that in the spirit of the memorandum you waive search and retrieval fees. In addition, with regard to copying, if you expect that the cost of compliance will exceed \$10.00 please provide a written, detailed, good faith estimate of the cost.

Sincerely,



Peter Vickery, Esq.

cc: Shawn Williams, Director of Public Records
Client

27 Pray Street, Amherst, MA 01002

413.222.8760

peter@peterickery.com
peterickery.com

Screenshot of the original public records request filed by Peter Vickery, MassLandlords Legislative Affairs Counsel.

own documents prove it. He claimed that the petition was the 'result of many months of conversations between the City, the advocacy community, and local property owners.' The records certainly show plenty of conversations between the City and the 'advocacy community.' But with property owners? Nothing."

One owner letter in the records was unsigned, "as I don't want any repercussions from this letter." No reply was possible.


No correspondent identifying themselves as an owner voiced their support of the Mayor's initiative. One property owner asked to participate in discussions at the city's Department of Neighborhood Development. Sheila Dillon, Chief of Housing, DND, was asked to reply but did not.

According to the records, on February 10, 2017, Lydia Edwards, Deputy Director, DND, made the only owner reply detailed enough to constitute a conversation. This came *after* the Mayor's statement.

MassLandlords strongly opposes the Jim Brooks Stabilization Act as a form of unlawful rent control and a violation of state and federal laws on fair debt collection.

Most of the public records were related to sharing copies of the Jim Brooks Stabilization Act.

MassLandlords' Legislative Affairs Counsel Peter Vickery procured the public records.

MassLandlords is a 501(c)6 trade association whose mission is to create better rental housing in Massachusetts. MassLandlords helps owners rent their property and advocates for better laws. 



Commercial Real Estate Loans

As a major provider of loans that have contributed to Central New England's growth, Commerce Bank specializes in financing: **office, industrial, retail, healthcare and apartment buildings.**

Contact our team of commercial real estate lenders today to discuss how we may help your business and finance your next commercial real estate project.

Call **800.698.BANK (2265)**.



Commerce BankSM

www.BankAtCommerce.com

Loans are subject to credit approval. Commerce Bank is a registered service mark in Massachusetts of Commerce Bank & Trust Company. ©2015 Commerce Bank & Trust Company. Commerce Bank member FDIC. Equal Housing Lender. All rights reserved.



INVEST IN YOUR BUSINESS. SUPPORT PROPERTY RIGHTS ADVOCACY

Property Rights Supporters make small monthly donations. Proceeds fund MassLandlords' work to reform rent escrow, late fees and more.

[HTTPS://MASSLANDLORDS.NET/PROPERTY](https://masslandlords.net/property)



James D Linfield, C.C.I.M.
Certified Commercial Investment Member

**THE MARKET IS STRONG
&
THE BUYERS ARE MOTIVATED.
DON'T MISS
THIS GREAT TIME TO SELL.
CALL TODAY!**

Capital Market Team
Multi Family & Investment R.E. Brokers

**office: 413.253.3700
cell: 617.448.5835**
www.capitalmarketteam.com

*Seeking Willing Sellers
Listings Not Required*

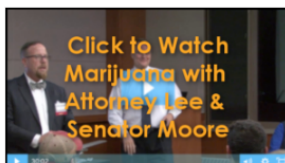
Worcester Property Owners Association » WPOA Past Meetings » January 2017: Maintenance & Marijuana

January 2017: Maintenance & Marijuana

On Wednesday, January 11th 2017, WPOA gathered for their first meeting of 2017. The topic drew a record breaking audience and peeked the interest of Senator Michael Moore who made time to attend and answer some of our questions about the new laws surrounding Marijuana. MassLandlords' Executive Director Doug Quattrochi opened the night with the monthly Business Update.



After the business and local updates, we moved on to a presentation on Marijuana Laws given by Attorney Mark Lee. One of Attorney Lee's specialties is Landlord and Tenant/Housing Law. He addressed aspects of legalized marijuana, such as: what can a landlord do, what can't they do, how does recreational differ from medicinal, etc.




ARTICLE YOU MAY HAVE MISSED

Are You Taking Full Advantage of Our Past Meetings Pages?

Both WPOA and RHAGS have their own Past Meetings pages with downloadable presentations, handouts, and full videos from the meetings.

