



**Regular Member Benefits**

**Connect ~ Advance ~ Succeed**

**Legislative Advocacy**

- ❑ *The Voice of Arizona's Apartment Industry*, the AMA is the rental housing industry's advocate at the state legislature, regulatory agencies, and city halls throughout the state. The AMA exists to control unnecessary government intrusion into rental operations and to enable the industry to prosper while providing housing to 1/3 of Arizonans.
- ❑ The AMA has saved Arizona rental owners more than \$340 per rental unit in a year by banding together to make a difference.
- ❑ The AMA continually tracks multiple issues of interest to the rental industry and has achieved many successes in saving landlords. Key AMA victories include:
  - ✓ Reduced multifamily property taxes to the residential assessment level from the commercial rate.
  - ✓ Passed statewide preemption of rent control.
  - ✓ Convinced the City of Phoenix to abandon union supported NFPA building codes.
- ❑ Our Legislative victories include:
  - ✓ Requiring municipal utility rates to be 'just and reasonable'.
  - ✓ Allowing apartment maintenance staff to spray herbicides.
  - ✓ Exemption of LIHTC units from sales tax on rent.
  - ✓ Multifamily property taxes assessed at the 10% residential level instead of the 25% commercial rate as a result of our advocacy efforts
  - ✓ Reduced liability for underground utilities on your property; and
  - ✓ Elimination of proposed legislation that would incur expensive and onerous rental housing inspection programs.
- ❑ Track state Legislation and municipal issues on the AMA Web site [www.azama.org](http://www.azama.org)
- ❑ AMAPAC – Our political action committee funds enable the Arizona rental industry to engage in state and local political contests, supporting candidates and issues that are in our industry's best interests.

**Education**

- ❑ 2000 hours of educational opportunities offered annually providing:
  - ✓ Topical educational opportunities for members and their staff to remain abreast of current and relevant industry issues, to improve operations and profitability, and to help them stay out of trouble in managing properties.
- ❑ National designations to increase employee competencies – CAMT, CAM, CAS, NALP, EPA, etc.
- ❑ Continuing education to help members and their staff retain certifications.
- ❑ Sessions for senior executives, property managers, leasing and maintenance team members.

**Cost Savings Programs and Initiatives**

- ❑ Property and Casualty Insurance
  - ✓ Exclusively for AMA members is expanded coverage and up to 30% in reduced premium rates for qualified participants
  - ✓ *Additional* premium rate reductions for those in the AMA FIVE STAR Program.
- ❑ SCF Arizona Workers' Compensation program:
  - ✓ Special safety and loss control programs and educational opportunities.
  - ✓ Bonus Dividend opportunities for AMA participating members who have enrolled in the AMA Bonus Dividend program and qualify.
- ❑ Property Tax Appeal services.
- ❑ Associate members that provide special discounts to AMA members
- ❑ Low Cost Technology program – Web site development and hosting through Arise Technologies.

## **Information and Communication**

- ❑ One-stop-shop for all the economic, demographic, governmental and market information necessary to make sound business decisions.
  - ✓ *Apartment News* – monthly publication.
  - ✓ AMA News and Events updates sent out bi-weekly via email.
  - ✓ Website with all relevant information on legislative, legal, calendar of events and education, latest industry news, archived information, links to other relevant sites.
  - ✓ Listservs for member participation and communication in real time.
  - ✓ *Insiders Guide to Renting an Apartment or House in Arizona* – free download.
  - ✓ Free copies of the Arizona Residential Landlord/Tenant Act.
  - ✓ *Guide for Landlords with Property in various Arizona cities* – free download.
  - ✓ Legal advice:
    - Laws and ordinances at members’ fingertips – free download.
    - Panel of AMA member attorneys who will provide complimentary answers to telephone and email questions.
  - ✓ AMA Lease Forms and applications – free download of individual copies or affordable annual interactive subscriptions.
  - ✓ Exclusive access to the national standard NAA/Blue Moon software and lease documents.
  - ✓ Associate Member vendor list in the annual Resource Guide, monthly in the back of the magazine and updated daily on the Web site.
  - ✓ Research and industry trend information readily available.

## **Events**

- ❑ **Trade Shows** – training opportunities and the ability to learn, network and discover new ideas and sources of supply.
  - ✓ Two-day Show – Phoenix
  - ✓ One day Trade Show – Tucson
  - ✓ Reverse Trade Show – turning the tables where the exhibitors are the Regular members, and attendees are Associate members. In addition to great networking, this format provides an efficient mechanism for properties to explore alternative sources of supply.
- ❑ **Tributes** – industry awards program recognizes the best property, individual and team performance.
- ❑ **Two Golf tournaments** – Phoenix and Tucson
- ❑ **Dinner meetings** – including topical speakers and networking three times each year in Phoenix and Tucson.
- ❑ **Black-Tie Event** – our special evening to annually recognize industry leaders and founders that includes time for networking.
- ❑ **Legal Lunches** – education and networking with valuable information from the legal experts in the multihousing industry.

## **Networking**

- ❑ With colleagues and industry leaders at events and education to grow professionally and enhance your network of peers and experts in the multihousing industry.
- ❑ With potential vendors – associate members participate on committees and in events providing time to develop a relationship with a potential vendor before using them.

## **Community Affairs**

- ❑ Assists member firms in working with their surrounding neighborhoods and facilitating teamwork within their companies, while demonstrating to the public, media and elected officials the positive role, contributions and impact the rental industry makes in Arizona.
- ❑ The AMA ‘Big Hearts for Little Hands’ Program:
  - ✓ Benefits UMOM New Day Centers in Phoenix, and
  - ✓ New Beginnings for Women & Children in Tucson.



- ❑ Crime Free Multihousing Program – a police-run partnership between rental properties and on-site managers to combat criminal activity on and near the site.
- ❑ FIVE STAR Program
  - ✓ Recognizes properties that manage at the highest level of professionalism and stand out in the community and among peers.

### ***Other Member benefits and programs***

- ❑ Membership in the National Apartment Association (NAA) protects and represents your interests with regard to legislative and regulatory issues at the federal government level.
- ❑ AMA member mailing list is available for members only to do business with members.

### ***Job Center***

- ❑ Members may post and review positions available in the industry.
- ❑ Members may post resumes.

### ***Independent Rental Owner Council***

- ❑ Special program focused on smaller property owners and managers that provides:
  - ✓ Free monthly lunch meetings in Phoenix; quarterly in Tucson and Flagstaff
  - ✓ Speakers, including attorneys with topics relevant to the smaller property owners and managers.
- ❑ Discounted advertising with the *Arizona Republic* for owners/managers with up to 49 units.

### ***Dues may be 92% tax deductible***

- ❑ Dues payments, contributions or gifts to The Arizona Multihousing Association are not tax deductible as charitable contributions for federal income tax purposes. However, they may be deductible as ordinary and necessary business expenses subject to restrictions imposed as a result of the AMA's lobbying activities as defined by the Budget Reconciliation Act of 1993. The AMA estimates that the nondeductible portion of your 2008 dues – the portion that is allocable to state and federal lobbying -- is 8%.

***Join today to be successful tomorrow.***

***Contact James Tunnell at 602-296-6212 or email [jtunnell@azama.org](mailto:jtunnell@azama.org)***