



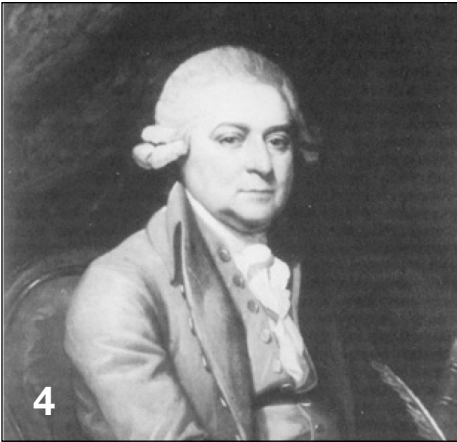
NOVEMBER 2018

AG Touts Section 8
**DISCRIMINATION
SETTLEMENTS
TOTALING \$40K**

Nominees for our
DECEMBER ELECTION

**CHOOSING JUDGES IN
MASSACHUSETTS:**
The Governor's Council
and Judicial Nominating
Commission Then and Now

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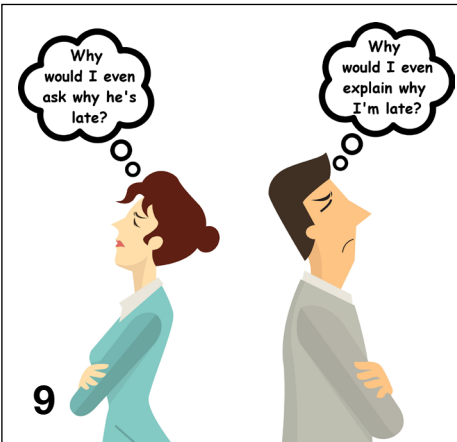


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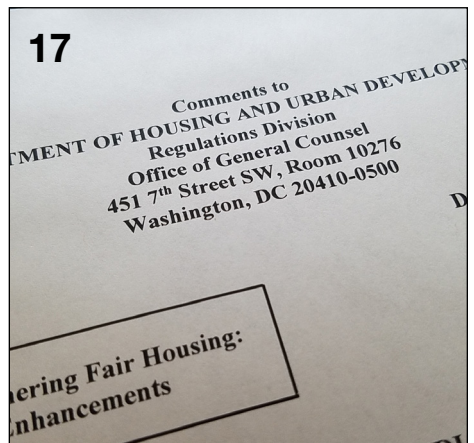


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Letter from the Executive Director

THIS MONTH'S UPDATE TRACKS THE BETA TEST OF
THE DIRECTORY REVAMP, LOOKS FORWARD TO OUR
ELECTIONS, AND ASKS FOR YOUR HELP WITH THE
UPCOMING LEGISLATIVE SESSION.

The Directory Revamp "staff beta" was completed the week
of October 15. We fixed all the important bugs found during
this process. The beta test was expanded to our first six
members the week of October 22. We expect to roll out the
new directory to additional users, and pending confirmation of no serious short-
comings, soon replace the existing directory with the revamp. We can continue to
add features and refinements in production. If you are interested in testing the new
version early, email hello@masslandlords.net.

We have received nominations for both the Board of Directors and the Good
Neighbor Award. Official notice of our annual elections in December went out via
email in mid-October. You can read the list of nominees in this month's edition.

The next political opportunity for MassLandlords is the start of the 2019 – 2020
legislative session. In January 2019, all the bills for the next two years are supposed
to be filed. (Late filing for emergency bills is always possible.)

This next session will no doubt see many interesting bills of varying importance
to rental real estate. For instance, this is the first session since a state commission
decided we should adopt "Atlantic Standard Time" and, with two other New England
states, end 4pm winter darkness and its associated losses. Also, as flooding risk
continues to weigh on real estate valuations, we may see climate change legislation
impose a tax on carbon emissions or study moving the state capital inland.

This next session will also almost certainly see a coalition of municipalities refile
Just Cause Eviction. Under Boston Mayor Walsh's form of housing partisanship, the
Metro Mayor's Coalition seems poised to give this terrible idea much greater traction.
As usual, we have not been invited to weigh in.

We need technology to stay abreast of the 300+ municipalities and their home
rule petitions. In particular, we are looking for an increased policy budget to scrape
town and city websites for hearing notices. This costs \$1,500 per month. If we had
it in October, would have been notified of a key Worcester hearing one week before
we actually found out, which is to say, not day-of but seven days in advance. If
you are able, please become a Property Rights Supporter or increase your support
level. If everyone who attends events regularly gave just \$5/mo, we'd be able to
afford this software.

The advantage of growing our policy machinery is of course to stop playing
defense, and to proactively enact the substantive reform for which we have been
asking for decades. Join us at MassLandlords.net/property. And tell a friend about the
many benefits listed at MassLandlords.net/join. We're on to great things.

Sincerely,

Doug Quattrochi

Executive Director

MassLandlords, Inc.



CHOOSING JUDGES IN MASSACHUSETTS:

The Governor's Council and Judicial Nominating Commission Then and Now

By Peter Vickery, Legislative Affairs Counsel

A short history of how Massachusetts judges, including Housing Court judges, have been chosen by the Governor's Council and Judicial Nominating Commission.

How does somebody become a Massachusetts judge? Landlords ask this question from time to time, often after a trip to Housing Court. The answer: It depends on the type of judgeship.

Anyone who followed the news during the contentious Kavanaugh hearings knows that the President's nominees for the Supreme Court, and other federal courts, can only be appointed with

the advice and consent of the United States Senate.

Readers may be surprised to learn that at the state level, Senators used to perform the same advice-and-consent function here in Massachusetts. The original State Constitution, written by John Adams and adopted by the people in 1780, gave the power to approve or veto the Governor's choice of judges to a group of State Senators.

THE ORIGINAL JOHN ADAMS DESIGN: ADVICE AND CONSENT

Back then, the Governor's Council was a subset of the Senate, with all senatorial candidates running for the office of "Counsellor and Senator." The winners convened together with the newly-elected State Representatives – all "assembled in one room," as John Adams (ever attentive to detail) provided – to choose nine of their number to serve double-duty as Senators and Governor's Councilors.

The original intent, therefore, was that the Governor would nominate the judge and a select group of Senators would confirm or veto that nominee.

DIRECT ELECTION SWEEP

The John Adams design changed in 1855 when the voters ratified a constitutional amendment that separated the Governor's Council from the Senate. The switch to direct-election was one of 10 constitutional amendments that the voters approved between 1855 and 1859.

During this period Bay Staters made a range of offices directly-elected, including secretary of the Commonwealth, attorney general,

treasurer, auditor, sheriffs, registers of probate, and district attorneys. They also did away with the rule that in order to win an election a candidate needed a majority of the votes; since then, a mere plurality has been sufficient.

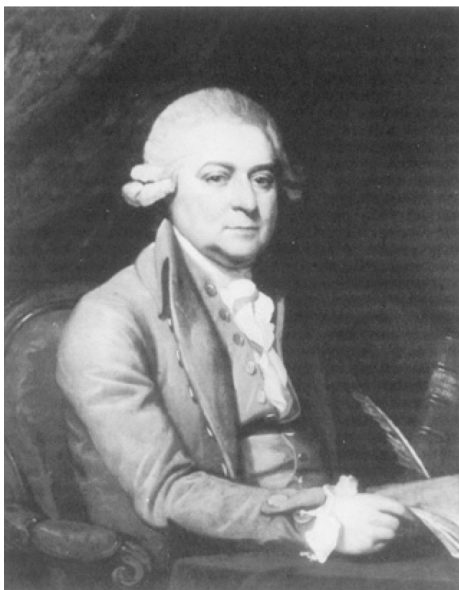
In 1857, the voters approved an amendment making the ability to read English a condition for registering to vote. Two years later, they imposed a requirement that foreign-born citizens had to live in the United States for at least two years after naturalization before being allowed to hold public office.

A NEW "KNOW NOTHING" PARTY

This slew of changes followed the Constitutional Convention of 1853 and the spectacular general election of 1854 in which the American Party, commonly known as the Know Nothing Party, swept the board.

The Know Nothing Party campaigned against immigration, and it had a pronounced anti-Catholic bent. Its Know Nothing moniker arose from the party's secrecy oath, which required members to respond to inquiries from outsiders with a Sergeant Schultz-like "I know nothing." The nickname did not hold them back. When the Massachusetts Legislature convened in 1855, every seat in the Senate was held by a Know Nothing, as were all but three seats in the House of Representatives.

A focal point for the Constitutional Convention of 1853 was the issue of Massachusetts judges helping enforce the federal Fugitive Slave Act. The cases of two men who had escaped slavery and settled in Massachusetts – Thomas



John Adams five years after his constitution was adopted by Massachusetts voters, age 50. Portrait by Mather Brown.



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Sims and Shadrach Minkins – became rallying points for abolitionists. Despite the fact that slavery had been illegal in Massachusetts since the 1780s, Massachusetts judges applied the federal law. Massachusetts abolitionists vowed to change this.

On the theory that electoral accountability would persuade judges to refrain from enforcing the federal Fugitive Slave Act, the abolitionists pushed their fellow constitutional convention delegates to recommend an elected judiciary. They succeeded. The proposal that Massachusetts judges should be elected was part of the package that the Constitutional Convention presented to the voters in the form of a brand-new Constitution. But in the general election of November 1853, the voters rejected it.