The Past Meetings pages are a great way to find out what you missed if you couldn't make it to a meeting. You can also see what other regions are learning about and discussing. We're hoping that those members who live out of range of our meetings, or those who are unable to attend all of our meetings, will take advantage of all the content on our Past Meetings pages. Our Resources Index, which is brimming with vital information, can also help you learn and answer lingering questions.

We've made these Past Events pages easier to find! Just login to MassLandlords.net and click the past meetings tab in the menu bar. 

Just one of the many WPOA Past Meetings summary pages with full length videos of presenters. Found at MassLandlords.net/wpoa/past-meetings/january-2017-maintenance-marijuana/


GOING ABOVE AND BEYOND for Tenants

Help us showcase what good landlords can do.

MassLandlords would like to hear stories of landlords who have stretched or gone the extra mile to help tenants. Were your tenants 'at risk' of being evicted? What did you do to help them through their rough patch, or onto their next home?

Examples include: structuring a payment plan outside of court; helping your tenant get social services; taking a tenant with a bad application who had a believable recovery story; permitting roommates to reduce the cost of rent per person; making reasonable accommodations for children, the elderly, or the disabled; and much more. No story is too short or too long, we want to hear it all!

Hearing your stories will help MassLandlords demonstrate that we are a force for good. We'll share your good deeds anonymously. Some readers may be contacted to go on the record (either video or media). If you would like to do this, make sure we can reach you when you submit your story.

Please post your detailed story on the message boards, or email it to Alexis Gee, our Manager of Marketing and Events, agee@masslandlords.net, or call Peter Shapiro, landlord and MassLandlords policy volunteer, at 617-620-9858. 



Advocating for property owners in
eastern Massachusetts since 1974

Call for a free consultation
508.588.4243


mccormackpublicadjusters.com

Don't Let April Showers Dampen Your Day



WE HELP LANDLORDS. WE ALSO ADVOCATE FOR BETTER LANDLORDS.

Brighten Things UP BY FOLLOWING - LIKING - READING SHARING - LEARNING - COMMENTING ON Facebook & Twitter





Credit & Criminal Background Checks for Landlords

FREE Registration

No Monthly - or - Hidden Fees

Instant Access

No Inspection

Do you Screen <4 Tenants Per Year?

We wrote an [article](#) a while back comparing screening options.

Small landlords who want to see a real FICO score without an on-site inspection should click the SmartScreen ad we're now running on the site. Each SmartScreen report you order by clicking from MassLandlords.net supports our work.

NO SITE INSPECTION REQUIRED

Many landlords were grandfathered in and never had site inspections. New landlords usually need to be inspected. New small landlords operating out of their kitchen cannot pass an on-site inspection. This is why we looked for (and found) SmartScreen.

THE BEST VALUE FOR LOW VOLUME SCREENERS

If you have fewer than four vacancies a year, SmartScreen is the cheapest way

to get real credit data. If you have four vacancies or more each year, you can save money with another service by paying their monthly or annual fees in exchange for a lower per-report cost.

SmartScreen has no monthly or annual fee. Some competitors are cheaper but they don't give real credit data, they only give you a surrogate score. Be careful. If you don't get an actual FICO score, you are paying for someone else to evaluate the tenant's credit. You get what you pay for.

Note: members can [log in](#) to get a couponcode for discounts.

MassLandlords receives an affiliate commission for each screening report processed.

REGIONAL

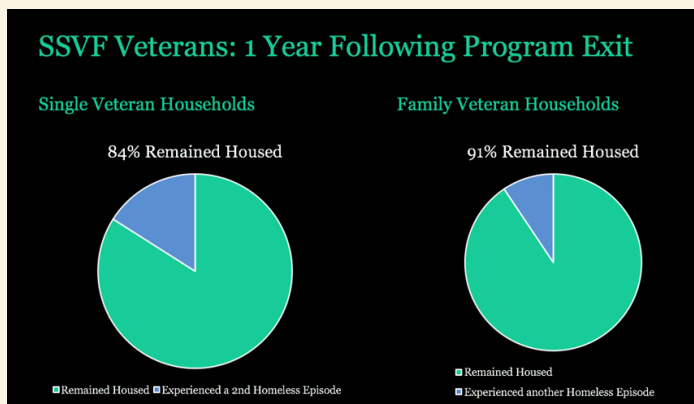
CAMBRIDGE

Cambridge: Landlords Unite to End Homelessness

Calling all Patriots! Learn how you can fill a vacancy by renting a unit to one of America's Heros!



