Appendix: "Tools"

Lease Sections

The following items are sections from a lease agreement that incentivize tenants to maintain a cleanly premise, not smoke, and actively engage in the community.

Each of the items is written into the lease agreement, enabling the landlord and tenant to discuss the importance of these items upfront, prior to the tenant's occupancy.

The sample items below have assigned dollar values, creating an additional incentive for the tenants. The language and dollar amounts can be adjusted (or even eliminated) depending on the circumstances between the landlord and tenant, which may change over time. Incorporating language upfront can help with any discussions at a later date.

6. CLEANLY CONDITION DISCOUNT: Tenant shall receive a $25 per month discount for satisfactorily discharging, in Landlord's judgment, the responsibilities discussed in section 13 (CONDITION OF PREMISES, MAINTENANCE, REPAIR POLICY). If these responsibilities are not discharged satisfactorily, this rent discount will no longer apply for the remainder of the lease.

13. CONDITION OF PREMISES, MAINTENANCE, and REPAIR POLICY:

    c. By executing this Lease, Tenant accepts the premises in their existing condition and acknowledges that the premises are in good order and repair, except as Tenant my indicate on the Commencement Inventory Checklist, duplicate copies of which are supplied by Landlord and attached hereto. Tenant shall maintain the premises in a clean and sanitary condition and shall surrender the Premises at the termination of this Lease in as good a condition as when received, ordinary wear and tear excepted. Without limiting the generality of the foregoing, Tenant shall:

        i. Maintain a cleanly household, with minimal buildup of dirt and clutter;
        ii. Keep all windows, glass, window coverings, doors, locks, and hardware in good, clear order, and repair;
        iii. Not obstruct or cover the windows or doors;
        iv. Not leave windows or doors in an open position during any inclement weather;
        v. Keep all lavatories, sinks, toilets, and all other water and plumbing apparatus in good order and repair and shall use same only for the purposes for which they were constructed. Tenant shall not allow any sweepings, rubbish, sand, rags, ashes, or other improper substances to be thrown or deposited therein. Tenant is responsible

for any drain blockage after 30 days of occupancy. Any damage to any such apparatus and the cost of clearing stopped plumbing resulting from misuse shall be borne by Tenant. Tenant is responsible for any drain blockages after the first 30 days of this lease.

vi. Provide for the timely and complete removal of trash, garbage, rubbish, or refuse. Tenant shall not allow any trash, garbage, rubbish, or refuse to be deposited or permitted to stand on the exterior of any building. Tenant shall not leave trash outside in bags except on the day of trash pickup or the evening prior to.

vii. Provide for timely snow and leaf removal, grass cutting and maintenance, and general landscape and exterior maintenance.

viii. Change furnace filters at proper intervals at Tenant's expense.

ix. Maintain the existing smoke and carbon monoxide detectors including battery replacement at Tenant's expense.

19. NON SMOKING BENEFIT: Tenant shall receive a $25 per month discount for not smoking on the premises. In the event that Tenant fails to comply, this rent discount will no longer apply for the remainder of the lease and will be retroactively revoked, meaning that the discount will be recuperated for previous months.

20. ACTIVE INVOLVEMENT DISCOUNT: Tenant shall receive a $25 per month discount, applied in arrears, for actively participating as a citizen in the community. Such activities include participating in neighborhood association meetings, voting in elections, or other activities agreed to by Landlord and Tenant. Tenant is responsible for providing Landlord with reasonable evidence of participation, at which point the discount will be applied to the following month's rent, or the last month of the lease when the activity occurs in the last month.

Calculation of Each Month's Rent

The following table shows how each month's rent is calculated in practice, given the incentives discussed above (for the items highlighted below). As shown, there is also an incentive for the tenant to pay the rent electronically, and there are disincentives for paying late or with a dishonored (NSF) check.

The calculation begins with the agreed-upon rental rate, and then subtracts or adds amounts based on the behaviors performed. Because the incentives for paying electronically, maintaining a cleanly household, and not smoking are agreed to in advance, these amounts are shown in the table as a standard item. The remaining items, for active involvement and late or dishonored checks, are based on actual behavior as they occur. As such, the discounts or penalties for these items would be added to the table when applicable. Because of the timing between the activity and realizing the benefit from the activity, the discounts or penalties are applied "in arrears."

	Lease Reference Section	Amount
Standard Monthly Rate	3	**$750**
Less:		
Electronic Debit	5	($10)
Cleanly Condition Discount	6, 13	($25)
Non Smoking Benefit	19	($25)
Active Involvement Discount (1 mo. in arrears, $25)	20	__
Plus:		
Late Payment Fee ($8 per day)	9	
Dishonored Check Fee (1 mo. in arrears, $35)	10	
Total Due		**$____**