The following year, Anthony Burns escaped slavery in Virginia and made his way to Massachusetts. In a replay of the Thomas Sims and Shadrach Minkins cases, Suffolk County judge Edward Greely Loring, who also held the office of federal circuit-court commissioner,

sent Burns back to Virginia. The upsurge in anti-slavery feeling had a dramatic impact at the polls: the Democrats



Anthony Burns, the man whose escape from slavery and forced return precipitated creation of the Massachusetts Governor's Council.

and Whigs were washed away in the Know Nothing tide.

The Know Nothing legislators tried but initially failed to remove Loring from the bench. But they put another direct-election proposal on the ballot in 1855, and this time it passed. The Governor's Council was born. It would be directly elected and directly responsible for confirming judgeships. (Loring was removed in 1857.)

UNPARDONABLE GOVERNOR'S COUNCIL CORRUPTION

Between 1855 and 1964, the Governor's Council accumulated a range of statutory powers and a reputation as den of patronage and corruption. Among the scandals that swirled around the Council was one that involved Councilor Daniel H. Coakley, who had been disbarred in 1922 for, among other things, extortion. Coakley was a former campaign manager for John F. "Honey Fitz" Fitzgerald and occasional ally/sometime rival of James Michael Curley. The little matter of disbarment did not outweigh



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Coakley's connections. He was elected to the Governor's Council in 1932.

In 1938 Coakley presented a pardon petition to Governor Charles "Chowderhead" Hurley. Hurley signed it. The beneficiary of the pardon? A young man from Worcester who had been sentenced to five years as an accessory to murder. His name? Raymond Patriarca, a rising star of the New England mafia. Among the letters of support that Coakley had offered in support of the request for a pardon was one from a priest, Father Brambilla of East Boston, whose signature had been obtained by fraud. Another letter of support was from a Father Fagen of Providence, Rhode Island, who did not exist at all.

In 1941, the House voted to impeach Coakley and the Senate removed him from office. The selling of pardons and other favors continued, however. Finally, in 1964, in an attempt to put an end to these perennial scandals, the voters approved a ballot measure that stripped the Governor's Council

of its statutory powers. But the Council's constitutional authority remained intact, including its role in approving judges.

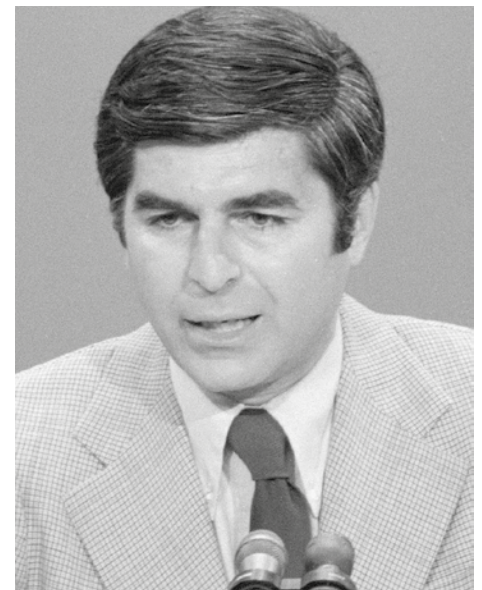
JUDICIAL NOMINATING COMMISSION

From the 1960s onward, Massachusetts governors have set up advisory bodies to receive applications and conduct interviews independently of the Governor's Council. In 1975 Governor Michael Dukakis made the process more formal and issued an executive order establishing what he called the Judicial Nominating Commission.

Sensing a threat to its prestige (and patronage), the Governor's Council, led by longtime Councilor Patrick J. "Sonny" McDonough, pushed back. The Councilors asked the Supreme Judicial Court (SJC) for an advisory opinion as to whether Governor Michael Dukakis had impermissibly delegated his constitutional authority – and that of the Council – to an unelected body. Because the

commission's role was merely advisory, the SJC ruled in favor of Dukakis. The JNC would stand.

Since then, all governors have issued executive orders of the Dukakis



Governor Dukakis one year after he formalized the Judicial Nominating Commission.

kind to create a Judicial Nominating Commission. In keeping with tradition, early in 2015 Governor Baker issued Executive Order 558, which established the current 21-member Judicial Nominating Commission.

HOW THE JUDICIAL NOMINATING COMMISSION WORKS

The JNC posts vacancies online and publicizes them via the local bar associations. After an initial blind review of applications, with the names of the applicants redacted, the JNC chooses a group of candidates to interview. Applicants meet with a panel of JNC members and, if successful, move on to an interview with the whole commission. Then the JNC sends a list of names to the Governor's Chief Legal Counsel, who seeks opinions from the Joint Bar Committee on Judicial Appointments, which consists of 24 attorneys from the various bar associations across the Commonwealth.

After reviewing the Joint Bar Committee's report, the Governor decides whether to nominate a candidate. If he does, the nomination goes to the Governor's Council.

HOW THE GOVERNOR'S COUNCIL WORKS

Depending on the nature of the political relationships in play, the Chief Legal Counsel may choose to confer with the Governor's Councilor from the nominee's district to try to ensure a smooth confirmation process.

There is no constitutional requirement that the eight-member Governor's Council hold a hearing, but it has become standard practice. Most hearings are held in the State House but sometimes they take place in the Governor's Councilor's district.

Hearings of the Governor's Council usually last one or two hours and, not being televised, are rarely as acrimonious as Senate confirmation hearings. Friends, relations, colleagues, and area legislators testify to the nominee's virtues. Councilors from other districts state that the nominee's own Councilor speaks of the nominee very highly, which is all they need to know. It is all quite convivial and collegial, so much so that one former Governor's Councilor has likened the experience to the old TV show *This is Your Life*. The week after the hearing, the Council votes.

CONCLUSIONS ABOUT HOW MASSACHUSETTS JUDGES ARE CHOSEN


The original intent was that Senators should have an "advice and consent" role.

After 1780, the history of the judicial-nomination process in Massachusetts became strangely entangled with that of slavery and anti-immigrant, anti-Catholic bias and direct election fervor. This resulted in the Governor's Council.

After 1975, a dose of anti-corruption, good-government sentiment was

mixed in, resulting in the Judicial Nominating Commission.

The final say in the Governor's choice of judges today remains vested in a Governor's Council. Sadly, this body boasts a staggering track record of cronyism and corruption.

In sum, the process for selecting Massachusetts judges and the history of its development would likely have left John Adams incredulous. At least, the next time you prepare for Housing Court, remember it's not as bad as it used to be. 

LINKS

State Constitution:

<http://clickmetertracking.com/wikipedia-ma-constitution>

all but three seats:

<http://clickmetertracking.com/jstor-know-nothing-sweep>

Anthony Burns:

<http://clickmetertracking.com/longroadtojustice-anthony-burns>

Loring was removed:

<http://clickmetertracking.com/wikipedia-loring>

In 1964:

<http://clickmetertracking.com/sec-state-ballots>

in favor of Dukakis:

<http://clickmetertracking.com/masscases-dukakis-jnc>

Executive Order 558:

<http://clickmetertracking.com/mass-eo-558>



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TO EVICT OR NOT TO EVICT?

That is NOT the Question!

By Peter Shapiro, Good Landlord Consulting Services

Using the two-pronged approach to eviction, landlords can file paperwork early and still negotiate for a peaceful out-of-court resolution.

To be or not to be – that is the question! With due respect to Shakespeare's famous *Hamlet* line, this may *not* be the right "one question" to ask about eviction.

Because landlords describe on our message boards their agony over the decision to evict, here's an approach that can help. By deciding *early on* to pursue eviction -- *while* doing everything possible to avoid it happening -- landlords can reduce financial risk *and* make resolution easier. For those whose experiences with eviction provide examples of what I'm going to describe, please feel free to post on our message boards so we can learn from you.

When your tenant falls behind on rent payments, you may be the kind of landlord that *avoids* serving notice, trusting tenants will pay up. You extend for months not only because you believed each promise, but to avoid court – until you reach the point where you've become *so* angry, betrayed and revengeful that you leap from *play nice* to no-holds-barred, do-or-die, full court drama! No middle ground!

Dealing with eviction, however, need not be an either-or experience! Although some tenants *will* pay in short order, others won't until the pressure is on, while others won't pay ever. **When rent is late -- not when the bank is broken -- you can serve a notice**, but take some of the sting out by reassuring your tenant that you *both* can benefit by talking it out -- which you'd rather do -- *right up to court day*.

For example, you can tell your tenant the following: "*John, although I'll be serving a nonpayment notice in the next few days, I remain in step with your stated intention to repay over the next two weeks. And if you need another week or so I'll work with you, within the time constraints set forth by law. And if we're making progress but trial day has arrived and you need more time still to complete your payments, within reason, let's do it. I want you to succeed here but in way that keeps my financial risk in check.*"


Not only will this approach reduce your rent losses, but you'll more likely succeed if court is needed because you've worked so hard to avoid it.

Let me be clear -- I am *not* arguing against court -- but, in case you haven't experienced the costly delays, tenant defenses, procedural challenges and uncertainties involved -- avoiding it, until absolutely needed, is worth the effort!



Two points to consider: First, your tenant may stay in touch *and* ultimately pay up, months later, without a notice. Knowing when *not* to serve a notice is an important skill. This can be especially true if your renter experiences a sudden life event and there's an assured path for them to recover from it.

Second, your tenant may react strongly at whatever point a notice is served – and however soft the blow. Finding a way past their reaction to keep negotiations going, often enough, will get you better results than relying on court process alone.