Ryan McClusky & Marta Budu-Author from the New England Center and Home for Veterans will be joining us to tell us about Supportive Services for Veterans and their Families (SSVF). The New England Center and Home for Veterans **works closely with landlords to create sustainable housing for homeless veterans**. They provide 6+ months of support for both the landlord and veteran, are **always available by cell phone to resolve issues**, and conduct **weekly check-ins to ensure success**. By providing financial, housing and career assistance to these Veterans in dire need, the SSVF has **Reduced Homelessness Nationwide by 47% and has kept 91% of Veteran Family Households housed after program exit**. Join us to learn how to be a **hero** to a Veteran in need.



MassLandlords' own Doug Quattrochi has spent years working on bringing Insurance Against Homelessness to Massachusetts. Stemming from a successful program in Seattle, MassLandlords' proposed Insurance Against Homelessness was designed for landlords by landlords. The way the program could work in Massachusetts: **landlords would receive \$10,000 insurance for unpaid rent, damage, and attorney's fees incurred in the first two year's tenancy,**

tenants are forgiven minor CORI and past homelessness on the rental application, and the Commonwealth pays for a **dedicated landlord adviser to mediate disputes** and safeguard the state's interest in the guarantee. Insurance Against Homelessness would supplement existing programs like HomeBASE, MRVP, and Section 8 to reduce the landlord's perception of risk. We believe that this program would be a **'win, win win' for the Commonwealth, landlords and tenants**. Help us to get this project off the ground by joining us on May 15th!

"On any given night in Massachusetts, more than 13,000 individuals in families experience homelessness. Approximately 60 percent of them are children, according to a recent report by the Boston Foundation, & The Growing Challenge of Family Homelessness."

- Cyrus Moulton, Worcester Telegram

MONDAY, MAY 15TH

MEETING AGENDA

- 5:30p Registration, Socializing and Networking
- 6:15p Buffet Dinner in the Venture Cafe
- 6:50p Executive Director Doug Quattrochi with the MassLandlords Business Update
- 7:00p Ryan McClusky & Marta Budu-Author: Housing Homeless Veterans
- 7:35p DIY tips and tricks (TBD)
- 7:45p Doug Quattrochi – Insurance Against Homelessness
- 8:15p Networking
- 9:00p Doors close

LOCATION Cambridge Innovation Center
1 Broadway (5th Floor)
Cambridge, MA 02142

FOOD Assorted Buffet (Meat and Vegetarian options available). Salad. Beverages. Desserts.
* If you have any dietary restrictions, please let us know as soon as possible so we can try to accommodate you.

PRICING Please prepay in advance to receive early-bird pricing. The caterer requires this much notice for food orders.

Early-bird ends on May 5th at 12pm:

Non-members: \$19.50

Members: \$15.50 (log in before you register or you will see the non-member price)

After May 5th at 12pm or at the door:

Non-members: \$25.00

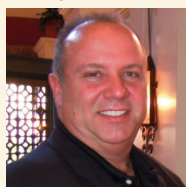
Members: \$20.00

Membership options. Please note: this event is run by MassLandlords volunteers and staff.

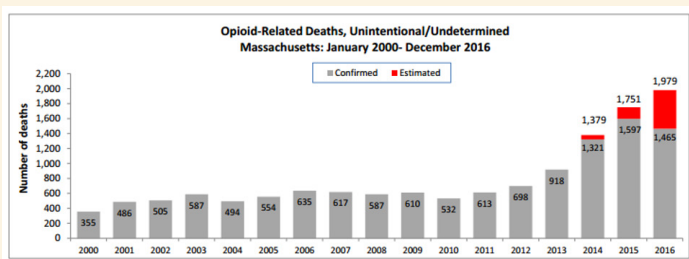
REGIONAL

Cambridge: Screening For Success & Saving Lives

Brian Lucier of Belaire Property Management, will be distilling his 16 years of tenant screening experience into a single night! Knowing how to weed out the bad apples from the bunch effectively and efficiently is not an easy task, but with Brian's help it can be much easier. Come and be enlightened by Brian's "Dancing Through the Landmines: A Property Manager's Guide to Tenant Screening Without Getting Blown to Bits" and see how you can take your screening to the next level!