Before resigning yourself to a high stress waiting game that may cost you dearly, my message is clear: Consider starting legal action early on when you still have the kind of relationship and financial flexibility to be able to work things out with your tenant. Whether your tenant stays or goes, you'll get better results. 

LINKS

Message boards: <http://clickmetertracking.com/landlord-forum>

AG Touts Section 8 **DISCRIMINATION SETTLEMENTS TOTALING \$40K**

By Peter Vickery, Esq, Legislative Affairs Counsel

Three landlords/agents settled with Attorney General Healey for alleged non-participation in Section 8. Participation is mandatory.

In Massachusetts, tenants with allegations of housing discrimination can file their complaints with the Massachusetts Commission Against Discrimination (MCAD) which sometimes turns cases over to the Civil Rights Division of the Attorney General's Office.

In October, Attorney General Maura Healey issued a press release relating to the sum of \$40,000 that her office acquired from three sets of rental-property owners, property managers, and real-estate agents to settle enforcement actions. The press release outlines cases involving three properties: the first in Taunton, the second in Revere, and the third in Roslindale.

TAUNTON

According to the press release, in 2016 an applicant with a Section 8 Housing Choice Voucher saw a unit in Taunton listed and emailed the listing agent, Patricia Richardson of Realty Executives Metro South, asking "if Section 8 was OK." Ms. Richardson allegedly replied that the unit "was not approved under Section 8."

It was the applicant who raised the issue, and there is no indication that Ms. Richardson intended to discourage her let alone reject the application outright. Nevertheless, the response was enough to prompt the applicant to file a complaint with the MCAD.

The MCAD handed the case over to the Attorney General's Civil Rights Division. Two years after the applicant filed her

"Do you take Section 8?"



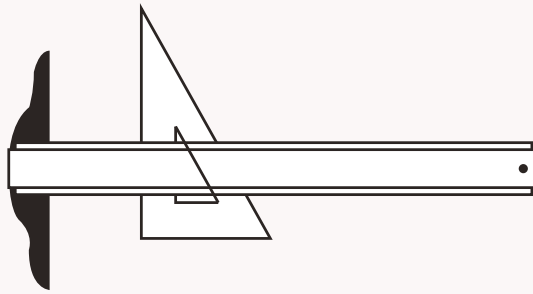
When asked if you take Section 8, the only answer allowed under Massachusetts law is "Yes." If you are afraid of the program, you're not alone, but you can learn how it works and be less afraid at MassLandlords.net/Laws/Section-8. Also know that we are advocating for program reform to make the program better for all concerned.

MCAD complaint about the email reply, Ms. Richardson, Realty Executives Metro South, and Clarewood Realty Trust (the property the owner) agreed to pay her \$10,000.00 and undergo anti-discrimination training.

REVERE

The Revere case involved Pratt Place Co., LLC and Poorvu Construction Co., Inc., owners and managers of Pratt Place Apartments.




The Attorney General alleged that they had a policy of asking Section 8 applicants to "obtain written confirmation that their housing authority would pay a particular rent." Calling this an "illegal hurdle," the press release claims that the policy "made it nearly impossible for voucher-holders to rent an apartment." In addition, the Attorney General alleged that the leasing manager told a caller that there were units available and then,



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when the caller stated that she was a Section 8 voucher holder, stated that there were not.

It is not clear why Pratt Place would ask voucher-holders to confirm the housing authority's approved rent if it had a practice of simply turning away voucher holders. Nevertheless, the defendants agreed to pay \$20,000.00 to settle the matter, with \$10,000.00 going to the caller. The press release does not disclose the recipient of the remaining \$10,000.00. (In past settlements excess amounts went to the Commonwealth.)


ROSLINDALE

The third case involved Christos Pavlidis, owner of a rental property in Roslindale, which he appears to have sold in July 2018, the year after his agent turned away a tester from the Suffolk Law School Housing Discrimination Program posing as a Section 8 voucher holder. According to the Attorney General's

press release, the agent (Ernest Kakridis) had also rejected an actual holder of a Section 8 voucher, allegedly stating that the owner did not accept voucher holders. Mr. Kakridis and Mr. Pavlidis settled the matter by paying the voucher-holder \$10,000.00.

CONCLUSION

The settlements involved relatively small sums, but Attorney General Healey deemed them worthy of announcing via a press release. Whatever her reason for touting these cases, rental-property owners should become very familiar with – and consistently abide by – all state and federal fair-housing statutes, regulations, and official guidance documents.

In addition, MassLandlords encourages members to refrain from any policies or practices that could even resemble discrimination against applicants in receipt of public assistance. 

LINKS

Press release:

<http://clickmetertracking.com/mass-healey-fines-2018-10>

Patricia Richardson:

<http://clickmetertracking.com/realtyexecutives-patti-richardson>

Pratt Place Apartments:

<http://clickmetertracking.com/poorvu-pratt-place>

Past settlements:

<http://clickmetertracking.com/2017-discrimination>

Regulations:

<http://clickmetertracking.com/mass-804-cmr-2>

Guidance documents:

<http://clickmetertracking.com/mass-fair-housing>



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In *Garcia v. DHCD*, BAKER'S "NO MOTELS" HOMELESSNESS POLICY SURVIVES INJUNCTION

By Peter Vickery, Esq., Legislative Affairs Counsel

***Garcia v. DHCD* remanded to Superior Court. Use of motels to house homeless continues to decline despite GBLS, ACLU litigation.**

People experiencing homelessness in Massachusetts can apply for a program called Emergency Assistance (EA), which may provide temporary shelter. Typically, this means congregate housing (cots) or scattered sites (closer to real housing). Under Massachusetts law, certain families with children have a "right to shelter," which requires the Department of Housing and Community Development (DHCD) to provide housing even if no beds are available. For many years, this has meant placing families in hotels or motels.

Critics of the hotel/motel overflow strategy point to the serious shortcomings of living in a motel (particularly for children) such as social isolation and lack of cooking facilities. There is also the matter of the direct cost of hotel rooms, roughly \$3,500 per family per month.

SHORT-CHANGING POORER COMMUNITIES

In 2015, State Auditor Suzanne Bump issued a report on the costs to municipalities of housing homeless families in motels and providing K-12 education for homeless children. She described "a local burden of \$13.3 million per year" that fell heavily on "less affluent communities where these impacts are especially difficult to absorb." This indirect cost is in addition to what the state pays for the room itself.

For example, Holyoke lost out on hotel and motel taxes to the tune of more than \$200,000 according to Mayor Alex Morse, who stated in 2015 that



The Google Maps view of one the properties that provided temporary and ADA non-compliant housing. <https://goo.gl/maps/ebXrrPvdNAm>

hotels and motels were "not the best way to house families and children." The City incurred equivalent cost adding bus routes from Holyoke to schools in children's home communities, often far away.

During his gubernatorial campaign that year, Charlie Baker said that as Governor he would try to reduce the number of families placed in hotels and motels.

LAWSUIT: *GARCIA V. DHCD*

Governor Baker's decision to shift away from reliance on motels triggered an ongoing lawsuit, which started in Suffolk County Superior Court in December 2016. Greater Boston Legal Services (GBLS) represents the homeless plaintiffs. Other organizations weighing in against the Baker administration include the American

Civil Liberties Union (ACLU) and the Disability Law Center.

They allege that the policy, as applied to Emergency-Assistance recipients with disabilities, violates Commonwealth's anti-discrimination law and the Americans with Disabilities Act (ADA). Specifically, the plaintiffs claim that the administration was violating the law by failing promptly to place families in shelters within 20 miles of their "home communities" as quickly as possible.

MARCIA PRODOSCIMO

For example, one of the intervenors in the case is Marcia Prodescimo who arrived in the U.S. from Brazil with her four children in May 2017. They stayed with a succession of friends in Medford, where Ms. Prodescimo enrolled the children in the public schools.



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In June 2017 Ms. Prodocimo applied to DHCD for shelter and in June the agency assigned her to a third-floor apartment in Worcester, about 50 miles from Malden.

Later that month Ms. Prodocimo's attorney informed the Department that one of the four children, Ms. Prodocimo's 16-year old son, needed knee surgery for a ruptured ACL and that his physician recommended a ground-floor apartment. On June 20, 2017, the Department issued a transfer decision stating that it would house Ms. Prodocimo within 20 miles of her home community "when a placement is available that will accommodate the household."

The plaintiffs argued that DHCD should have housed the family in a hotel, and that its failure to do so immediately violated the Americans with Disabilities Act (ADA). In the relevant budget line-item, the Legislature had directed the Department to use hotels if shelter beds are not available. So, argued GBLS on behalf of the plaintiffs, DHCD was flouting the will of the Legislature, as reflected in the budget line item.

Superior Court Judge Douglas H. Wilkins (appointed by Governor Deval Patrick in 2010) agreed, certifying the case as a class action and ordering DHCD to stop its policy of not using motels as housing for emergency-assistance recipients with disabilities. With regard to the Prodocimos, Judge

Wilkins ruled that shelter beds were not available, so the DHCD had a statutory duty to place the family in a shelter "that does not require the use of stairs" within 20 miles of Medford.


SJC QUASHES ORDER

The administration appealed Judge Wilkins's class-wide order. A single justice of the Appeals Court issued a stay in December 2017 and the case went up to the Supreme Judicial Court (SJC).