Kristin Doneski, Outreach Coordinator of the AIDS Action Committee, will be joining us to inform us about the opioid epidemic that is booming in Massachusetts and to demonstrate how to administer the life-saving drug Narcan. **There were over 2,000 reported opioid related deaths in Massachusetts just in 2016.** An addict could be anyone: your neighbor, your tenant, your employee, even the ones you hold most dear. Addicts need help and deserve the chance to overcome their addiction. We hope that you will join us to learn how to save a life.



MONDAY, APRIL 17TH

MEETING AGENDA

- 5:30p Registration, Socializing and Networking
- 6:15p Buffet Dinner in the Venture Cafe
- 6:50p Executive Director Doug Quattrochi with the MassLandlords Business Update
- 7:00p Kristin Doneski: Opioid Epidemic and Narcan Demo
- 7:30p Brian Lucier: Dancing Through the Landmines: A Property Manager's Guide to Tenant Screening Without Getting Blown to Bits
- 8:15p Networking
- 9:00p Doors close

LOCATION Cambridge Innovation Center
1 Broadway (5th Floor)
Cambridge, MA 02142

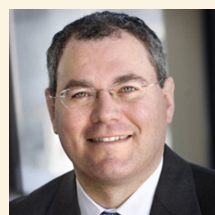
CHARLES RIVER

Waltham: A Special Evening with Richard Vetstein, Famed Real Estate Attorney

We are Star Struck!

Founder of the Vetstein Law Group, Nationally Acclaimed Law Blogger and Superbly Rated lawyer, Richard Vetstein will be joining us this month!

In his famous blog, Attorney Vetstein goes in-depth on topics like: new foreclosure rules, recreational marijuana, student housing and "no more than 4 rules, renting to criminals, and security deposits. Join us as we learn from the real estate law expert!



Richard D. Vetstein, Esq.
FOUNDING PARTNER
VETSTEIN LAW GROUP, P.C.
TITLE HUB CLOSING SERVICES, LLC

As a nationally recognized real estate attorney and litigator, Richard D. Vetstein, Esq., is a trusted source of legal knowledge. You may have read his commentary in publications such as The Boston Globe, Banker & Tradesman, Wall Street Journal SmartMoney.com, Bloomberg News, and Massachusetts Lawyers Weekly. Recently, **Inman News selected Attorney Vetstein as one of the 100 Most Influential People in Real Estate.** Mr. Vetstein holds many important roles; he is a Feature Contributor to AOL Real Estate, the Co-Chair of the Boston Bar Association's Title & Conveyancing Committee, he also testified at the Mass. State House in support of the Rent Escrow Bill and lobbied for the Act Clearing Title to Foreclosed Properties.

TUESDAY, MAY 16TH

MEETING AGENDA

- 6:15p Networking/Dinner
- Buffet Dinner
- Cash Bar
- 6:45p Local Leader Calls Meeting to Order
- 6:50p Executive Director Doug Quattrochi with the MassLandlords Business Update
- 7:05p Attorney Richard Vetstein
- 8:00p Networking
- 8:30p Doors Close

LOCATION Check back for an update soon! Please RSVP so we can make sure you have a seat!

REGIONAL

FOOD

Cash Bar. Buffet Dinner.

* Attendees are free to order at the bar at their own expense. Please disclose any dietary restrictions to Alexis at agee@masslandlords.net and we will try to accommodate you.

PRICING

Please prepay in advance to receive the discounted pricing. The venue requires this much notice for our reservation.

Early-bird until May 5th at 12pm:

Non-members: \$20.00

Members: \$17.50 ([log in](#) before you register or you will see the non-member price)

After May 5th or at the door:

Non-members: \$26.00

Members: \$20.00

Membership options. Please note: this event is run by MassLandlords volunteers and staff.

Waltham: Opioid Emergency Training & LLCs, INCs and Trusts



Thinking about putting your properties into an **entity**? Worried about the free rent trick? Interested in learning how to **save a life**? We've arranged for experts to answer these questions!

Doug Quattrochi will be presenting on the 'Free Rent Trick' and Insurance vs. Corporate Entities. The 'Free Rent

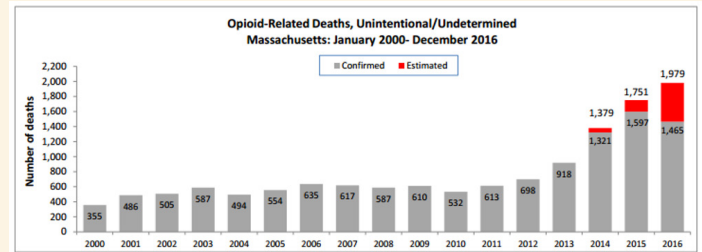
Trick' is a landlord's worst nightmare: what seems like a good tenant moves in, destroys your unit and gets to leave without paying. Join us to learn how to prevent a 'free rent trick' disaster. Doug will also be covering topics like: homesteads,

insurance risks, and risk containment. Come and learn how LLCs are like castles and insurance is like an army.