On October 11, 2018, the SJC issued its decision, ruling that Judge Wilkins had reached conclusions "not supported by the record." He had "erred" in ruling that only an "immediate transfer" would constitute a "reasonable accommodation" of the recipient's disability. The SJC quashed the order and remanded the case back to Superior Court for further proceedings.

CONCLUSION

The case of *Garcia v DHCD* goes on, and the Baker administration's efforts to stop housing homeless families in motels continues to meet resistance from tenants' advocates such as GBLS and the ACLU. For homeless families in Massachusetts, and for less-affluent cities and towns struggling to cope with the indirect costs of foregone hotel/motel-room taxes and school transportation, the multi-faceted problem remains unsolved.

The \$200 million annual budget for EA covers approximately 3,500 people experiencing homelessness at any given time, for an average duration of nine months each, out of an estimated 15,000 – 20,000 people in need. MassLandlords supports reform along the lines of a [landlord-tenant guarantee program](#). 

LINKS

Right to shelter:

<http://clickmetertracking.com/right-to-shelter>

\$3,500:

<http://clickmetertracking.com/masslive-ea-cost-per-fam>

\$13.3 million per year:

<http://clickmetertracking.com/mass-ea-audit-local>

Holyoke lost out:

<http://clickmetertracking.com/masslive-holyoke-ea>

Charlie Baker said:

<http://clickmetertracking.com/wgbh-baker-ea-hotel>

Decision:

<http://clickmetertracking.com/mass-ea-hotel-decision>

3,500 people:

<http://clickmetertracking.com/mass-ea-stats>

15,000 – 20,000:

<http://clickmetertracking.com/mahomeless-facts>


Landlord-tenant guarantee program:

<http://clickmetertracking.com/homelessness>



ARTICLE YOU MAY HAVE MISSED

DEEP ENERGY RETROFIT CASE STUDY: Massachusetts Single Family Home

It's something we hope you never need to know, but if you do, this article will help you recover after your house or building has a partial fire loss or burns down entirely. This article is inspired by the educational event on May 9, 2018 in which Bay State Restoration presented a rough outline of what to do after a fire, by the experience shared by a member in Greater Springfield, and by the Lawrence, Andover and North Andover [gas explosions](#) of September 2018. 

The full article can be found at: MassLandlords.net/blog

YOUR COMMENTS ON PROPOSED AFFH RULES Were Submitted to HUD

MassLandlords staff provided HUD with answers to their AFFH feedback request. In particular, we pointed out the flaws with Section 8.

On October 15, MassLandlords compiled and submitted member comments to the Department of Housing and Urban Development with regard to two questions about Affirmatively Furthering Fair Housing, a set of rules HUD intends to revise. Principally these rules govern the behavior of Section 8 administrators.

AFFH QUESTION 1

“What type of community participation and consultation should program participants undertake in fulfilling their AFFH obligations?”

MASSLANDLORDS' RESPONSE

Participants should involve landlords' organizations in designing their outreach efforts, as opposed to merely soliciting opinion after the design stage. Member-based landlords' organizations such as MassLandlords are well placed to fashion efforts that will maximize engagement on the part of rental-property owners.

AFFH QUESTION 2

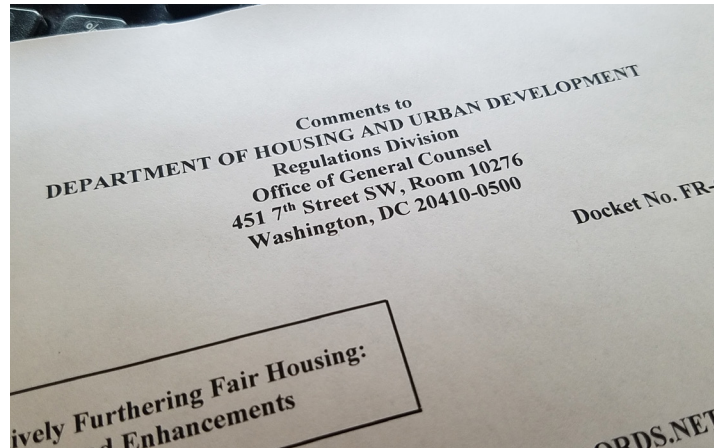
“Should HUD incentivize grantees and PHAs to collaborate in the jurisdiction and the region to remove fair housing obstacles? What are examples of obstacles that the AFFH regulations should seek to address?”

MASSLANDLORDS' RESPONSE

Yes, incentives to collaborate across jurisdictions could help reduce concentrations of poverty. HUD should provide incentives for multi-jurisdictional zoning changes to encourage higher-density, mixed-use development and walkable neighborhoods with access to reliable public transportation. In addition, HUD should require PHAs to use Small Area Fair Market Rents (SAFMR).

With regard to obstacles, in Massachusetts some Public Housing Authorities (PHAs) have created barriers that affect the people whose housing choice vouchers they administer, e.g.

- Requiring landlords to wait for physical paperwork and inspections;
- Delays in notifying landlords of the allowed rent, the subsidy, and the tenant's contribution;
- Retroactive adjustments to subsidies and tenant contributions;




- One-size-fits-all leases; and
- A 60-day notice period for rent increases.

These barriers put applicants with vouchers at a competitive disadvantage vis-à-vis market applicants. PHAs should remove these barriers by:

- Ensuring that rental paperwork has electronic options;
- Scheduling inspections at a convenient time so that inspections do not delay the execution of a lease;
- Providing landlords (at the time of the rental application) with a clear document that sets forth the amount of rent allowed and the renter's portion thereof, similar to the way market-rate renters provide landlords with their pay stubs;
- Changing subsidy and contribution amounts going forward, not retroactively;
- Allowing flexibility in leases; and
- Reducing the notice period for rent increases to 30 days.

AFFH CONCLUSION

We thanked HUD for their interest in reforming and sustaining Section 8 and ensuring fair housing opportunities and increased housing supply.

If you would like to thank MassLandlords for providing this input, please fund our work by becoming a Property Rights Supporter or by upgrading your contribution amount. If you have more comments to add, email hello@masslandlords.net. 

LINKS

Affirmatively Furthering Fair Housing:

<http://clickmetertracking.com/hudexchange-affh>

Property Rights Supporter:

<http://clickmetertracking.com/property-rights>

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call 866-527-SAVE (7283) now.**

Nominees for our DECEMBER ELECTION

Members in good standing should prepare to score-vote candidates for Good Neighbor 2018 and Board of Directors 2019 - 2023.

MassLandlords is a 501(c)6 non-profit trade association. Our mission is to create better rental housing in Massachusetts by helping owners and managers run profitable, compliant, quality rental businesses. The Good Neighbor Award recognizes a member of the public who has made substantial contributions to our mission. The Board of Directors steer our association and ensure that staff and volunteers are furthering our mission.

NOMINEES FOR THE GOOD NEIGHBOR AWARD

Nominations have been edited.

Chief Justice Timothy Sullivan:

Judge Sullivan has gone above-and-beyond to participate in landlord events across the state. He says, "Being a landlord in Massachusetts is not for the faint of heart." This shows he understands the hard work we do. He has given countless nights explaining housing court expansion, civil process, and e-filing all over the state. He always makes it a major purpose of his visit to hear our constructive criticisms and suggestions for feedback. Few public officials are as feedback-oriented as Judge Sullivan, and none are as interested in hearing our perspective as providers of rental housing.

Omar Argueta: This nomination is a simple and sincere thank-you from Cagdas Yilmaz for her property manager.

Skip Schloming: Skip brought his publication, the Small Property Owners Association Newsletter, to firebrand status as a staunch advocate for property rights and individual freedoms. His work was a major time commitment that went largely uncompensated and unrecognized by owners. His newsletter thrived under his professional editorial training, graduate degree in the social sciences, and incendiary journalistic style. He never missed an issue for 20 years. He was a major force in the defeat of Just Cause Eviction Rent Control last session, and a major contributor to the compromise Rent Escrow legislation that nearly passed. His ouster from the organization he helped build was a terrible loss to the cause of property rights in Massachusetts. For all that Skip has done, we are indebted to him.

NOMINEES FOR OUR BOARD OF DIRECTORS

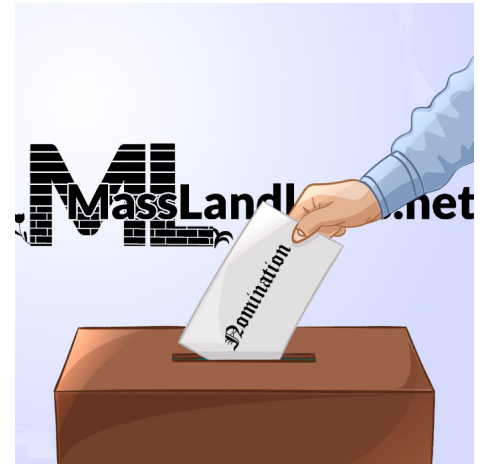
Biographies and/or statements of qualification for nominees who accept will be published on the ballot in paper and electronically.

- Andy Faust, Northeast Insurance
- Michele Kasabula, Kasabula Law, Worcester Board of Advisors
- Bill Womeldorf, Western Mass Property Developers, Springfield Board of Advisors
- Alec Bewsee, Springfield Board of Advisors

ELECTION NOTICE DETAILS

Our ballot will use score voting. The highest scoring consensus candidate will win each role.

Additional nominees for either ballot may be submitted to hello@masslandlords.net subject: nominations.



The record date is November 25, 2018. Members must pay dues to MassLandlords or a directly managed chapter to have standing to vote for the Board of Directors.