Amy George is the Clinical Outreach Director at Sunspire Health. She devotes the majority of her time to educating people on addiction, the opioid epidemic and the use of **Narcan a drug that's used to revive a person who is overdosing.** Narcan should

be in your emergency kit just in case you encounter someone who is **unconscious and blue.** Whether you've been touched by this wide-spread problem or not, with the knowledge you learn from Amy, you could save a life.



TUESDAY, APRIL 18TH

MEETING AGENDA

- 6:20p Networking (attendees may order food during this time if they wish)
Cash Bar (at attendee's expense)
- 6:45p Local Leader Calls Meeting to Order
- 6:50p Executive Director Doug Quattrochi with the MassLandlords Business Update
- 7:05p Addiction and Narcan with Amy George
- 7:25p Doug Quattrochi Free Rent Trick & LLCs, INCs and Trusts
- 8:00p Networking at the Bar
- 8:30p Room Closes (attendees are free to network at the bar for as long as they wish)

LOCATION Garcia Brogan's (Private Room)
240 Moody St
Waltham, MA 02453

METROWEST

Marlborough: De-Leading 101

John Risko, founder of JHR Environmental Testing, will be joining us to educate us on de-leading. Most homes in Massachusetts built prior to 1978 contain lead based paint.

ATTORNEY PETER VICKERY
Advocate for
landlords and
small businesses.

413.549.9933
petervickery.com

REGIONAL

A lead paint inspection is a requirement in Massachusetts. John will delve into things like: lead paint inspections, risk assessments and subsequent clearance inspections. Come prepared with all your de-leading questions!

We'll be dining together again this month on a spread of sandwiches, salad and treats.



TUESDAY, MAY 9TH

MEETING AGENDA

6:30p Registration, socializing and dinner

7:00p Association and MassLandlords

Business Updates

7:10p John Risko: De-Leading 101

LOCATION AHEPA

80 Northboro Rd

Marlborough, Ma. 01752

FOOD Panera sandwiches, salads. Beverages. Cookies.

PRICING Members and non-members are welcome.
MassLandlords.net/MWPOA Members pay \$50 annual MWPOA dues and each meeting is free
 MassLandlords.net Members and Non-members \$5

Members should log in for member pricing.
 Membership options. Please note: this event is run by volunteers at a partner association.

WORCESTER

Worcester: Judge Horan & Clerk Magistrate Moudios from Housing Court

Judge Horan could potentially can ruin your year, but she's kind enough to join us, despite her busy schedule, to help you help yourself if you ever end up in housing court (knock on wood - let's hope not!)

This could be our most important meeting of the year! First Justice Diana Horan will be joining us to answer your questions on **tenant evictions, common mistakes she sees landlords make, and so much more.** This is an eye-opening opportunity to get the inside scoop from a Worcester Housing Court authority. We encourage paid members to submit any

questions they may have to the WPOA message board by or before May 3rd so we can submit them to Judge Horan. Non-registrants can expect standing room only, because this is going to be a full house! Please register early!



Bonus! Executive Director Doug Quattrochi will give a brief overview of the eviction process while Judge Horan listens in so she can give her commentary when needed. This is definitely not the meeting to miss!

Please note that this meeting will not be recorded and it will be standing room only so please purchase your tickets ASAP!



WEDNESDAY, MAY 10TH

MEETING AGENDA

5:45p Socializing and Networking

Network over drinks and appetizers

Topics will be marked off by table for one-on-one help

6:15p Buffet Dinner

6:40p MassLandlords Business Update and Member Minutes

7:00p Rich Merlino Meeting Introduction

7:05p Doug Quattrochi with Eviction Overview

7:15p Judge Horan and Clerk Magistrate Moudios

8:20p Networking

9:00p Doors close

LOCATION Worcester Technical High School

1 Skyline Dr

Worcester, MA 01603

FOOD Cheese and crackers, sodas, water. Buffet dinner and refreshments. Desserts.