In-person voting will take place electronically and at our four directly managed events:

- Wednesday December 5 from 5:30pm to 8:20pm at 380 Winter St, Waltham;
- Wednesday, December 12 from 5:30pm to 8:20pm at 1 Skyline Dr, Worcester;
- Thursday December 13 from 5:30pm to 8:20pm at 1375 Elm St, West Springfield;
- Monday, December 18 from 5:30pm to 8:20pm, at 1 Broadway, Cambridge.

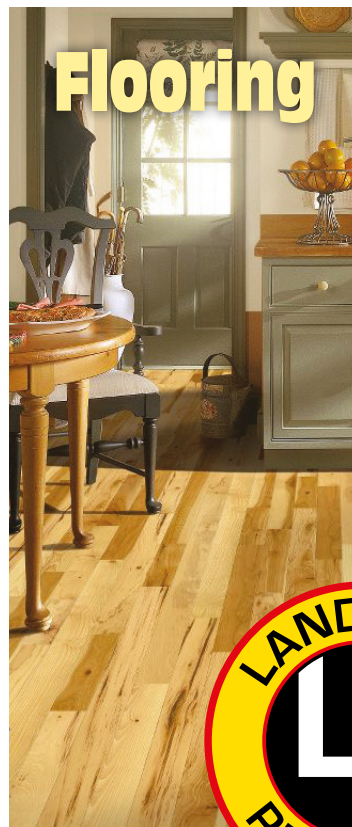
The final deadline to submit names to appear on the ballot is November 20, 2018. Write-in's will be allowed on all ballots.

Details at [MassLandlords.net/governance](https://masslandlords.net/governance). 



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REGIONAL



2018 NOVEMBER

Upcoming events
See details under each region

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5 Southbridge 7:00pm-9:00pm	6	7 Waltham 5:30pm - 8:30pm	8 West Springfield, Fitchburg 5:30pm - 8:30pm	9	10
11	12	13 Marlborough 6:30pm-9:00pm	14 Worcester 5:30pm - 8:30pm	15	16	17
18	19	20 Cambridge, Pittsfield 5:30pm - 8:30pm	21	22	23	24
25	26	27	28	29	30	



2018 DECEMBER

Upcoming events
See details under each region

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						1
2	3 Southbridge 7:00pm-9:00pm	4	5 Waltham 5:30pm - 8:30pm	6	7	8
9	10	11	12 Worcester 5:30pm - 8:30pm	13 West Springfield, Fitchburg 5:30pm - 8:30pm	14	15
16	17	18 Cambridge, Pittsfield 5:30pm - 8:30pm	19	20	21	22
23	24	25	26	27	28	29
30	31					

BERKSHIRE COUNTY

Pittsfield: Tax Cut and Jobs Act of 2017, Annual Elections

TUE
11/20

Our monthly speaker and networking event will be held on the third Tuesday of the month. We'll be having an accountant discuss the Tax Cut and Jobs Act of 2017.

We'll also be holding our annual elections. The slate was sent out via email.

Those unable to attend the election meeting can email rhabc99@gmail.com to request a ballot to return by mail. Return mail-in ballots to RHABC PO Box 2657 – Pittsfield, MA 01202. Ballots received after November 17, 2018 will be void. Proxy ballots will be void if the slate changes in any way on election night.



Our Events are Held at Zucchini's Restaurant in Pittsfield

TUESDAY, NOVEMBER 20TH

BERKSHIRE COUNTY MEETING AGENDA

6:00pm Networking

Networking draws from Great Barrington, Lee, Lenox, Stockbridge, Pittsfield, Lanesborough, Cheshire, New Ashford, Adams, North Adams, Clarksburg, Williamstown, Florida, Savoy, Hancock, Dalton, Windsor, Hinsdale, Peru, Richmond, Washington, West Stockbridge, Becket, Tyringham, Alford, Otis, Monterey, Sandisfield, New Marlborough, Sheffield, Egremont, and Mount Washington.

6:30pm Dinner, reservation required
7:00pm Speaker

LOCATION

Zucchini's Restaurant (lower level)
1331 North Street
Pittsfield, MA 01201

PARKING

There is ample free parking behind the restaurant

FOOD

Dinner by Zucchini's

PRICING

Membership not required! General public can come free for your first time.

- No dinner: just show up
- Dinner, typically around \$22, text Rick at 413-822-8852, call 413-822-8252, or email RHABC99@gmail.com

This event is operated by volunteers.

Pittsfield: Speaker and Networking

TUE
12/18

Our monthly speaker and networking event will be held on the third Tuesday of the month. Speaker details are TBD but you can be sure of great conversation and small group discussion.



Our Events are Held at Zucchini's Restaurant in Pittsfield

TUESDAY, DECEMBER 18TH

BERKSHIRE COUNTY MEETING AGENDA

6:00pm Networking

Networking draws from Great Barrington, Lee, Lenox, Stockbridge, Pittsfield, Lanesborough, Cheshire, New Ashford, Adams, North Adams, Clarksburg, Williamstown,

Florida, Savoy, Hancock, Dalton, Windsor, Hinsdale, Peru, Richmond, Washington, West Stockbridge, Becket, Tyringham, Alford, Otis, Monterey, Sandisfield, New Marlborough, Sheffield, Egremont, and Mount Washington.

6:30pm Dinner, reservation required
7:00pm Speaker

LOCATION

Zucchini's Restaurant (lower level)
1331 North Street
Pittsfield, MA 01201

PARKING

There is ample free parking behind the restaurant

FOOD

Dinner by Zucchini's

PRICING

Membership not required! General public can come free for your first time.

- No dinner: just show up
- Dinner, typically around \$22, text Rick at 413-822-8852, call 413-822-8252, or email RHABC99@gmail.com

This event is operated by volunteers.

BOSTON, CAMBRIDGE, SOMERVILLE

Cambridge: The Tax Cut and Jobs Act of 2017

TUE
11/20

Are you familiar with the biggest changes to the tax code in forty years? Those who plan ahead save on their taxes. Come learn what the Tax Cut and Jobs Act of 2017 does for real estate and small businesses.

Can you qualify for the real estate professional exemption? Is your current S-Corp or LLC the right entity? Most importantly, how can we **legally pay the least in taxes?** We'll be touching on depreciation, segregation studies, and recapture so that you can either DIY or better supervise your accountant. We'll make reference to 1031 exchanges, which can save hundreds of thousands on sale. And most important, we'll share what we know about the Tax Cut and Jobs Act of 2017 and its impact on our businesses.

This part of the presentation will be given by William Moore, CPA. Bill is a partner in BlumShapiro's tax department and covers construction, manufacturing, distribution, and professional services.



William Moore of BlumShapiro

[Click here to purchase tickets for this event](#)

Have you seen our Leave Stuff, Take Stuff Table?

Market your business, pick up handouts, give away an old doorknob. Everything goes on our

first-come, first-served display table at all our events. Please bring business cards, brochures, coupons. And feel free to pick up your own uncollected marketing materials at the end. Everything not claimed end-of-night may be chucked.

TUESDAY, NOVEMBER 20TH

CAMBRIDGE MEETING AGENDA

5:30pm Sign-in and Networking

Networking draws from

Cambridge, Boston,

Somerville, Arlington, Belmont,

Watertown, and Malden.

6:00pm Buffet Dinner

6:40pm Executive Director Doug

Quattrochi with the

MassLandlords Business Update

Member Minutes – Any

member can have the mic for

60 seconds (introduce yourself,

ask a question, share words

of wisdom, etc.)

7:00pm Tax Cut and Jobs Act

9:00pm Doors close

LOCATION

Cambridge Innovation Center

1 Broadway (5th Floor)

Cambridge, MA 02142

ID required Upon entering One Broadway, you will need to check in with the lobby security. You'll just need to show your ID and let them know you're going to the MassLandlords event in the 5th floor Venture Cafe.

ACCESSING FROM THE T

- Exit the Kendall T stop on Main St.
- Cross to the northeast side of Main St. with the Marriott and Chipotle and walk down the street away from Cambridge towards the Longfellow Bridge to Boston.
- Cross through the plaza with the five-foot high metal globe; One Broadway is the building undergoing construction across the next street.
- Cross over Broadway to arrive at One Broadway.

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PARKING

Accessible by T and highway. Parking available in several garages for weekend rates. See [CIC Directions](#) for details. Pilgrim Parking is \$10 enter after 4pm, a two-minute walk from One Broadway, [click here for details](#)

FOOD

Buffet, incl. salad and rolls
Water, sodas
Cookies

*Dietary restrictions: purchase an early-bird ticket and email hello@masslandlords.net, we will accommodate you.

PRICING

Open to the public. Non-members always welcome!

Door:

Public: \$29.00

Members: \$19.00

Early-bird, reserve by seven days prior @ 12pm:

Public: \$24

Members: \$14

[Click here to purchase tickets for this event](#)

This event is operated by MassLandlordsstaff. Check in with your MassLandlords ID card.

Cambridge: Networking and Training Event

TUE
12/18

Our December meeting will be held Tuesday, December 18, at One Broadway, Kendall Square, from 5:30pm to 8:30pm.

We are working on confirming a speaker for asset protection and trusts. Suggestions always welcome at hello@masslandlords.net. Check MassLandlords.net/events for updates.

Metro Mayor's Coalition Announces Housing Target, 250,000 Units Short of Demand

Boston Mayor Marty Walsh and the Metro Mayor's Coalition of 14 other municipalities announced an intent to create 185,000 new units of housing in Eastern MA. According to the Metropolitan Area Planning Council, 435,000 units of housing are needed by 2040.

The announcement did not mention market forces, zoning, or overregulation as a possible contributor to the housing crisis.

The ten guiding principles reflect a lack of owner input, and leave owners bracing for a tough legislative session ahead.

Six coalition principles are cause for little disagreement. 1.) "Housing production," including "rental and homeownership." 2.) "Fair housing" (no discrimination). 3.) "Accessible housing" (for disabled, seniors, and children). 4.) "Housing diversity," meaning different unit sizes and types. 5.) "Housing location," meaning mixed-use, walkable, transit-accessible. 6.) "Complete neighborhoods," including day and evening activities.

Four principles leave landlords out in the cold: 7.) "Stakeholder engagement," did not mention non-resident real estate owners, it only referenced city officials, residents, and "others." 8.) "Housing preservation" mentioned "minimizing tear-downs," which doesn't recognize that tear-downs are the cheapest way to get modern code into old lots. 9.) "Housing affordability," which didn't recognize that the most affordable units are older mom-and-pop market rentals. 10.) "Housing stability," which called for the coalition to "Address extreme cost burdens, minimize the risk of displacement, reduce evictions, [and] eliminate unfair rental practices," which is the Just Cause Eviction Rent Control language.


The bias of the drafters is clear: the state can and should solve housing better than the free market, and private owners are an afterthought.

It is expected that Just Cause Eviction Rent Control and Tenant Right of First Refusal will both be filed in January for the upcoming legislative session.

CENTRAL WORCESTER COUNTY

Eight-Unit Main South Building Restored for \$237K Per Unit

The Main South Community Development Corporation (CDC) held a ribbon cut in early October for 1 Kilby St. The project restored eight units to modern standards of efficiency and safety. Funding or related contributions came from TD Bank, the MA Department of



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Housing and Community Development, the Federal Home Loan Bank of Boston, Berkshire Bank, the Federal Highway Authority, and the City of Worcester.

Three units will be set aside for extremely low income residents. One unit is handicapped accessible. The lot at 2 Kilby St has been set aside for park space.

The building was built in 1897 and suffered decades of decline until a 2014 fire rendered the building uninhabitable.



Google Maps shows the building mid-transformation, in September 2017. <https://goo.gl/maps/Fmd1pGUGPxP2>



Read the full article at Telegram.com. Image by the Worcester Telegram, Christine Peterson, October 9. <http://clickmetertracking.com/telegram-kilby-st>

Worcester: A Review of Productivity Tools, Interview with Dan Botwinik (One of our Most Experienced Guests Ever)

WED
11/14

Part I: A Review of Productivity Tools

In this part of the presentation, we'll moderate a series of five minute or less "member show-and-tell" segments sharing technology tools that have saved time, money, or stress. What are people using for accounting? How are people reminding contractors to show up? What's the best way to text all your renters? This and more.

This part of the presentation will be moderated by Rich Merlino, Worcester Emcee.

Part II: Interview with Dan Botwinik

Dan Botwinik of Cougar Capital Management has done it all from flipping to buy-and-hold, from duplexes to complexes, from bootstrapping to doing deals. He has done condo conversion. He has built developments from scratch. He even once purchased hardwood floors direct from the forest. No matter what you want to do in real estate, Dan is an expert at it.

We're going to start this interview talking about **estimating and negotiating construction costs**. Where it goes from there we aren't sure, but we know you'll be glad to hear from this 500+ owner.

- Deal structures/financing
- Selecting contractors, negotiating contracts, lien releases, best practices, managing the project, what to do when things go wrong etc.
- The expansion of Dan's business, including his team growth as he has scaled (at what point to bring on property managers, leasing agents, bookkeepers).
- Landlording for his buy-and-hold

"If you have any interest in real estate at any level, you should move whatever mountain you need to move to get in the same room with this guy."

– Rich Merlino,
after his prep call with Dan

MassLandlords Thanks Our Property Rights Supporters

Property Rights Supporters make monthly contributions earmarked for policy advocacy.

OWNERS COOPERATIVE

\$100 and Up Rich Merlino.

OWNERS CLUB


\$50 to \$99 Harbor View Realty Trust. Peter Shapiro. Stony Hill Real Estate Services. Gray Investment Properties/Allyson Gray Trust.

WORKING TOGETHER CLUB

\$20.25 to \$49 CHELSEACORPLLC. Dorel Realty LLC. GMC Property Management LLC. Jill Monahan. Premier Choice Realty. The Claremont Living LLC. Robert J & Constance A. Manzi.

WORKING TOGETHER CIRCLE

Up to \$10 AWR & GWR LLC Eastfield Family Trust. Eden Frye. Pepi Realty Company. Scott Cossette. Douglas Quattrochi. David Branagan. Mary Norcross. Stuart Warner. Dana Fogg. Eastern Bank. Alexander Narinsky. Alex Narinsky. Charles Gendron. Vitaly Kmelnitsky. Darlene Musto. Alec Bewsee. Law Office of Joseph Miele. QPM Services. Dominick Jones. Broggi R.E. & Property Mgmt Inc. Realty Trust. Kee 55, Inc. Agency Account C/O Ercolini. JD Powers Property Management LLC. Margaret Forde. Catherine Jurczyk. Topaz Realty Trust. Liz O'Connor. CC&L Properties, LLC. Rob Barrientos. Real Property Management Associates. AAMD MGT.

One-time and bespoke donations sincerely appreciated, too numerous to list here. To join, complete a pink sheet at any MassLandlords event or sign up online at MassLandlords.net/property. 



A Chaotic Review of Orderly Tools



Dan Botwinik of Cougar Capital Management

Have you seen our Leave Stuff, Take Stuff Table?

Market your business, pick up handouts, give away an old doorknob. Everything goes on our first-come, first-served display table at all our events. Please bring business cards, brochures, coupons. And feel free to pick up your own uncollected marketing materials at the end. Everything not claimed end-of-event may be chucked.

WEDNESDAY, NOVEMBER 14TH

MEETING AGENDA

- 5:30pm Sign-in/Networking
Networking draws from Worcester, Shrewsbury, Millbury, Auburn, Leicester, Paxton, Holden, West Boylston, Boylston, Grafton, Upton, Northbridge, Sutton, Oxford, Charlton, Spencer, Oakham, Rutland, Princeton, Clinton, and Sterling.
- 6:15pm Buffet Dinner by The Vintage Grille
- 6:40pm MassLandlords Business Update and Member Minutes
Member Minutes – Any member can have the mic for 60 seconds (introduce yourself, ask a question, share words of wisdom, etc.)

- 7:00pm Rich Merlino
Meeting Introduction
- 7:05pm A Chaotic Review of Orderly Tools
- 7:30pm Dan Botwinik
- 9:00pm Doors close

LOCATION

Worcester Technical High School
1 Skyline Dr
Worcester, MA 01603

PARKING

There is ample free parking in the first lot you see, in the covered garage to your left, on top of the garage (entrance further down road), and around the back of the school

FOOD

- Cheese and crackers, sodas, water, coffee, decaf
 - Hot buffet dinner, incl. salad, rolls
 - Cookies, brownies, and/or blondies
- *Dietary restrictions: purchase an early-bird ticket and email hello@masslandlords.net, we will accommodate you.

PRICING

Open to the public. Membership is not required!

Early-bird ends seven days prior @ 12pm:

Public: \$24

Members: \$14 ([log in](#) before you register or you will see the non-member price)

Premium Members: No charge and no need to register

After Early bird or at the door:

Public: \$29

Members: \$19

Premium Members: No charge and no need to register

This event is operated by MassLandlords staff. Check in with your MassLandlords ID card.

Worcester: Attorney Henry Raphaelson

WED
12/12

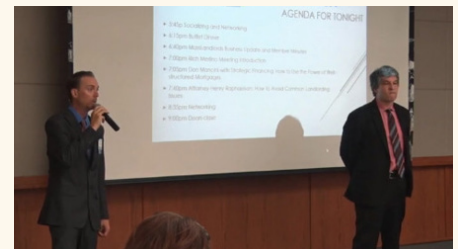
Part I: Topic TBD

Consistent with our mission to pair topics of different characters in a single event, we'll be trying to get something business/operations/money related for this shorter slot. Check MassLandlords.net/events for details.

Part II: Attorney Henry Raphaelson

For 35 years, Henry Raphaelson has been an attorney in Massachusetts general practice with a specialty in housing. He has handled upwards of 15,000 matters including evictions, restraining orders, code dept complaints against landlords, and small claims. And he has the sense of humor that can only come from having seen it all. Attorney Raphaelson is a speaker not to be missed.

A hot topic now is discrimination liability for emotional support animals and Section 8. We'll discuss this and any other matters you want.



Attorney Henry Raphaelson (right) received very high marks at his last presentation in Worcester

Have you seen our Leave Stuff, Take Stuff Table?

Market your business, pick up handouts, give away an old doorknob. Everything goes on our first-come, first-served display table at all our events. Please bring business cards, brochures, coupons. And feel free to pick up your own uncollected marketing materials at the end. Everything not claimed end-of-event may be chucked.