REGIONAL

PRICING Please prepay in advance to receive the discounted pricing. The school requires this much notice for food orders.
Early-bird until May 1st at 12pm:
Non-members: \$19.50
Members: \$13.50 (log in before you register or you will see the non-member price)
Premium Members: No charge and no need to register
After May 1st at 12pm or at the door:
Non-members: \$22
Members: \$17
Premium Members: No charge and no need to register

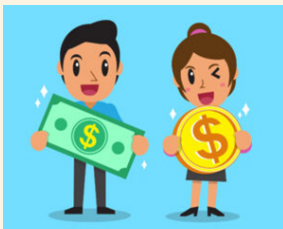
Membership options. Please note: this event is run by MassLandlords volunteers and staff.

Worcester: Generating Your Success

This month we've got a special One-on-Two Interview with Mike O'Rourke, Mike Deluca, and the hilarious Rich Merlino. Mike and Mike will be diving into Physical Due Diligence. They'll be covering topics like: inspections, maintenance, condition of units, and rehabbing. Mike Deluca actually buys a property every week, so he knows a thing or two about what to look for when purchasing an investment property. Join us for what will be a very entertaining and informative interview where you'll learn from landlords who know the ins-and-outs of acquiring property.



Have you ever thought to yourself: "Am I making as much money as I should be?". No matter if you've pondered this or not, how would one find out? Darek Chojnacki will be joining us to do just that! He'll be talking about budgeting and creating a better-than-average profit and loss. Join us to make more money by sitting at your desk!



"Mike and Mike have a wealth of knowledge about buying rentals and will teach you to differentiate between the good, the bad and the fixable."

- Doug Quattrochi, Executive Director/Landlord

WEDNESDAY, APRIL 12TH

MEETING AGENDA

- 5:45p Socializing and Networking
Network over drinks and appetizers
Topics will be marked off by table for one-on-one help
- 6:15p Buffet Dinner
- 6:40p MassLandlords Business Update and Member Minutes
George Valeri Tribute
- 7:00p Rich Merlino Meeting Introduction
- 7:05p Darek Chojnacki: Make More Money by Sitting at Your Desk
- 7:35p One on Two Interview with Mike Deluca, Mike O'Rourke and Rich Merlino
Physical Due Diligence
- 8:20p Networking
- 9:00p Doors close

SOUTHERN WORCESTER COUNTY

Sturbridge - Monday, May 1st

We're still trying to develop a wonderful meeting for May and we'll be at a new venue! Please keep checking Masslandlords.net/events and your inbox for updates about this meeting.

If you haven't gotten an update by April 24th, please call David Foote (413-668-5798) for meeting info.

Sturbridge: Exploring Landlord/Tenant Law

We're taking a break from our "Best Practices" series to focus on the process of eviction and landlord/tenant laws. Understanding the laws and knowing how to properly execute evictions is key to running a sustainable business.

Attorney Lance S. Chavin's practice focuses mainly in housing court matters. Over his entire legal career, he has tried hundreds of housing related cases across the Commonwealth and in courts. His knowledge of the law in these matters is second to none. Attorney Chavin represents all types of parties in housing related matters. He represents both Landlords and Tenants, which allows him to appreciate both sides of the law vividly. He represents large property management companies to individual single landlords and tenants. He has also represented Boards of Health/City Governments and

REGIONAL

those who are the target of Board of Health Enforcement Orders. matters. With his knowledge and experience this is a meeting not to miss.



"This really is a fantastic presentation and should be advertised as such."

- David Foote

MONDAY, APRIL 3RD

MEETING AGENDA

- 7:00p Meeting
- 7:45p Pizza break
- 8:00p Meeting wrap-up
- 8:30p Networking

LOCATION Sturbridge branch of Southbridge Savings Bank
200 Charlton Rd
Sturbridge, MA 01566

SPRINGFIELD

Springfield: De-leading in Depth with Dave Burgess

Lead Expert Dave Burgess, President of Emerald Lead Testing, will be joining us to dive into De-leading and to give us an update on the new lead laws. Massachusetts has some of the toughest lead laws in the country. However, the **lead laws were just recently comprehensively overhauled and many major changes were made which might leave your certification of compliance void!** So if you have property built before 1978, you need to come to this meeting. Remember that a **landlord is responsible for lead poisoning of any child under six without a valid certificate of compliance.** Join us to learn all about de-leading and *bring your certification to find out if it's still valid!*



"When enacted, this will be the biggest overhaul to Mass. lead laws in decades."