WEDNESDAY, DECEMBER 12TH

MEETING AGENDA

- 5:30pm Sign-in/Networking
Networking draws from Worcester, Shrewsbury, Millbury, Auburn, Leicester, Paxton, Holden, West Boylston, Boylston, Grafton, Upton, Northbridge, Sutton, Oxford, Charlton, Spencer, Oakham, Rutland, Princeton, Clinton, and Sterling.
- 6:15pm Buffet Dinner by The Vintage Grille
- 6:40pm MassLandlords Business Update and Member Minutes
Member Minutes – Any member can have the mic for 60 seconds (introduce yourself, ask a question, share words of wisdom, etc.)

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7:00pm Rich Merlino
Meeting Introduction
7:05pm Topic I
7:30pm Attorney Henry Raphaelson
9:00pm Doors close

LOCATION

Worcester Technical High School
1 Skyline Dr
Worcester, MA 01603

PARKING

There is ample free parking in the first lot you see, in the covered garage to your left, on top of the garage (entrance further down road), and around the back of the school

FOOD

Cheese and crackers, sodas, water, coffee, decaf
Hot buffet dinner, incl. salad, rolls
Cookies, brownies, and/or blondies
*Dietary restrictions: purchase an early-bird ticket and email hello@masslandlords.net, we will accommodate you.

PRICING

Open to the public. Membership is not required!

Early-bird ends seven days prior @ 12pm:

Public: \$24
Members: \$14 (log in before you register or you will see the non-member price)
Premium Members: No charge and no need to register

After Early bird or at the door:

Public: \$29
Members: \$19
Premium Members: No charge and no need to register

This event is operated by MassLandlords staff. Check in with your MassLandlords ID card.

CHARLES RIVER (GREATER WALTHAM)

Waltham: Shur Law Group, a Google Five-Star Landlords-Only Attorney

What happens when an attorney handles **only** landlord cases and no other matters? That attorney becomes a super-expert in helping landlords. Come

WED
11/07

hear from local notable Attorney Inessa Shur, of Shur Law Group. Shur Law Group has been rated five stars over 11 Google Reviews (which is a lot of reviews for a landlord-tenant specialist and a very high rating for an attorney). Attorney Shur is known and respected by opposing attorneys, judges, mediators and court personnel. She will be presenting the top ten mistakes she sees owners make, sharing stories from the trenches, and taking questions from the audience.

Shur Law Group has been representing landlords exclusively for a decade. They practice in all housing courts in Massachusetts, represent owners of one unit as well as national management companies, and represent market and subsidized tenancies. Attorney Shur started her practice with a small business mindset, and is always aware of and working toward your bottom line. Shur Law Group has two offices: one in Framingham and one in Brookline.



Attorney Inessa Shur, Shur Law Group

Purchase your ticket in just a few clicks!

Have you seen our Leave Stuff, Take Stuff Table?

Market your business, pick up handouts, give away an old doorknob. Everything goes on our first-come, first-served display table at all our events. Please bring business cards, brochures, coupons. And feel free to pick up your own uncollected marketing materials at the end. Everything not claimed end-of-night may be chucked.

WEDNESDAY, NOVEMBER 7TH**CHARLES RIVER MEETING AGENDA**

5:30pm Sign-in/Networking/Dinner
Networking draws from Waltham, Newton, Weston, Watertown, Wellesley, Wellesley Hills, Lincoln, Dover, Arlington,

Belmont, and the western ends of Cambridge and Boston.

6:00pm Buffet Dinner by the Copper House Tavern

6:40pm Executive Director Doug Quattrochi with the MassLandlords Business Update
Member Minutes – Any member can have the mic for 60 seconds (introduce yourself, ask a question, share words of wisdom, etc.)

7:00pm Attorney Inessa Shur, Top Ten Mistakes and generous Q&A time

8:20pm Networking

9:00pm Doors Close

LOCATION

Best Western Waltham
380 Winter St.
Waltham, MA 02451

PARKING

There is ample parking in the lot around the Best Western and down the hill by the Copper House Tavern. Please enter through the main lobby and look for the MassLandlords signs.

FOOD

Hot buffet Dinner
Soda, Water, Coffee
Waitstaff will serve alcohol, just ask
*Dietary restrictions: purchase an early-bird ticket and email hello@masslandlords.net, we will accommodate you.

PRICING

Open to the public. Membership is not required!

After Early bird or at the door:

Public: \$35.00
Members: \$25.00

Early-bird ends seven days prior at 12pm:

Public: \$30.00
Members: \$20.00

[Click here to purchase tickets for this event](#)

This event is operated by MassLandlords staff. Check in with your MassLandlords ID card.

This is part of the Waltham rental real estate networking and training series.

Waltham: Networking and Training

WED
12/05

Our monthly event will be held Wednesday December 5 at the Best Western on 380 Winter St in Waltham. Although the topic may be TBD, you can still bookmark your calendar for this premier real estate networking event in greater Waltham. Check MassLandlords.net/events later for speakers and topics.

GREATER SPRINGFIELD

West Springfield: Housing Court! Chief Justice Sullivan and More

THU
11/08

This month we'll be focusing on summary process (aka eviction). There will be much to discuss!

First, e-filing is now live. Is it faster? How does it work? We'll be able to learn as well as provide feedback to the housing court staff. Chief Justice Tim Sullivan will be attending both to share and to learn.

Second, there's a new acting clerk magistrate following the retirement of Peter Montori. At a minimum we'll be talking about the transition to the acting clerk magistrate and the process for selecting a new one. Acting Clerk Magistrate Sankar and Assistant Clerk Laura Fenn will be presenting.

Third and finally, it's a great opportunity for us to discuss the top mistakes owners make so that we can correct and avoid these issues. Our Housing Court staff will be addressing common mistakes they see owners make and how we can avoid them.



Western Division of the Housing Court



Chief Justice Sullivan will be one of several speakers

Purchase your ticket in just a few clicks!



MEMBERSHIP BENEFITS



RENTAL FORMS

Download a complete set of up-to-date rental forms (applications, leases, notices to quit, and more).



LEGAL STANDING

Vote in MassLandlords elections, serve on boards, and be represented in policy discussions with local and state officials.



EVENTS

Monthly networking and education at events state-wide.



NEWSLETTERS

In-depth news, tips and tricks emailed monthly.



HOME DEPOT SAVINGS

20% off paint; purchases over \$1,000 eligible for price reductions; concierge services for larger jobs.



COLLECT CHECKS ONLINE

Never bounces, reports for credit, members get first tenant free for a year via RentHelper.



SERVICE PROVIDER DIRECTORY

Search for service providers or be listed as one (electricians, managers, realtors, attorneys, plumbers, snow removers, and much, much more).



VIDEOS, ANALYSIS, & SPREADSHEETS

Watch past events, learn about the laws, and access spreadsheets you can build on like our CFL vs LED ROI calculator.



CREDIT SCREENING COUPONS

Save on SmartScreen credit reports.



MESSAGE BOARDS

24/7 access to Massachusetts Landlords for advice and/or to contribute your professional expertise.



HOME BASE

Preferred pricing and name tag at dinner meetings.



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Leader Bank Introduces ZDeposit: Simplifying the Opening of Security Deposit Accounts

Leader Bank is pleased to introduce its proprietary security deposit management tool – ZDeposit (www.zdeposit.net). This free product for landlords digitally streamlines the opening of tenant security deposits. With ZDeposit, landlords and property managers create new security deposit accounts online and invite tenants to enter their information. Additionally, ZDeposit automates many of the compliance headaches such as generating account disclosure forms, apartment conditions statements, and sending the annual interest payments directly to tenants.

“Landlords, especially smaller landlords, are often not sufficiently knowledgeable or organized to comply with the stringent requirements of the Massachusetts security deposit law,” commented George Warshaw, Attorney and Author, Massachusetts Landlord-Tenant Law, Lexis Law Publishing.

“Landlords will find Leader’s ZDeposit program a necessity in helping meet their legal requirements while making the experience easy.”

“We are excited to launch ZDeposit as a service to help landlords and property managers save time and be more compliant,” said Jay Tuli, Executive Vice President at Leader Bank and creator of ZDeposit. “Customers who are using our product to automate security deposits are seeing substantial time savings and better organization in their daily tasks.”

ZDeposit follows the successful launch of ZRent (www.zrent.net), which has automated rent collection while saving time for thousands of landlords and tenants. Leader Bank is currently licensing ZRent to other financial institutions, and will begin doing so with ZDeposit in late 2018.

ZDeposit is free for all landlords and tenants. Security deposit accounts opened through ZDeposit will be held at Leader Bank. For more information, visit www.zdeposit.net, email zdeposit@zdeposit.net, or call 781-614-8691.

About Leader Bank and the ZRent Team

Leader Bank is a nationally chartered bank with over \$1.2 Billion in assets headquartered in Arlington, MA. Leader Bank consistently ranks as one of the top mortgage lenders in Massachusetts for purchase transactions, originating over \$1.8 Billion in 2017. The ZRent team is an independent division of Leader Bank that creates innovative banking products for its customers and licenses the technology to other financial institutions. For more information about Leader Bank, visit www.leaderbank.com or call 877-691-7900.