- Doug Quattrochi, Executive Director

THURSDAY, MAY 11TH

MEETING AGENDA

- 5:30p Socializing and Networking
- Cash bar
- 6:00p Buffet dinner
- 6:45p State-wide Business Update and Member Minutes
- 7:00p Local Updates
- 7:05p Legal Update
- 7:10p De-leading with Dave Burgess
- 8:20p Networking
- 9:00p Doors Close

LOCATION Twin Hills Country Club
700 Wolf Swamp Rd
Longmeadow, MA 01106

FOOD Hot Buffet Dinner. Cash bar. Hot Coffee & Tea Dessert.
* If you have any dietary restrictions, please let us know as soon as possible so we can provide options for you.

PRICING Please prepay at least 10 days in advance to receive the early bird discount. This also helps us order the right amount of food for the evening. Members must log in to MassLandlords.net before trying to purchase a ticket at the member price.
Early bird only until May 1st at 12pm:
Non-members: \$30.00
Members: \$26.00 (log in before you register or you will see the non-member price)
After May 1st at 12pm or at the door:
Non-members: \$35.00
Members: \$30.00

Membership options. Please note: this event is run by MassLandlords staff and volunteers.

REGIONAL

Springfield: In the Know – Building Codes & Marijuana

How do you keep all of your properties up to Code? How do you know what's going on with Marijuana Laws? Where can I ask questions from locals who really know their stuff? If you or someone you know has been pondering these questions, then we've got the perfect meeting in store!

We're pleased to welcome Springfield City Code Enforcement Commissioner Steven T. Desilets to give us the in on how to keep our Buildings up to Code. Come listen to the Commissioner so you can prevent getting a laundry list of hefty fines that could have been avoided!



We're also happy to have Attorney Dick Evans join us to give us a run-down of and an update on Marijuana Laws. Do you know your rights? Do you know your tenants rights? Are you familiar with the various forms cannabis can come in? Or are you just curious about this legislation? Join us to test your knowledge and learn something new from Attorney Evans!



"Massachusetts Gov. Charlie Baker acknowledged the state is in a "no man's land" four months after voters broadly legalized the controversial substance for adults who are over the age of 21."

- Reported by MassLive.com

THURSDAY, APRIL 13TH

MEETING AGENDA

- 5:30p Socializing and Networking
Cash bar
- 6:00p Buffet dinner
- 6:45p State-wide Business Update
and Member Minutes
- 7:00p Local Updates
- 7:05p Legal Update
- 7:10p City Code Enforcement Commissioner
Steven T. Desilets with Staying up to Code
- 7:30p Attorney Dick Evans with Marijuana Laws
- 8:20p Networking
- 9:00p Doors close

LOCATION Twin Hills Country Club
700 Wolf Swamp Rd
Longmeadow, MA 01106



Lyon &
Fitzpatrick, LLP

THANK YOU
FOR REVIEWING
THE 2016
RENTAL FORMS!



413-536-4000

WORCESTER COUNTY MANAGEMENT
Mike O'Rourke and Tim Collins



Apartment Rentals, Property Management,
Plowing + Sanding + Removal,
General Maintenance, Plumbing, Electrical

NO JOB IS TOO SMALL

APARTMENT RENTAL
508-853-4658

24 HOUR SERVICE
774-272-0248

Michael O'Rourke, Owner - mrorourke@gmail.com



339-219-0300
www.scudderbay.com



**NEED MORE TIME
TO GROW YOUR BUSINESS?**
Give the day-to-day to an expert

- * SERVING PROPERTIES FROM BOSTON TO WORCESTER
- * REDUCE MAINTENANCE COSTS AND INCREASE REVENUE
- * INCREASE TENANT RETENTION AND REDUCE VACANCY LOSSES
 - * PROFESSIONAL SOFTWARE WITH ONLINE ACCESS TO CRITICAL INFORMATION

MassLandlords
One Broadway, Floor 14
Cambridge, MA 02142

SUBSCRIBE TODAY

Perfect to share at the office. Priced at-cost for \$60 per year. Mail your check to MassLandlords, PO Box 844570, Boston, MA 02284-4570 or join online at masslandlords.net/join/newsletter/print

Support better housing policy and housing journalism in Massachusetts.