Zdeposit
Making security deposits effortless
www.zdeposit.net

Leader 
Bank
A STEP AHEAD

THURSDAY, NOVEMBER 8TH**RHAGS MEETING AGENDA**

- 5:30pm Sign-in and Networking
Cash bar
Networking draws from
Springfield, West Springfield,
Holyoke, Chicopee, Ludlow,
Wilbraham, East Longmeadow,
Longmeadow, Agawam,
Southwick, Southampton,
Easthampton, Northampton,
Westhampton, Hadley,
South Hadley, Granby,
Amherst, Belchertown,
Ware, Palmer, Warren,
Monson, and Hampden.
- 6:00pm Buffet dinner
6:40pm State-wide Business Update
and Member Minutes
7:00pm Local Updates
7:05pm Legal Update
7:10pm Housing Court!
8:30pm Networking
9:00pm Doors Close

LOCATION

Springfield Country Club
1375 Elm St
West Springfield, MA 01089

FOOD

Hot buffet dinner, incl. salad and rolls
Cash bar
Hot Coffee & Tea
Dessert (cookies, brownies, and blondies)
*Dietary restrictions: purchase
an early-bird ticket and email
hello@masslandlords.net, we will
accommodate you.

PRICING

Open to the public. Non-members
always welcome!

Door:

Public: \$41.00

Members: \$31.00

Early bird, reserve seven
days prior by 12pm:

Public: \$36.00

Members: \$26.00

[Click here to purchase tickets for
this event](#)

This event is operated by
MassLandlords staff. Check in with your
MassLandlords ID card.

West Springfield: Networking and Training

THU
12/13

Our monthly event will be held
Thursday December 13 at the
Springfield Country Club on 1375 Elm
St in West Springfield. Although the
topic may be TBD, you can still
bookmark your calendar for this
premier real estate networking event in
greater Springfield. Check
MassLandlords.net/events later for
speakers and topics.

LAWRENCE, METROWEST

Marlborough: Tenant Screening

TUE
11/13

This month we'll have Brian Lucier
of Belaire Property Management share
his best tips and tricks on tenant

screening. His presentation is called
«Dancing through the Landmines: A
Property Manager's Guide to Tenant
Screening Without Getting
Blown to Bits.»

Tenant screening is arguably the
most important part of operating a
rental property. Whether you're a full
time or part-time landlord, you want
to learn how to screen well and get
the best renters.

Belaire Property Management is highly
rated both on Google reviews (4.7 stars
over 13 reviews). They showcase over
30 testimonials on their site. Brian
Lucier has presented at MassLandlords
events several times in the past and has
received high scores. His presentations
showcase his deep experience and
sense of humor.



Brian Lucier Belaire



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TUESDAY, NOVEMBER 13TH**METROWEST PROPERTY OWNERS ASSOCIATION MEETING AGENDA**

6:30pm Registration,
socializing and dinner
7:00pm MassLandlords Business Update
7:15pm Program starts

LOCATION

Marlborough Fish and Game
1 Muddy Ln
Marlborough, MA 01752

FOOD

Hot buffet
Beverages
Cookies

PRICING & RSVP

Open to the public! Membership is not required. ***MWPOA Members***
RSVP by emailing your full name to
Laurel newlakeview@yahoo.com

- **MassLandlords.net/MWPOA Members** pay \$100 annual MWPOA dues and each meeting is free, just RSVP!
- MassLandlords.net Members and general public: \$5

[Click here to purchase tickets for this event](#)

This event is operated by volunteers.

Marlborough: No December Meeting

**TUE
12/11**

We will not have a December event.
Happy holidays, we'll see you in January!

NORTH SHORE

Salem Bans Professional Operators from Short- Term Rental Market

In September, Salem banned all short-term rentals in locations zoned R1 except where the owner lives on premises. Rentals in zones R2 must pay a \$100 registration fee. The ban takes effect April 15, 2019. Read more at the Patch: <http://clickmetertracking.com/patch-salem-airbnb>. The Salem News: <http://clickmetertracking.com/salemnews-airbnb-ban>.

NORTHERN WORCESTER COUNTY

Fitchburg: Building Code and Regulations with Peter Niall

**THU
11/08**

Northern Worcester County Landlord Association proudly presents a night of building code and regulations presented by Leominster Building Inspector, Peter Niall.

Join us on November 8th at Montachusett Regional Vocational Technical School in Fitchburg MA. Come out and join us for an open forum to discuss new code regulations and compliance that are affecting all Massachusetts Landlords. Learn more about what has changed in the code books, what is about to change, and when all this will affect you as a rental property owner. As always, our members are encouraged to ask questions in our Q & A session during the presentation to make the evening even more beneficial for our NWCLA members and landlords.

November is also "New Member November"! This is a special night we are hosting where we invite our members to introduce other landlords and property owners they know to come out and try out a meeting for free. For that one night in November, we will waive the guest fee, but you must be a guest of a member in good standing to participate. NWCLA members, bring your landlord friends, earn some NWCLA bucks, and increase your chances to win a free year's basic membership by winning our Annual Membership Drive Contest at our NWCLA Christmas party on December 6th. See you there!



Our Events are Held at Monty Tech

THURSDAY, NOVEMBER 8TH**NWCLA MEETING AGENDA**

Visit nwcla.com for any last-minute updates or changes.

6:45pm Dinner and Networking
Networking draws from
Fitchburg, Leominster,
Lunenburg, Townsend, Ashby,
Ashburnham, Westminster,
Gardner, Princeton, Sterling,
Lancaster, Shirley, Groton,
Pepperell, Winchendon,
Templeton, and Hubbardston.

7:00pm Presentations

LOCATION

Montachusett Regional Vocational
Technical School (Monty Tech)
Mountain Room (at back)
1050 Westminster Street
Fitchburg, MA 01420

PARKING

There is ample free parking beside the school. Do not park along the fence where the busses park. Do not park in any of the handicap spots unless you have the proper handicap parking sticker.

FOOD

Dinner by Happy Jack's Cantina Grille from N. Main St. in Leominster.

PRICING

Membership not required!
Open to the public.

Early-bird ends seven
days prior @ 12pm:

- Public and Members other than NWCLA: (guest fee waived this month only for first-time attendees)
- MassLandlords.net/NWCLA members: pay annual dues, then free

After Early bird or at the door:

- Public and Members other than NWCLA: (guest fee waived this month only for first-time attendees)
- MassLandlords.net/NWCLA members: pay annual dues, then free

This event is operated by volunteers.

Harness the sun's power.

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For more information contact:
Andrew Miller
SVP, Commercial Relationship Officer
a.miller@avidiabank.com
774-760-1252

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Member FDIC | Member DIF

Fitchburg: Christmas Social - Date Change

THU
12/06

NWCLA Christmas Social. Come one, come all, have a ball! Note the date change, one week earlier from our usual "Second Thursday."

This is our Annual Toys for Tots Drive and Food Pantry Drive where every year we make a food donation to a local food pantry. We also fund a Toy Drive to donate to the Massachusetts State Police Toys for Tots Charity Drive. What a great way to celebrate the Christmas Holiday Season by sharing our blessings with others!

This is also the meeting where we find out who has won the Golden Ticket Award Contest for \$100, the Annual NWCLA Membership Drive for one-year free basic NWCLA membership, and so much more. Come out for our sing-a-long, tons of raffles, lots of great food, and PLENTY of holiday cheer. Free tip on how to win more raffle prizes: for extra raffle tickets, bring non-perishable foods for the food pantries, and unwrapped gifts for a boy or girl. The more you give – the more you get. See you at the party!



Our Events are Held at Monty Tech

THURSDAY, DECEMBER 6TH

NWCLA MEETING AGENDA

Visit nwcla.com for any last-minute updates or changes.

6:45pm Dinner and Networking
Networking draws from
Fitchburg, Leominster,
Lunenburg, Townsend, Ashby,
Ashburnham, Westminster,
Gardner, Princeton, Sterling,
Lancaster, Shirley, Groton,
Pepperell, Winchendon,
Templeton, and Hubbardston.

7:00pm Presentations

LOCATION

Montachusett Regional Vocational
Technical School (Monty Tech)
Mountain Room (at back)
1050 Westminster Street
Fitchburg, MA 01420

PARKING

There is ample free parking beside the school. Do not park along the fence where the busses park. Do not park in any of the handicap spots unless you have the proper handicap parking sticker.

FOOD

Dinner by Happy Jack's Cantina Grille from N. Main St. in Leominster.

PRICING

Membership not required!
Open to the public.

Early-bird ends seven
days prior @ 12pm:

- Public and Members other than NWCLA: \$15
 - MassLandlords.net/NWCLA members: pay annual dues, then free
- After Early bird or at the door:
- Public and Members other than NWCLA: \$20
 - MassLandlords.net/NWCLA members: pay annual dues, then free

This event is operated by volunteers.

SOUTHERN WORCESTER COUNTY

Southbridge: Speaker and Networking

MON
11/05

Our monthly training and networking event will be held on the first Monday of the month. Speaker details are TBD but you can be sure of great conversation and small group discussion.



The SWCLA Meets at the Southbridge Community Center fka Casaubon Senior Center

MONDAY, NOVEMBER 5

SWCLA MEETING AGENDA

7:00p MassLandlords Business Update
7:10p Guest Speaker
7:45p Pizza break
8:00p Meeting wrap-up
8:30p Networking

LOCATION

Southbridge Community Center
(aka Casaubon Senior Center)
153 Chestnut St.
Southbridge, MA 01550

FOOD

Pizza and Beverages

PRICING

Open to the public for your first time! Membership not required for your first time.

- Members are admitted for free
- General public free the first time, then pay \$50/yr for membership.

This event is operated by volunteers.

Southbridge: Christmas Party

MON
12/03

We'll be having our annual Christmas Party, part catered, part pot-luck. Details to be announced.

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